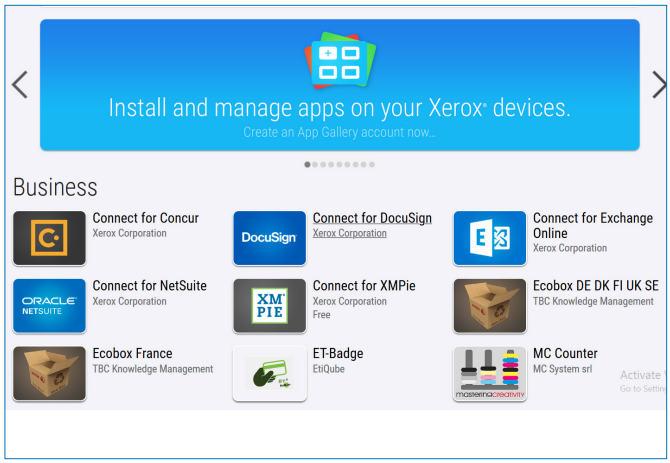
BLI 2021 Document Imaging Software Line of the Year

xerox™



Xerox ConnectKey App Gallery portal

2021 BLI BUYERS LAB LINE OF THE YEAR

Xerox Corporation has claimed the prestigious Buyers Lab (BLI) 2021 Document Imaging Software Line of the Year award from Keypoint Intelligence thanks to its...

- Strong (and growing) catalog of MFP-resident apps that enhance Xerox ConnectKey MFP functionality
- Comprehensive portfolio of document imaging applications available through the Xerox direct and independent partner sales channels
- Excellent scores in the key areas of Output Management, Fleet Management, and Capture & Workflow
- Solutions that help support the hybrid office/ home workplace paradigm

Document imaging vendors have been transitioning their strategies to "lead with solutions" rather than relying on traditional hardware sales to engage customers and solve customer pain points. Indeed, software solutions aimed at streamlining document-centric processes and improving access to information are every bit as critical as the MFP hardware they are paired with, since it is the software that will have the larger impact on productivity and the most noticeable ROI. To determine which document imaging OEM is best equipped to help organizations get the most from their document imaging investments, the analysts at Keypoint Intelligence conduct an annual study that examines the software portfolios of each leading vendor. After careful evaluation, Keypoint Intelligence has named Xerox Corporation as the recipient of the BLI 2021 Document Imaging Software Line of the Year Award.

In the study, Keypoint Intelligence's experienced analysts consider the imaging software each leading OEM officially sells and supports via its direct and independent sales channels. The vendor's own products and those from partner ISVs are taken into account, and the portfolio is judged on both the breadth and depth of the offerings. For the breadth aspect, analysts consider how complete each vendor's line is across the categories of software Keypoint Intelligence covers in bliQ Solutions Center: MFP Apps & Connectors, Capture & Workflow, Document Management/ECM,

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Exceptional Portfolio

Here are some of the solutions that helped Xerox earn the BLI 2021 Document Imaging Software Line of the Year award.

Xerox ConnectKey App Catalog

Helping to propel Xerox to the front in this study is the wide variety of MFP apps and connectors that have been created both by the company and its partner developers. Some of the new highlights include…

Xerox Note Convertor: Converts handwritten notes into digital MS Word or text files and sent via email, where they can be edited and shared with others.

Xerox ID Checker: Instantly verifies critical documents such as a driver's license, passports, and country IDs for fraud

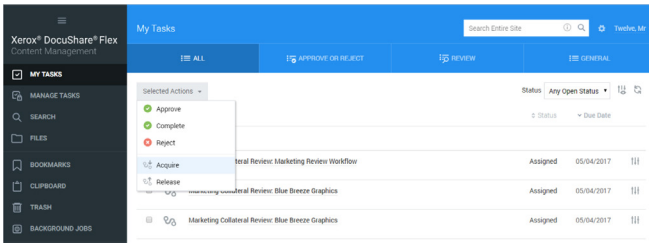
Xerox Connect for SignNow: Integrates with SignNow eSignature workflows, allowing for users to sign documents on the user interface instead of printing out and wet signing

Xerox Connect for XMPie: Gives instant access to over 50 professionally created templates like greeting cards and calendars, then allows for personalized information to be added on the fly by the user

Xerox Connect for RMail: Secure scan-to-email solution that complies with HIPAA and GDPR security requirements

Xerox Workplace Cloud

The Xerox Workplace Cloud solution provides comprehensive authentication, accounting, and authorization features for complete cloud-based print management. But what sets it apart from most offerings is the Home Print Tracker utility,which brings print management to home-based employees by monitoring printer usage, no matter the brand of printer. This gives full visibility to the company as to the true amount off printing being done, and it enables employees to be reimbursed for prints created at home on their personal devices.



Xerox DocuShare Flex

Xerox DocuShare Family

DocuShare is the company's flagship content management and collaboration platform for managing information and automating the business processes that surround it. The cloud version, DocuShare Flex, allows businesses to manage documents in the cloud and automate key business processes. During testing, Keypoint Intelligence analysts found that DocuShare Flex is superior to some other leading solutions for working with unstructured documents such as contracts and text-heavy office documents, and where team collaboration is a key requirement. Moreover, as a cloud platform, DocuShare Flex requires no up-front investment in servers or other IT resources while also delivering fast setup and quick ROI.

Xerox Team Availability App

The Xerox Team Availability App simplifies and automates the attendance process for the new hybrid workplace. Using the solution's web portal or mobile app, employees report if they are feeling healthy, where they plan to work that day (or week), and if they are available to come into the workplace if necessary. Their responses feed into an easy-to-understand dashboard that maps the location and availability in real time, so team leaders and facility managers have the most up-to-date data to inform decisions in a fluid work environment.

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Fleet Management & MPS Tools, Ouptut Management, and others such as security, OCR, fax servers, and vertical-market solutions. Another consideration is the variety of offerings in each of those categories to suit the needs of different size organizations, from small businesses to global enterprises. Judgment on the quality of the solutions is based on Keypoint Intelligence's hands-on evaluations, which look at ease of use, feature set, value, and other attributes.

The analysis showed that Xerox has the strongest lineup overall in three of the six categories studied: MFP Apps & Connectors, Capture & Workflow, and Fleet Management & MPS Tools. In MFP Apps & Connectors, Xerox boasts an unrivaled catalog of approximately 125 apps to extend the functionality of Xerox ConnectKey VersaLink and AltaLink MFPs, plus many more private apps that have been built by Xerox partners for their customers that are not reflected in that tally. In Capture & Workflow, the Xerox Workflow Automation Solution family stood out, with more than 40 specialized applications for needs ranging from Recruiting and HR Onboarding to Loan Application Processing to Student Billing and Advising. The company's strong MPS program is underpinned by a range of solutions and services (under the company's Intelligent Workplace Services umbrella) to help partners with managed print and managed document services engagements. And the company's growing focus on verticals continues, with solutions for the education, legal, healthcare, and retail markets.

"Xerox has long defined the modern workplace.

Our technology empowers companies and their teams to work seamlessly whether it be in an office, remote, or on-the-go. For example, DocuShare provides a secure, collaborative environment for distributed workforces, while our workplace assistant converts handwritten notes to editable documents or paper to audio files," said Joanne Collins Smee, Executive Vice President and Chief Commercial, SMB and Channels Officer at Xerox. "We're helping healthcare, government, financial, and retail organizations advance their digital transformation goals by digitizing and automating key processes so people can focus on high-value tasks."

Joanne Collins Smee

Chief Commercial, SMB and Channels Officer

Xerox Corp.

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About Keypoint Intelligence - Buyers Lab

For almost 60 years, clients in the digital imaging industry have relied on Keypoint Intelligence for independent hands-on testing, lab data, and extensive market research to drive their product and sales success. Keypoint Intelligence has been recognized as the industry's most trusted resource for unbiased information, analysis, and awards due to decades of analyst experience. Customers have harnessed this mission-critical knowledge for strategic decision-making, daily sales enablement, and operational excellence—improving business goals and increasing bottom lines. With a central focus on clients, Keypoint Intelligence continues to evolve as the industry changes by expanding offerings and updating methods, while intimately understanding and serving manufacturers', channels', and their customers' transformation in the digital printing and imaging sector.

About Buyers Lab Line of the Year Awards

Line of the Year Awards salute the companies that both provide a broad range of hardware or software and whose products consistently performed above average throughout testing. Much consideration is also made by Keypoint Intelligence analysts and technicians in areas such as ease of use, features, and value, across an entire portfolio for that product area, with the end result being the most prestigious Keypoint Intelligence Awards offered.

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