



KONICA MINOLTA

Press Release

Helping producing companies to turn digital manufacturing from a vision to reality

Langenhagen, Germany, 24 April 2018

At the Hannover Messe 2018, Konica Minolta is setting a clear focus on supporting producing companies in driving the actual implementation of digital manufacturing on their production lines. Konica Minolta is showcasing its portfolio of solutions developed on the basis of a deep understanding of the needs and operational challenges of these companies on the path to entering Industry 4.0.

For years now, the digital concepts of Industry 4.0 have been very prominent at almost all major industry happenings, in Europe and worldwide. Yet, when it comes to the actual implementation of these technologies, a significant gap exists between the visions these producing companies have and the reality on their shop floor. "As Hannover Messe is the world's largest B2B industrial fair, it is also the ideal venue for us to show our customers what we can do to help them digitalise their production and successfully master the obstacles they may encounter on this path," explains Yuij Ichimura, Senior Executive Officer and President of Industrial Optical System Business Headquarters, Konica Minolta, Inc. For many companies, finding a partner that can help them implement the solutions they need in order to move towards a digital production – and at the same time ensures the security of their data and control over it – is key. Ideally, this partner is also able to provide all of this from one source.

Johannes Bischof, President Konica Minolta Business Solutions Deutschland GmbH and Business Unit Manager Digital Manufacturing, explains that this is particularly true for small and medium-sized enterprises (SMEs). And these businesses need to tackle specific challenges as well: "In most SMEs, all resources are bound to running current processes and production. Frequently, they neither have the personnel resources nor the dedicated in-house experts to plan and implement their transition towards a digitalisation of the manufacturing processes. Additionally, they are looking for viable options to finance the necessary investment. With these needs in mind, we have developed our offer of Smart Start Packages for our customers."

To provide these full package solutions directed particularly at SMEs, Konica Minolta has joined hands with AXOOM. Robert Tordy, CEO of AXOOM Solutions, is excited about the cooperation and the launch of the Smart Start Packages: "The solution packages we have created encompass both hardware and software solutions and enable all small and medium-sized businesses to quickly implement their digitalisation targets. We have set up the Smart Start Packages in a manner that



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allows for easy installation and provides an investment-friendly entry point into Industry 4.0.”

Konica Minolta uses the venue of the 2018 Hannover Messe to present companies with various digital manufacturing technologies – from sensors across IIoT platforms to integrated solutions. With its decade-long experience as a manufacturing company and as a partner of thousands of producing companies in Europe, Konica Minolta has a deep understanding of its customers’ needs and bases the development of its solutions on those insights. With these products and Konica Minolta as a strong partner, producing companies are no longer limited to the development of digital manufacturing concepts, but they can actually gain a competitive edge by starting to digitalise their processes.

About AXOOM

AXOOM GmbH, with its head office in Karlsruhe, has been offering digital solutions for the industry to machine manufacturers and manufacturing companies in all sectors since 2015. The open platform of the same name brings suppliers and users together and makes them partners, adding significant value to the production process. AXOOM networks machines, sensors and software as well as the entire value chain, independent of manufacturers. Thanks to the cloud-based IoT platform, the data becomes transparent and can be used to continuously develop and optimize the industry. With TRUMPF as the parent company and a strong team of around 100 employees, AXOOM successfully combines engineering and IT expertise.

For further information about AXOOM, please visit www.axoom.com

About Konica Minolta Business Solutions Europe

Konica Minolta Business Solutions Europe GmbH, based in Langenhagen, Germany, is a wholly owned subsidiary of Konica Minolta Inc., Tokyo, Japan. Konica Minolta enables its clients to champion the digital era: with its unique imaging expertise and data processing capabilities, Konica Minolta creates relevant solutions for its customers and solves issues faced by society. As a provider of comprehensive IT services, Konica Minolta delivers consultancy and services to optimise business processes with workflow automation and implements solutions in the field of IT infrastructure and IT security as well as cloud environments. According to IDC, Konica Minolta is a “Major Player in Workflow Services Hardcopy in the Western European market” (2016). Being a strong partner for the production and industrial printing market, Konica Minolta offers business consulting, state-of-the-art technology and software and, in 2016, was the production printing market leader for the ninth consecutive year (InfoSource). The hardware portfolio covers light and mid production as well as industrial printing machines. Konica Minolta Marketing Services provides value added services that intelligently link print and digital marketing in an effective and efficient way. In the healthcare sector, Konica Minolta drives digitalisation of clinical workflows and offers a broad range of next-level diagnostic solutions. Through its Business Innovation Centre in London and four R&D laboratories in Europe, Konica Minolta brings innovation forward by collaborating with its customers as well as academic, industrial and entrepreneurial partners. Konica Minolta Business Solutions Europe is represented by subsidiaries and distributors in more than 80 countries in Europe, Central Asia, the Middle East and Africa. With over 9,700 employees (as of March 2017), Konica Minolta Europe earned net sales of over EUR 2.4 billion in financial year 2016/17.



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For more information, please visit <http://newsroom.konicaminolta.eu/> and follow Konica Minolta on Facebook, YouTube and Twitter @KonicaMinoltaEU.

For further information about the company, please visit: www.konicaminolta.eu.

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