



FROM THE SOURCE

Network Solutions Group | Success Stories

Target: Financial Firm

Sales Objective:

A Financial institution needed to upgrade the network architecture and document imaging devices for its headquarters office. This opportunity included the replacement of 25 existing MFP units in favor of 10 – or more than half the number of units currently being used and maintained – for a more streamlined and efficient imaging and document management solution.

The Competition:

Incumbant: Ricoh and various other MFP brands

Customer Requirements:

The customer was replacing 25 MFP units, and scaling back to ten TASKalfa 520i/420i devices. The customer also needed to upgrade their existing technology, and ensure that the IT infrastructure was configured to work openly, across platforms and operating systems. Proprietary IT architecture and systems are especially common in the financial sector, as institutions once implemented a 'home grown' approach to their technology needs. With the proliferation of web-based technologies, the customer realized that an open architecture would be ideally suited for future expansions to the IT operations, competitive edge and overall growth of the company.

The Proposal:

The Bank's existing MFPs were integrated with the company's Fax Server system, so replacement devices would need to seamlessly integrate without any compromise to the quality or functionality of the current configuration. The Dealer strategically offered the HyPAS-enabled TASKalfa devices to run a DMS Link application – in order to connect with the Bank's Fax Server system. DMS Link was configured to build the "custom" XML file and deliver it to the Fax Server with the image of the fax itself.

DMS Link is a "middleware" application that allows dealers to establish an embedded interface between HyPAS-enabled MFPs and a customer's existing document management system. As configured, the proposal would make it possible for the Bank to access documents via a URL, which was an especially appealing proposition for a financial institution that relied heavily on Excel spreadsheets as well as the frequent need to compare data contained in separate Excel files.

The Result:

With Kyocera's HyPAS technology, this customer has an "open-architecture" capability to adapt to current and future business demands, anchored by the industry's best multifunctional devices that deliver the added benefit of low total cost of ownership and superior imaging quality.

Quick Facts

Vertical: Banking and Finance

Environment: Windows Environment

Devices placed: TASKalfa 520i; TASKalfa 420i

HyPAS applications/solutions installed: DMS Link

Regulatory requirements/restrictions:

Regulatory requirements/restrictions: Financial reporting regulations/compliance needs

Functionality requirements: Open operating environment