



KONICA MINOLTA

FACTS & FIGURES

MANAGED IT SERVICES

TO TACKLE IT COMPLEXITY, COMPANIES ARE LOOKING TO OUTSOURCE THEIR IT



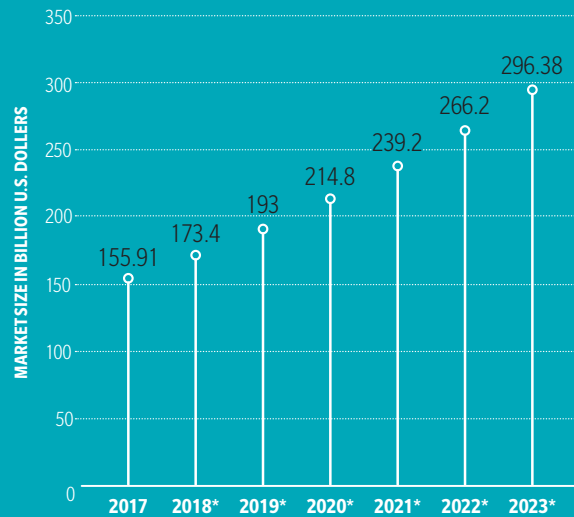
WITH **52%** OF THE COMPANIES CONTINUE TO BE THE LARGEST SOURCE OF FUNDING.



MORE THAN **50%** OF THE COMPANIES FEEL THEY CANNOT KEEP UP WITH THE PACE OF NEW TECHNOLOGY ADOPTION.

MARKET POTENTIAL

Size of managed services market worldwide from 2017 to 2023 (in billion U.S. dollars)



Size of managed services market worldwide from 2017 to 2023 (in billion USD). Statista, 2018. <https://www.statista.com/statistics/590884/worldwide-managed-services-market-size/>

OUTSOURCING IT SUPPORT



NEARLY **40%** OF COMPANIES USE TWO OR THREE MANAGED SECURITY SERVICES PROVIDERS.



54% OF COMPANIES TURN TO EXTERNAL IT SECURITY SERVICES.

Deutsche Unternehmen offen für externe IT-Sicherheitsdienste. Computerwoche, 2018. <https://www.computerwoche.de/a/deutsche-unternehmen-sind-offen-fuer-externe-it-sicherheitsdienste-3545923>

THE CLOUD IS IT'S NEW HOME



48%

OF IT ARE DELIVERED VIA CLOUD.

PwC, CIO and CSO, The Global State of Information Security® Survey, 2017



CLOUD COMPUTING IS EXPECTED TO GROW AT

BETTER THAN **6x** THE RATE OF IT SPENDING THROUGH **2020.**

8 Trends in Cloud Computing for 2018, UnfoldLabs, 2017. <https://medium.com/@UnfoldLabs/8-trends-in-cloud-computing-for-2018-d893be2d8989>

IT DOWNTIME IS A MAJOR COST & DISTURBANCE FACTOR FOR BUSINESSES

AVERAGE ANNUAL DOWNTIME COST



\$1,041 COST PER EMPLOYEE



\$1.8 MILLION COST PER COMPANY



\$8.6 BILLION COST FOR COMPANIES IN USA.

DOWNTIME RISK



62% OF EMPLOYEES OBSERVE BROKEN IT PROCESSES WITHIN THEIR ORGANISATION CAUSING INEFFICIENCIES OR EVEN A HALT IN WORK PROCESSES.



WITH **59%** TECHNOLOGY TROUBLESHOOTING AND WITH **36%** APP TROUBLESHOOTING ARE AMONGST THE COMMON SOURCES FOR PROBLEMS.



83%

OF ENTERPRISE WORKLOADS WILL BE IN THE CLOUD BY 2020.

In-Building Mobile Connectivity Report, Signal Booster, 2018. http://colemanparkes.com/wp-content/uploads/2018/06/In-building-mobile-connectivity_Signal-Boosters.pdf

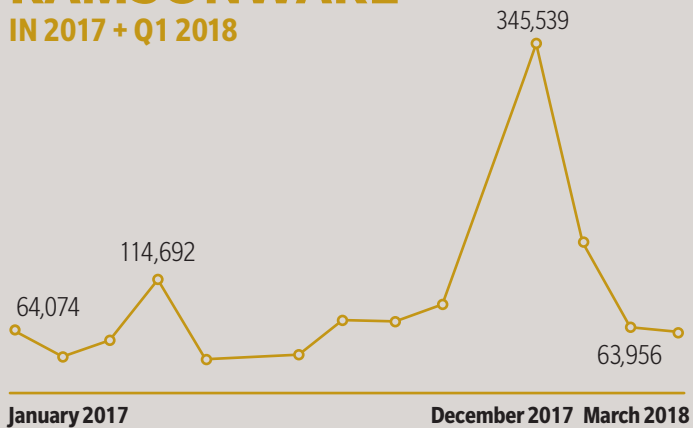
Definitive Guide to America's most broken processes, Nintex, 2018. <https://info.nintex.com/rs/272-JVS-996/images/Nintex%20AMBP%20Ebook%20Final.pdf>

Cloud Vision 2020: The Future of the Cloud, LogicMonitor, 2018. https://www.logicmonitor.com/resource/the-future-of-the-cloud-a-cloud-influencers-survey/?utm_medium=pr&utm_source=business-wire&utm_campaign=cloudsurvey

EVERY BUSINESS CAN FIND ITSELF A HACKER'S CROSS-HAIR: ONLY A COMPREHENSIVE CYBERSECURITY STRATEGY IS AN EFFECTIVE COUNTERMEASURE

DEVELOPMENT OF RAMSONWARE

IN 2017 + Q1 2018



Security Report 2017/2018, AV-Test, 2018, https://www.av-test.org/fileadmin/pdf/security_report/AV-TEST_Security_Report_2017-2018.pdf



THE AVERAGE COSTS
OF A MALWARE ATTACK ON
A COMPANY AMOUNT TO

2.4 MILLION \$

DAMAGES RELATED TO CYBER CRIME
ARE FORECASTED TO RISE TO

**6 BILLION \$
PER YEAR
BY 2021**



Varonis, 2018, <https://blog.varonis.com/cybersecurity-statistics/>

IT SECURITY



ONLY **22%**
OF DECISION MAKERS ARE
CONVINCED THAT THE DATA
IN THEIR ORGANISATION IS
STORED SAFELY.

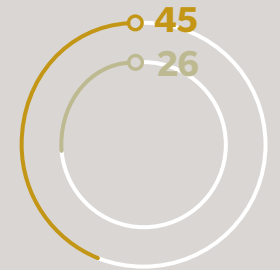


65%
OF THEM EXPECT A MAJOR
SECURITY BREACH WITHIN
THE NEAR FUTURE.

Echte IT-Sicherheit ist vielen Firmen zu teuer, 2017 <https://www.com-magazin.de/praxis/sicherheit/echte-it-sicherheit-vielen-firmen-zu-teuer-1220087.html>

CYBERSECURITY CONCERNS SHOW A SIGNIFICANT RISE

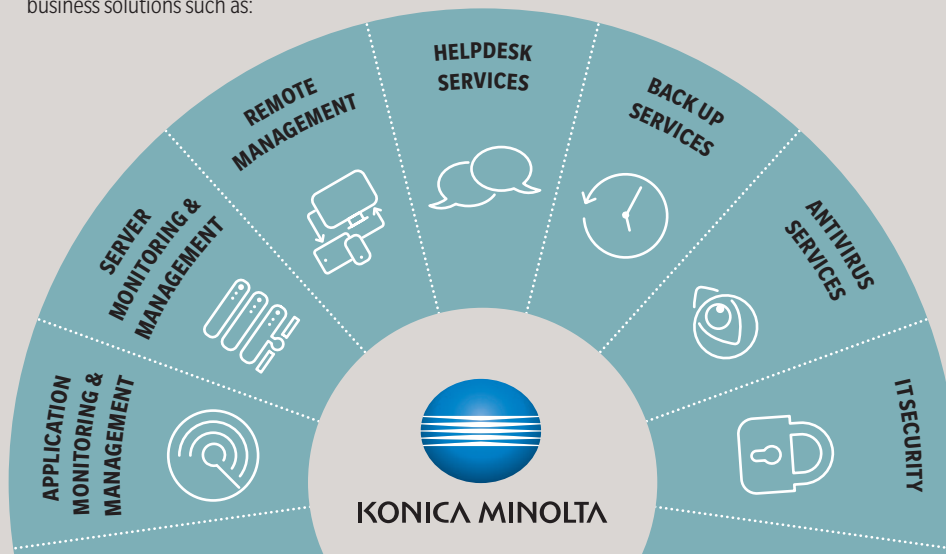
2018 2017



Corporate Learning, Alliance of Financial Times and IE Business School, 2018, <http://go.ftiecla.com/pulse2018>

MANAGED IT SERVICES BY KONICA MINOLTA

Konica Minolta Business Solutions
optimises your business with
business solutions such as:



IDC MARKETSCAPE NAMED
KONICA MINOLTA A MAJOR
PLAYER IN WORKFLOW SERVICES
HARDCOPY IN THE WESTERN
EUROPEAN MARKET.

IDC MarketScape named Konica Minolta a Major Player in
Workflow Services Hardcopy in the Western European market

Our maxim is to be the most attractive
business partner on the market for
electrical, energy and technology solutions.
Through our long-lasting relationship with
Konica Minolta we know that they are the
right vendor for our IT needs so that we can
focus on our customers. We can be sure
that for projects like infrastructure and IT
support we don't have to worry as Konica
Minolta knows our business and delivers
exactly what we need.

**Olle Westerling,
CFO, Elajo Invest AB, Sweden**

<https://www.konicaminolta.eu/eu-en/success-stories/elajo>



15,700

**CUSTOMERS IN EUROPE TRUST IN
KONICA MINOLTA'S MANAGED IT SERVICES**

