

- Your Value Proposition
- Reaching Your Target/Promoting Your Business
- The Bottom Line
- Why Canon Solutions America?

Your Value Proposition... Regardless of Segment (1)

To support marketing objectives and grow business

- Transaction documents get opened by consumers; they cut through the clutter in a complex media environment
- CMOs need to do more with less... transaction documents are going in the mail anyway, so this customer touchpoint should be optimized
- TransPromo is an ideal mechanism for engaging a client in a multi-channel conversation



Your Value Proposition... Regardless of Segment (2)

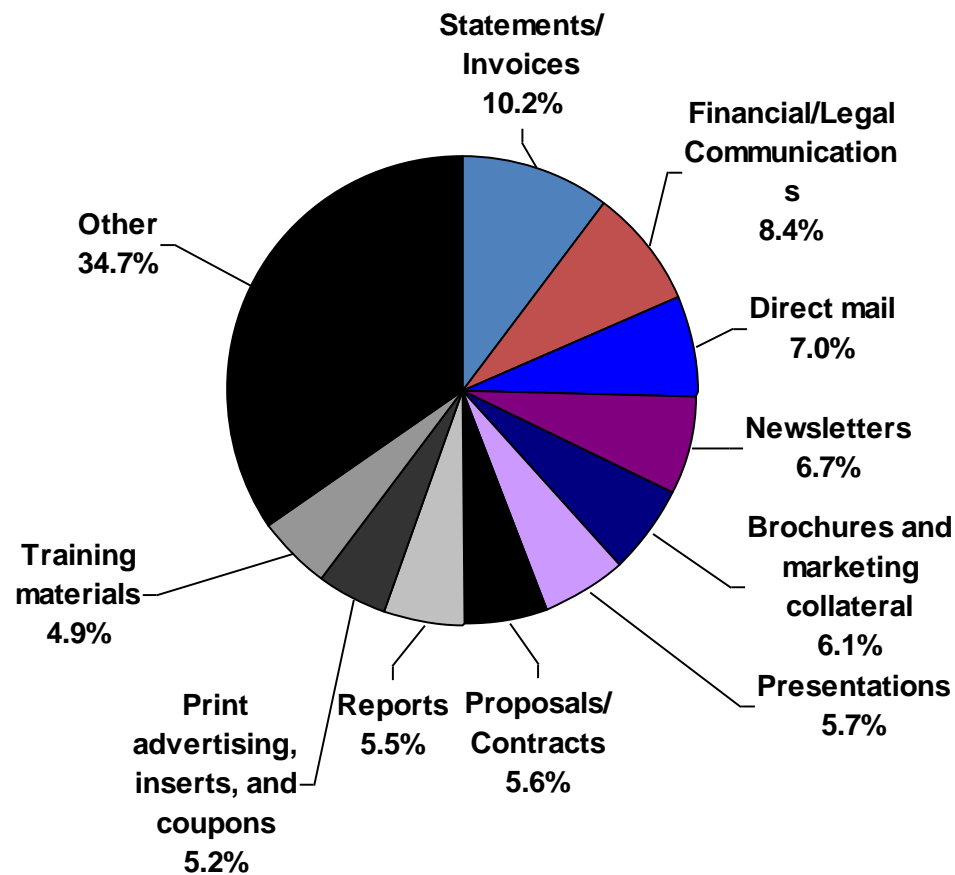
To support operational objectives and reduce overall costs

- **TransPromo saves money by reducing operational expenses, including postage and call center costs**
- **TransPromo supports a migration to electronic presentment and payment**
- **Technology is available to affordably integrate color and personalization, yielding improved results**
- **Software solutions are readily available**



Spending by Print Application

How much of your total print spend does each application account for?



Key Findings

- Statements/invoices and financial communications are top two in print spend
- Marketing applications (direct mail, newsletters, brochures) represent a solid category for print spending
- ***TransPromo: An opportunity to “consolidate” spending***

N = 1,026

Source: *Understanding Vertical Markets: Enterprise Communication Requirements*, InfoTrends 2012

Top Print Spend by Vertical

Rank by Print Spend	Education	Financial	Healthcare	Hospitality	Insurance	Manufacturing	Retail	Utilities
#1	Training materials	Financial/Legal	Brochures, marketing collateral	Direct Mail	Financial/Legal	Packaging	Print Advertising, inserts, coupons	Presentations
#2	Books	Statements/Invoices	Packaging	Brochures, marketing collateral	Statements/Invoices	Magazines, periodicals, journals	Direct Mail	Print Advertising, inserts, coupons
#3	Presentations	Proposals/Contracts	Financial, legal	Print Advertising, inserts, coupons	Proposals/Contracts	Newsletters	Office Stationery	Brochures, marketing collateral

- **Top print applications for financial and insurance are also most likely to move to electronic delivery**
- **Top print applications for hospitality, retail, and utilities are more marketing-focused and are more likely for channel integration**

Primary Digital Printing Applications by Vertical

	Financial	Insurance	Utilities	Retail	Manufacturing	Hospitality	Healthcare	Education
#1	Point-of-purchase	Training materials	Presentations	ID Cards	Accounting, payroll, inventory	Accounting, payroll, inventory	Presentations	Packaging
#2	Marketing Collateral	Print advertising	Books	Financial/Legal Communications	Financial/Legal Communications	Forms	Proposals/Contracts	ID Cards
#3	Statements/Invoices	Accounting, payroll, inventory	Catalogs	Proposals/Contracts	Office stationary	Investor publications	Reports	Catalogs

- **Top 3 are either exclusively or mostly produced on digital equipment**
- **Marketing collateral only appears within Financial – a sign of an opportunity to migrate from offset to digital**
- **Statements/Invoices and Financial/Legal communication have a high likelihood to move to electronic format**

Target Markets Defined



- Target markets are defined segments of the market that are the strategic focus of a business or a marketing plan
- They represent the prospect base for your specific product/solution offering
- B2B vs. B2C;
horizontal vs. vertical

Benefits of a Target Market Approach

- You get more **attention** in your market space
- You are viewed as an **expert** within the segment
- You can **market more effectively** to a targeted client and prospect base
- Your selling process becomes **more productive**
- You can develop “**business acumen**”



Business Acumen: Essential for Book Manufacturers

- Business acumen is defined as an understanding of a business' economic forces, the market dynamics surrounding it, and the unique set of needs that arise from the combination of the two
- It is not enough to understand the customer's needs and recommend a product or solution
- Successful book manufacturers combine a deep understanding of the industry and market conditions linked with practical sales strategies and tactics that drive revenue growth, increase margins, and decrease costs



FSSI: Reducing Costs, Boosting Profits, and Building Customer Loyalty

FSSI

Customer Communication Specialists

[Home](#) | [About Us](#) | [Services](#) | [Clients](#) | [Security](#) | [Contact Us](#) | [Secure Access](#) | [Blog](#)

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**SECURE
COMPLIANCE**

[Request Info Now](#)

[What's New](#)

[Video Tour](#)



**Manage
correspondence
online, 24/7**

Create, Connect, Comply, with letterStreamOne™
click for a free consultation

**REDUCE COSTS, BOOST PROFITS AND BUILD CUSTOMER LOYALTY
WITH A PRINT AND MAIL OUTSOURCING SOLUTION FROM FSSI**

**High-volume print and mail outsourcing, electronic invoice
and statement presentment and more**

DST Output: Market-Focused



SEARCH

[SOLUTIONS](#) [INVESTOR CENTER](#) [CAREERS](#)

[ABOUT DST](#) [NEWS](#) [CONNECT](#)

-  [Asset Management](#)
- [Brokerage](#)
- [Healthcare](#)
- [Retirement](#)
- [Business Process Solutions](#)
- [Global IT Sourcing](#)
- [Customer Communications](#)

CUSTOMER COMMUNICATIONS: U.S.

Save time, manage costs, address regulations and learn more about your customers.

[Learn More](#)



NBS: Making a Difference for Community Banks



>>> Breaking News

HOME

ABOUT US

SERVICES

COMPANY NEWS

BLOG

PARTNERS

CONTACT

Optical Character Recognition

Exceptional People - Proven Results

[Read More...](#)

Complete OUTSOURCE Provider

Composition • Print • Manage • Deliver

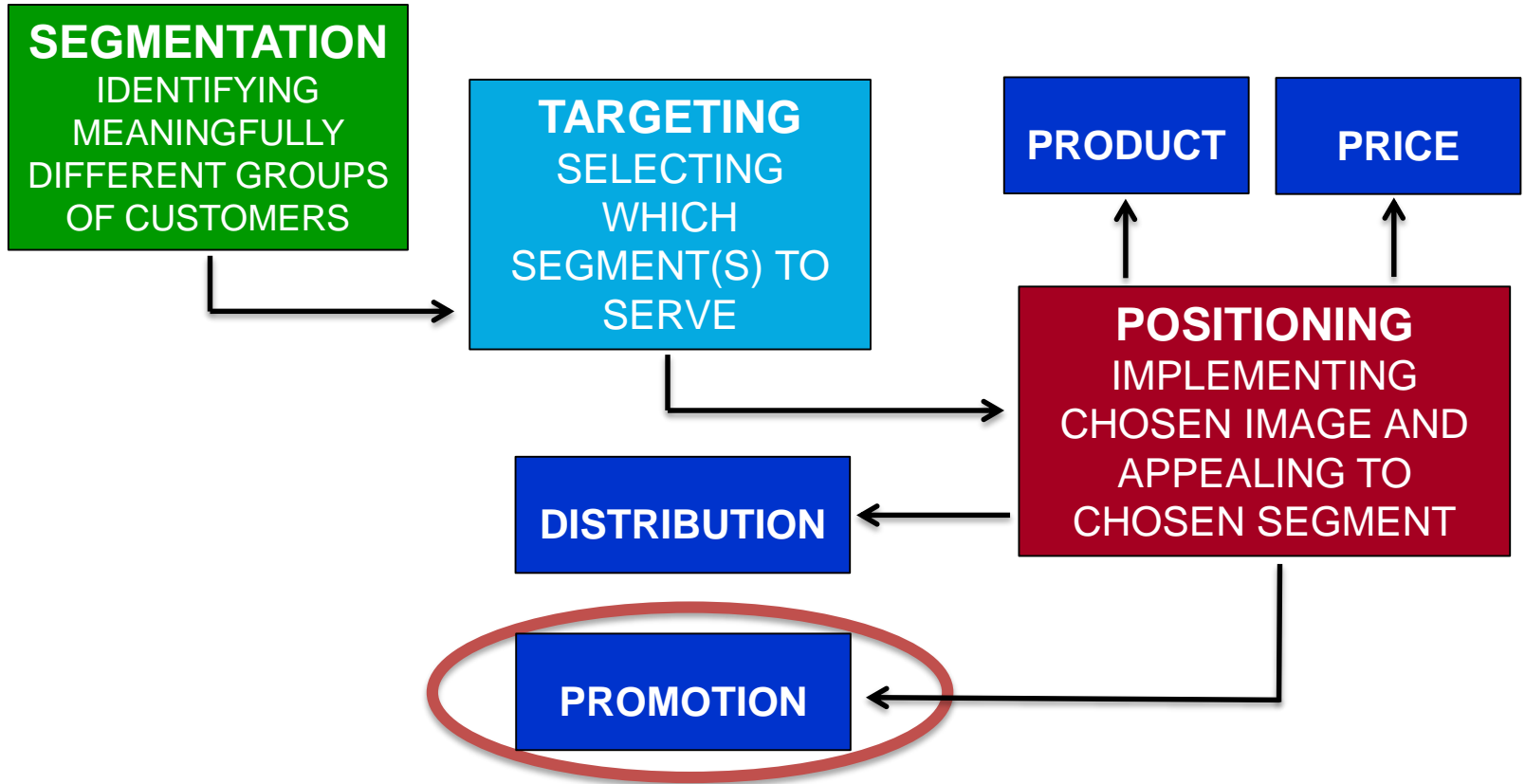
Community Banks Hit Home Run Outsourcing Statement Printing

National Business Systems, Inc. has achieved success by focusing on Print-Mail solutions to Community Banks for DDA, Savings, Daily Notice and Tax Statement Outsourcing.

Reaching Your Target and Promoting Your Business



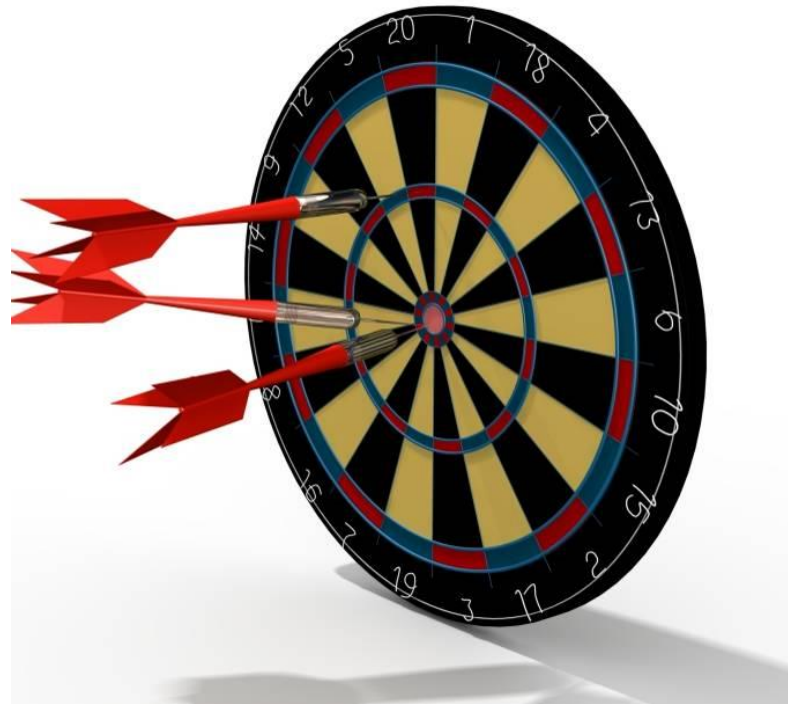
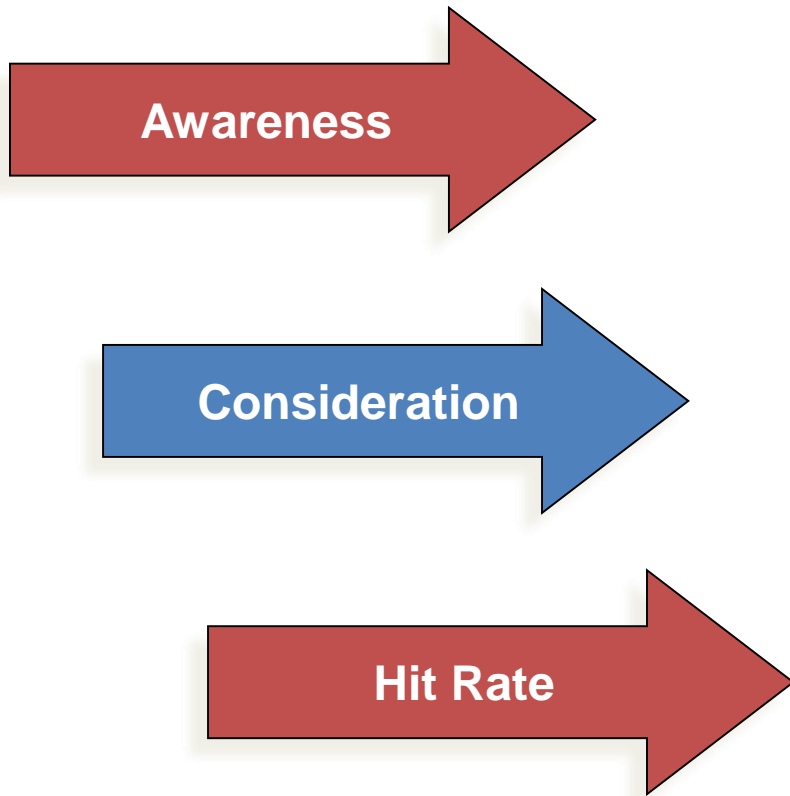
The Process



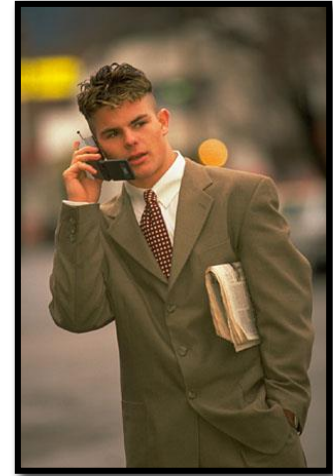
Who Are You? What Value Do You Deliver?



A Simple Model



Awareness in a Multimedia World



Building Awareness: The Right Marketing Mix

- Shameless Self-Promotion
 - *Public Relations*
 - *Customer/Press Conferences*
 - *Event Marketing*
- Networking
 - *Tradeshows, Conferences*
- Social Media
- Advertising
 - *Mass Media to Build Awareness*
- The Internet
 - *Your Website*
 - *Directing Traffic to Your Site*
- Direct Mail/Cross-Media Campaigns

Public Relations: The Options

- Feature Articles
 - *Industry Publications*
 - *National Publications*
 - *Thought Leadership White Papers*
- Press Releases
 - *New Customers*
 - *New Technologies*
- Speeches and Presentations
 - *American Association of Publishers*
 - *National Tradeshows*
- Special Events
- Facility Tours

create some buzz!



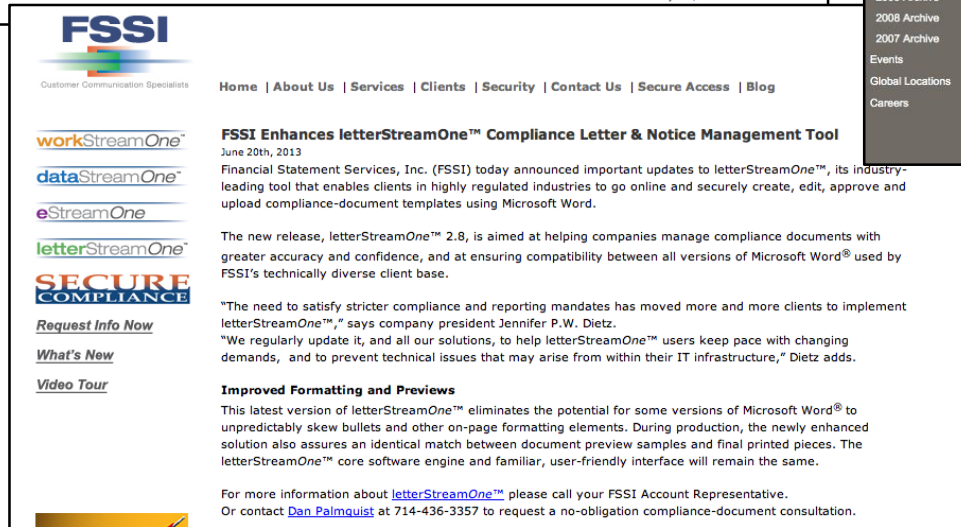
Staying in the News



The screenshot shows the DST Health Solutions website. The top navigation bar includes 'SOLUTIONS', 'INVESTOR CENTER', 'CAREERS', 'ABOUT DST', 'NEWS', and 'CONNECT'. A search bar is located in the top right. The main content area features a red header with the word 'NEWS' and a breadcrumb trail: 'Home » Demand for DST's Medical Drug Management Service on the Rise as Health Plan Costs Increase'. Below this is a social media sharing bar. The main article title is 'Demand for DST's Medical Drug Management Service on the Rise as Health Plan Costs Increase'. Two sub-headers are present: 'Specialty Drug Costs Expected To Increase By Twenty Percent Annually For Next Five Years' and 'Specialty Drug Costs Expected To Increase By Twenty Percent Annually For Next Five Years'. The article text begins with 'BIRMINGHAM, AL — June 19, 2013 — DST Health Solutions, LLC (DSTHS), a leading provider of technology solutions and services to health plans, integrated delivery systems, and health care providers, has announced that demand for its Medical Drug Management Service (MDMS) has jumped significantly.' A 'Latest Posts' sidebar on the right lists 'Rich Investments Solutions and ALPS Visit the NYSE to Celebrate the Launch of the U.S. Equity High Volatility Put Write Index Fund' dated Jul 12, 2013, and 'DST Systems, Inc. Announces a Redemption Call for its Series C Debentures' dated Jul 11, 2013.



The screenshot shows the Merrill Corporation website. The top navigation bar includes 'About Merrill', 'Merrill Businesses', 'Industry Solutions', 'Careers', and 'Contact Us'. A 'Client Login' field is in the top right. The main banner features a woman and the text 'Whatever your business needs, Merrill is there for you.' and 'Problem Solved'. A 'news&events' sidebar on the right lists 'Susanne McGraham-Paisley Joins Merr...', 'MORE NEWS', 'LavaCon Conference...', and 'MORE EVENTS'. The main content area is titled 'About Merrill' and shows a breadcrumb trail: 'Home > About Merrill > News Releases'. The 'News Releases' section is dated 'Thursday, May 02, 2013' and features the headline 'Merrill DataSite® Virtual Data Room Honored as "Information Management Product/Service of the Year"'. A sub-headline reads 'Award Presented at the 2013 Annual M&A Advisor Turnaround Awards'. The main text states: 'St. Paul, Minn. — Merrill Corporation is pleased to announce that Merrill DataSite® was named "Information Management Product/Service of the Year" at the 7th M&A Advisor Turnaround Awards Gala, held in March at The Colony Hotel in Palm Beach, Florida.' A sidebar on the left lists 'History', 'Management Team', 'News Releases' (with a dropdown arrow), '2012 Archive', '2011 Archive', '2010 Archive', '2009 Archive', '2008 Archive', '2007 Archive', 'Events', 'Global Locations', and 'Careers'. The main text continues: 'Merrill DataSite is a complete, secure virtual data room (VDR) solution that optimizes the due diligence process and offers a highly efficient method for sharing critical business information for electronic due diligence via a secure online data room, accessible by way of the Internet. Through the deployment of advanced technology, dedicated multi-lingual customer service and constant development upgrades, Merrill DataSite has emerged as the leading global provider of VDR solutions.'



The screenshot shows the FSSI website. The top navigation bar includes 'Home | About Us | Services | Clients | Security | Contact Us | Secure Access | Blog'. The main content area features the FSSI logo and the headline 'FSSI Enhances letterStreamOne™ Compliance Letter & Notice Management Tool' dated 'June 20th, 2013'. The article text states: 'Financial Statement Services, Inc. (FSSI) today announced important updates to letterStreamOne™, its industry-leading tool that enables clients in highly regulated industries to go online and securely create, edit, approve and upload compliance-document templates using Microsoft Word.' A sub-headline reads 'The new release, letterStreamOne™ 2.8, is aimed at helping companies manage compliance documents with greater accuracy and confidence, and at ensuring compatibility between all versions of Microsoft Word® used by FSSI's technically diverse client base.' The main text continues: 'The need to satisfy stricter compliance and reporting mandates has moved more and more clients to implement letterStreamOne™,' says company president Jennifer P.W. Dietz. 'We regularly update it, and all our solutions, to help letterStreamOne™ users keep pace with changing demands, and to prevent technical issues that may arise from within their IT infrastructure,' Dietz adds. A sub-headline reads 'Improved Formatting and Previews'. The main text states: 'This latest version of letterStreamOne™ eliminates the potential for some versions of Microsoft Word® to unpredictably skew bullets and other on-page formatting elements. During production, the newly enhanced solution also assures an identical match between document preview samples and final printed pieces. The letterStreamOne™ core software engine and familiar, user-friendly interface will remain the same.' A sidebar on the left lists 'Request Info Now', 'What's New', and 'Video Tour'. The main text concludes: 'For more information about letterStreamOne™ please call your FSSI Account Representative. Or contact Dan Palmquist at 714-436-3357 to request a no-obligation compliance-document consultation.'



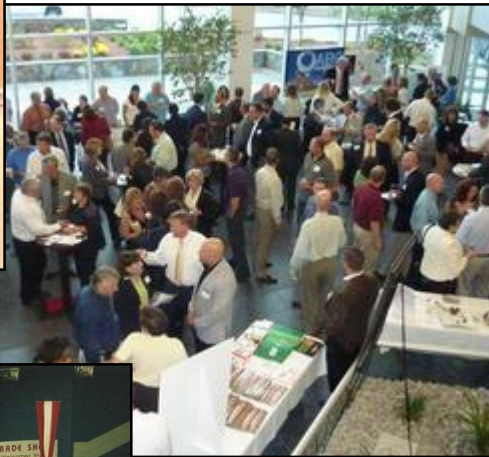
CUSTOMER COMMUNICATIONS WEBINAR

Welcome to the DST Output Presents Webinar Center

[Home](#)[Meetings](#)[Recordings](#)

<u>Title</u>	<u>Date</u>	<u>Duration</u>
<u>Boosting eAdoption with Third-Party Consolidators 7-23-13</u>	Tue, Jul 23, 2013, 12:45pm	77 minutes
<u>Send Your Customer Experiences Soaring...</u>	Wed, Apr 24, 2013, 12:48pm	75 minutes
<u>Advanced Communications Solutions In Insurance 1-9-13</u>	Wed, Jan 9, 2013, 12:50pm	66 minutes
<u>Engagement Enclosed: Unleash the Marketing Potential of Your Customer</u>	Thu, Dec 6, 2012, 11:53am	69 minutes
<u>Postal Forecast: What's ahead with the elections, rate proposals, and</u>	Thu, Oct 25, 2012, 12:45pm	68 minutes
<u>Communicating in a Hyper-Connected World</u>	Thu, Sep 27, 2012, 12:48pm	74 minutes
<u>Breaking through the eAdoption Ceiling</u>	Thu, Jul 12, 2012, 12:45pm	75 minutes
<u>Are You Ready for the New 401(k) Participant Fee Disclosure Rules?</u>	Thu, May 17, 2012, 11:40am	84 minutes
<u>Smartphones Overtake PCs - What is Your Mobile Strategy?</u>	Tue, Apr 24, 2012, 12:36pm	73 minutes
<u>Possibilities with Postal: Recent Changes Create Opportunities</u>	Thu, Jan 26, 2012, 12:44pm	70 minutes
<u>Effective Data Driven Communications</u>	Thu, Dec 1, 2011, 12:38pm	83 minutes
<u>Information Super Session with USPS Representatives</u>	Wed, Oct 12, 2011, 12:31pm	98 minutes

Networking Options



- Chamber of Commerce business event
- Any *Business Journal* event
- A civic organization
- A community charity
- A trade or professional association
- Trade shows specific to targeted segments
- Parent/Teacher Associations at your child's school
- A health club
- ...The list goes on!

SCICOM Event Participation

Upcoming Events / Conferences:



Visit SCICOM in Booth #405

Fall 2013

ANNUAL CONFERENCE

SEPTEMBER 18-20 • CAESARS PALACE, LAS VEGAS



SUNGARD OMNI SUMMIT 2013
SEPTEMBER 22-25



MGMA
ANNUAL CONFERENCE
OCTOBER 6-9 | **13**



Visit SCICOM in Booth #1002

San Diego Convention Center | San Diego, CA | October 6-9, 2013



The Transaction Market: A Segmented Approach to Networking

- **Cross Segment:**
 - Direct Marketing Association
 - Loyalty 360
- **Vertical:**
 - Insurance/Financial Services
 - **American Council of Life Insurers (ACLI)** (<http://www.acli.com>)
 - **American Insurance Association (AIA)** (<http://www.aiadc.org>)
 - **American Insurance Marketing and Sales Society (AIMS)** (www.aimssociety.org)
 - **ACORD** (<http://www.acord.org>)
 - **Insurance Accounting & Systems Association (IASA)** (<http://www.iasa.org>)
 - **LOMA** (<http://www.loma.org>)
 - **American Bankers Association (ABA)** (<http://www.aba.com>)
 - Retail
 - **National Retail Federation (NRF)** (www.nrf.com)
 - **Retail Industry Leaders Association (RILA)** (www.imra.org)

There's Another Kind of Networking...Social!



LinkedIn: Leading the B2B Social Network

The screenshot displays the LinkedIn profile for Merrill Corporation. At the top, there is a search bar with the text "Search for people, jobs, companies, and more..." and a magnifying glass icon. To the right of the search bar are the words "Advanced", a notification bell with "426", and a profile picture icon. The Merrill Corporation logo is on the left, and the company name "Merrill Corporation" is in the center, with "7,007 followers" and a yellow "Follow" button on the right. Below the name are tabs for "Home", "Services", and "Insights". A horizontal menu lists industry categories: "Financial Services", "Healthcare", "Professional Services Firms", "Election Services", "Compliance Services", and "Real Estate". A large banner image shows five diverse business professionals smiling. To the right, the "How You're Connected" section shows four profile pictures with connection levels: "1st", "2nd", "2nd", and "2nd". Below this, it lists "1 first-degree connection", "252 second-degree connections", and "2,661 Employees on LinkedIn", with a "See all" link. The "Careers" section features a profile picture and the text "Interested in Merrill Corporation? 24 jobs posted". The "Recent Updates" section on the left contains a post from Merrill Corporation about hospital readmission rates and a link to an article titled "Industry Experts Explain 3 Methods to Reduce Hospital Readmission (Part 1)".

in Search for people, jobs, companies, and more... Advanced 426

Merrill Corporation 7,007 followers [Follow](#)

[Home](#) [Services](#) [Insights](#)

Financial Services | Healthcare | Professional Services Firms | Election Services | Compliance Services | Real Estate

How You're Connected

1 first-degree connection
252 second-degree connections
2,661 Employees on LinkedIn [See all](#)

Careers

Interested in Merrill Corporation?
24 jobs posted

Recent Updates

Merrill Corporation Fines for high readmission rates have been punishing some of America's hospitals since October first. Many experts in the industry have been working to find solutions to what has become one of the most prevalent issues faced by health facilities today.

[Industry Experts Explain 3 Methods to Reduce Hospital Readmission \(Part 1\)](#)

Merrill Corporation on Facebook

f Merrill Corporation Q 3 3 Home

Financial Services | Healthcare | Professional Services Firms | Election Services | Compliance Services | Real Estate



Merrill Corporation
507 likes · 3 talking about this · 86 were here

Like Message ⌵

Company
The Official Facebook Page for Merrill Corporation.
www.merrillcorp.com



Like **507**



Blogs: Sharing Knowledge

Jon Dietz Blog

Insight and Opinion from FSSI's Founder



[Home](#) [About](#) [FSSI Website](#)

Rising to the Top with Keyword Ownership

YAHOO!

Financial printing services



Search

Web

Images

Video

Local

Shopping

Blogs

More

Anytime

Past day

Past week

Past month

Ads related to **Financial printing services**

[Copy and Print-Staples® | staples.com](#)

www.staples.com

Guaranteed Satisfaction on All Copy Projects. Delivery or Store Pickup

[Photo Enlargements](#)

[Canvas Prints](#)

[Instant Printing Services](#)

[Print Manager Plus | PrintManager.com](#)

www.PrintManager.com

The #1 Print Management Software on the market. Free 30 Day Trial.

[Printing Services | StaplesAdvantage.com](#)

www.StaplesAdvantage.com/MPSVideo

Free Video - Learn How To Save Money On **Printing** In Your Office.

See more ads for: [Financial printing services](#)

[Financial Printing Services near Wentzville MO 63385](#) [change location](#)

 **First Financial...** ★★★★★ (2)

thebetterwaytobank.org - Info



Ads

[UPrinting Custom Printing](#)

www.UPrinting.com

Full **Service Printing** - Free Proof. Low Cost, Custom **Printing**.

[Free Bookkeeping Software](#)

www.nchsoftware.com/accounting

Download free accounting software perfect for small businesses.

[CFP® Professionals](#)

letsmakeaplan.org

Get Investment & **Financial** Advice From A CFP® Professional Today.

[Edward Jones® Advisors](#)


www.EdwardJones.com

Personalized **Financial** Management. We're Nearby With 10,000+ Offices.

What's the Quality of Your Website?

- Don't make visitors play "What's my line?"
 - *What is your Website offering to the visitor?*
- Stay away from bells and whistles
 - *Animations look cool, but they slow things down*
- Pay special attention to navigation and interactivity
- Place valuable information on the site and create a good contact page
- Put "calls to action" on every page
- Keep your site up-to-date
- Use response forms to encourage interaction
- Offer credit card capability

SCICOM: Transforming Client Communications



The image shows a screenshot of the SCICOM Data Services website. The header features the SCICOM logo (a colorful geometric shape) and the text "SCICOM DATA SERVICES". A navigation menu includes links for HOME, INDUSTRIES, SERVICES, CAPABILITIES, ABOUT US, WHY SCICOM, and CONTACT US. A vertical sidebar on the left lists services: STATEMENTS, MARKETING & COMMUNICATIONS, INVOICES, ELECTRONIC SERVICES & EBPP, DOCUMENT CONTROL SYSTEM (DCS), and SECURITY & BUSINESS CONTINUITY. The main content area displays the SCICOM logo and the tagline "Transforming Client Communications." A footer contains four service categories: Retirement Communications, Patient-Friendly Billing, Invoice Printing & EBPP, and Custom Solutions.

SCICOM
DATA SERVICES

HOME INDUSTRIES SERVICES CAPABILITIES ABOUT US WHY SCICOM CONTACT US

STATEMENTS
MARKETING & COMMUNICATIONS
INVOICES
ELECTRONIC SERVICES & EBPP
DOCUMENT CONTROL SYSTEM (DCS)
SECURITY & BUSINESS CONTINUITY
SCICOM
DATA SERVICES

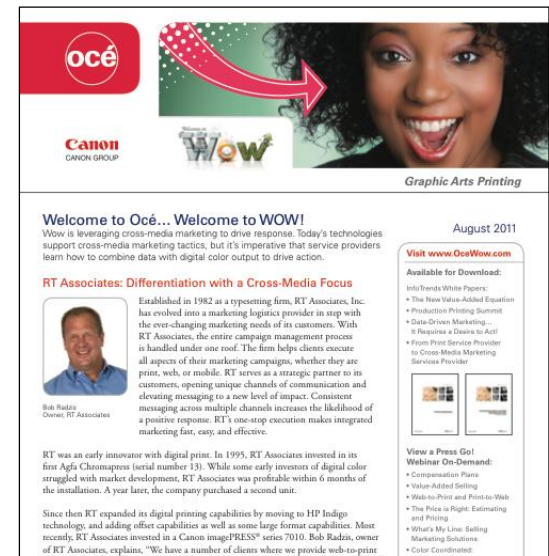
SCICOM
DATA SERVICES

Transforming *Client* Communications.

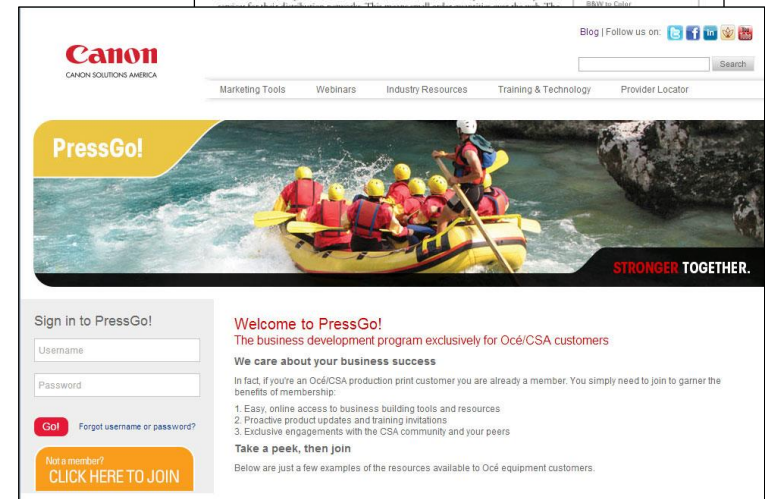
Retirement Communications
Patient-Friendly Billing
Invoice Printing & EBPP
Custom Solutions

Leveraging Canon Solutions America

- Case histories with editorial placement support
- Advertorials
- Public relations opportunities
- Creative marketing concepts
- Tradeshow partnerships
- Education... Not just sales, but marketing effectiveness



The screenshot shows a digital advertisement for Océ's WOW! service. At the top left is the Océ logo, and below it is the Canon logo with 'CANON GROUP' underneath. To the right is a smiling woman's face with a red arrow pointing from the WOW! logo towards her. The text reads: 'Welcome to Océ... Welcome to WOW! WOW is leveraging cross-media marketing to drive response. Today's technologies support cross-media marketing tactics, but it's imperative that service providers learn how to combine data with digital color output to drive action.' Below this is a section titled 'RT Associates: Differentiation with a Cross-Media Focus' featuring a photo of Bob Radzi, Owner of RT Associates. The text describes how RT Associates, established in 1982, has evolved into a marketing logistics provider. It mentions that RT Associates invested in its first Agfa Chromapress (serial number 13) in 1995 and later a Canon imagePRESS series 7010. The article concludes with a quote from Bob Radzi: 'We have a number of clients where we provide web-to-print'.



The screenshot shows the PressGo website interface. At the top is the Canon logo with 'CANON SOLUTIONS AMERICA' below it. To the right are social media icons for Blog, Facebook, Twitter, LinkedIn, and YouTube, along with a search bar. Below the navigation bar are links for 'Marketing Tools', 'Webinars', 'Industry Resources', 'Training & Technology', and 'Provider Locator'. The main banner features a photo of people in a yellow raft on a river, with the text 'PressGo' on the left and 'STRONGER TOGETHER.' on the right. Below the banner is a sign-in section for PressGo with fields for 'Username' and 'Password', a 'Go!' button, and a link for 'Forgot username or password?'. To the right of the sign-in section is a 'Welcome to PressGo!' message, stating it's a business development program for Océ/CSA customers. It lists three benefits: 1. Easy, online access to business building tools and resources; 2. Proactive product updates and training invitations; 3. Exclusive engagements with the CSA community and your peers. At the bottom of this section is a 'Take a peek, then join' button and a note that the listed resources are available to Océ equipment customers.



The Bottom Line

A Focused Approach (1)

- Statements and bills represent the largest portion of print spend
- Blending them with marketing messages makes sense
- The value proposition is consistent across all vertical markets
 - Ability to provide value added information in “must read” documents
 - Overall reduced operational costs through consolidating messaging
- Strategy requires vertical market-oriented networking through associations and events to build awareness

A Focused Approach (2)

- Driving demand means good marketing
 - Defining your targets
 - Positioning your capabilities
 - Promoting your business across multiple channels
 - Public relations
 - Thought leadership
 - Networking
 - Your Website
- Good marketing = Good awareness and consideration in more sales cycles

The Bottom Line



***Printer **or** ROI-Driven Publishing
Business Partner?
What do you want to do to
change perception?***

A Final Thought: Driving Demand Means Educating Prospects

“No matter what your product is, you are ultimately in the education business... Your customers need to be constantly educated about the many advantages of doing business with you, trained to use your products more effectively and taught how to make never ending improvement in their lives.”

*– Robert G. Allen
Co-author of “The One Minute Millionaire”*



What Must You Do Differently for Your Target Markets?

- Changing product and service offerings
- Pricing for value-add
- New distribution channels for better access (e.g., Internet)
- Staffing
- Building visibility through effective promotion

- **Technology will...**
 - Create opportunities to blend marketing and transactional information
 - Open up new channels for cross-media communications
 - Save money for clients (particularly postage)
 - Drive revenue through cross-selling and upselling
 - Encourage new business models
 - Drive profits

Why Canon Solutions America?



A Partner Committed to Your Success (1)

- **Long history of understanding and meeting customer requirements**
- Market-leading, scalable technology
- End-to-end solutions
- Professional services for successful execution



A Partner Committed to Your Success (2)

- Long history of understanding and meeting customer requirements
- **Market-leading, scalable technology**
- End-to-end solutions
- Professional services for successful execution



A Partner Committed to Your Success (3)

- Long history of understanding and meeting customer requirements
- Market-leading, scalable technology
- **End-to-end solutions**
- Professional services for successful execution



A Partner Committed to Your Success (4)

- Long history of understanding and meeting customer requirements
- Market-leading, scalable technology
- End-to-end solutions
- **Professional services for successful execution**





**Canon Solutions America: A Partner Who
Wants to Help You Grow!**

Canon

CANON SOLUTIONS AMERICA

Any Questions?

