

Lexmark International, Inc.

BLI PaceSetter 2018–2019 for Manufacturing



LexmarkTM



Lexmark International, Inc., has been honored with a prestigious BLI PaceSetter award for the Manufacturing industry from the analysts at Keypoint Intelligence thanks to its...

- Especially rugged hardware designs that can withstand the rigors of the manufacturing environment
- Specialized Supply Chain Document Optimization solutions for manufacturing that can streamline processes, consolidate devices, raise productivity, and lower costs
- Deep industry experience and expertise that results in tangible customer benefits, such as aiding with compliance initiatives and the Training and Certification Solution to streamline safety training
- Unique GHS label and RFID tag printing abilities supported on select laser devices

According to Keypoint Intelligence research, the manufacturing industry generates about 72 billion pages annually, making it one of the top industries for print volume. In addition, work processes in the sector need to flow seamlessly among factory floors, warehouses, receiving/shipping departments, and back and front offices—making workflows and systems diverse, intricate, and interrelated. Keypoint Intelligence invited all leading document imaging OEMs to complete an exhaustive questionnaire detailing retail-relevant offering in key areas including the vendors' hardware portfolios, software portfolios, service and support offerings, professional services capabilities, security offerings in the space, and demonstrated market leadership. Based on these findings, the analysts at Keypoint Intelligence have recognized Lexmark International, Inc., with a BLI PaceSetter award for Manufacturing.

The manufacturing environment requires a different level of ruggedness than most other industries due to the level of dust, dirt, temperature variation, and possibility for rough handling. Lexmark has engineered devices to withstand such perils, with features such as steel frames that are 30 times stiffer than some competing designs, reinforced covers to withstand a kick from a steel-toed boot, and slam-proof paper trays. And to ensure the devices can handle all tasks required in the manufacturing environment, Lexmark models can handle specialty media (including cardstock, polyester, vinyl, labels, and integrated forms) and create GHS (Globally Harmonized System) labels for flagging chemical shipments. Select Lexmark devices can even print RFID tags on demand so boxes can be tracked more easily. Solutions augment these hardware capabilities. For example, Lexmark's Digital Bill of Lading

solutions streamline the creation of those essential documents, while the Supply Chain Document Optimization suite automates paper and manual processes for manufacturing environments.

“Lexmark knows how crucial it is for manufacturing operations to have real-time visibility into processes and productivity,” said Jamie Bsales, Director of Solutions Analysis for Keypoint Intelligence. “Bottlenecks will slow the entire pace of business, so eliminating manual processes, increasing interoperability, and providing consistency is just invaluable. But Lexmark also understands that print processes are only a fraction of the manufacturing environment, so the proactive services and support Lexmark offers is so important to keep processes moving and resources available for other areas.”

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 those document imaging OEMs that have shown market leadership in a variety of categories, including Document Imaging Security, MFP Platforms & App Ecosystems, Mobile Print, and key vertical markets.

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