

Lexmark International, Inc.

BLI PaceSetter 2020–2021 in Manufacturing



Lexmark™



Lexmark International, Inc., has claimed a prestigious BLI PaceSetter award 2020–2021 in Manufacturing from the analysts at Keypoint Intelligence - Buyers Lab (BLI) thanks to its...

- Rugged-built and durability-tested printing devices designed to withstand the rigors of a factory floor
- Flexible media handling and specialized capabilities on some models to handle the creation of GHS haz-mat labels and RFID tags
- Experienced professional services and MPS engagement capabilities that have served tens of thousands of manufacturing sites
- Sustainability initiatives that help manufacturers offset their carbon impact

It is no secret that the manufacturing sector is vital to a strong economy, providing a catalyst for research and development, innovation, and a well-paid workforce. Enabling manufacturers (and their various divisions) to operate productively is a key ingredient in ensuring their success, through technology and processes that save time while maximizing product quality and information security. To determine which OEMs lead the market, Keypoint Intelligence conducted an in-depth evaluation of the manufacturing-related offerings of document imaging OEMs. The granular study drilled into over 60 points of differentiation spread across key categories: MFP Hardware, Other Hardware, Service & Support, Professional Services, Security, and Market Leadership. Based on these findings, the analysts at Buyers Lab have recognized Lexmark International, Inc., with a BLI PaceSetter award 2020–2021 in Manufacturing.

In this study, Lexmark earned top marks in the MFP hardware category thanks to its rugged designs built to withstand the rigors of factory life. Key features include metal frames that are up to 30 times stiffer than plastic skeletons, on-board environmental sensing to automatically adjust settings based on temperature and humidity variations, and doors and trays that have been tested to bounce back from boot kicks and other perils.

“As a global manufacturer itself, Lexmark understands the challenges facing such environments,” noted Jamie Bsales, Director of Smart Workplace & Security Analysis at Keypoint Intelligence. “So, in addition to their durability features, Lexmark’s printers and MFPs feature sensors and diagnostics

to help avoid downtime along with long-life components and easy serviceability to improve uptime in mission-critical placements.”

Lexmark also earned points for its devices’ unmatched capabilities designed expressly for manufacturers. These include the ability to handle specialty media (cardstock, polyester, vinyl, labels, and integrated forms), print GHS (Globally Harmonized System) labels for flagging chemical shipments, and (on select Lexmark devices) create RFID tags on demand so boxes can be tracked more easily. On the software front, the company’s Supply Chain Document Optimization offering is a comprehensive suite of solutions that automates and streamlines the manual and paper-based processes in supply-chain environments, while its Digital Bill of Lading solution streamlines the creation of those essential documents.

About Keypoint Intelligence - Buyers Lab

Keypoint Intelligence is a one-stop shop for the digital imaging industry. With our unparalleled tools and unmatched depth of knowledge, we cut through the noise of data to offer clients the unbiased insights and responsive tools they need in those mission-critical moments that define their products and empower their sales.

For over 50 years, Buyers Lab has been the global document imaging industry’s resource for unbiased and reliable information, test data, and competitive selling tools. What started out as a consumer-based publication about office equipment has become an all-encompassing industry resource. In a landscape that’s ever evolving, we change with it.

About Buyers Lab PaceSetter Awards

Based on exhaustive questionnaires, in-depth interviews, and a proprietary rating scale, Buyers Lab PaceSetter awards recognize document imaging OEMs that have shown market leadership in a variety of categories, including with technologies, services, and key vertical markets.

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