

## DEVELOP, a Konica Minolta brand

BLI 2021 A3 Line of the Year

# DEVELOP



DEVELOP, a Konica Minolta brand, has claimed the coveted BLI 2021 A3 Line of the Year Award from Keypoint Intelligence thanks to its...

- Exceptional reliability, with just six misfeeds experienced over nearly 1.5 million impressions
- Very good to excellent ease of use from both a walk-up and a workstation perspective throughout line, so users can consistently and fully optimize their DEVELOP experience
- Extensive array of software solutions as well as apps and onboard tools that significantly enhance personalization, productivity, and workflows

DEVELOP, a Konica Minolta brand, is once again the titleholder of the BLI A3 Line of the Year Award. This marks the first time the company has received the accolade since 2014. At that time, the company had won the prestigious award for an unprecedented four straight years.

“DEVELOP has skillfully crafted an A3 portfolio that is extremely reliable and easy to use, from top to bottom,” said George Mikolay Keypoint Intelligence’s Associate Director of A3 Hardware/Production. “Moreover, DEVELOP has done a masterful job of incorporating the software solutions, along with the apps and onboard tools, that are necessary in this day and age to bring a level of personalization to their line for every user, wherever they are. The outstanding reliability, as well as the consistency in both performance and usability throughout the line, ensures users can seamlessly jump from one speed band to the next based on workload and availability, with little if any drop-off in efficiency and effectiveness.”

Keypoint Intelligence congratulates DEVELOP on earning the BLI 2021 A3 Line of the Year Award!

## Remarkable Reliability

A machine that can consistently deliver with minimal to no downtime isn't a luxury—it's a necessity, for every business. "We ran nearly 1.5 million impressions on DEVELOP's A3 MFPs and experienced just six misfeeds," said Mikolay. "That's an incredible rate of just one misfeed for every 246,666 impressions run. And most maintenance procedures are so simple, from loading paper to replacing toner and drums to clearing misfeeds, which in and of itself is a very rare occurrence. This maximum uptime is complemented by a higher than average maximum paper capacity compared to the competitors for 10 of the 12 tested devices, which means little time needs to be spent reloading paper during longer runs. Add it all up, and you have an A3 line that operates reliably and effectively, with minimal if any downtime, on a day-in and day-out basis."

## Superior Usability, Solutions and Apps and Onboard Tools to Boot

Users have come to expect intuitive operation, with minimal touches for optimum efficiency. Users have also come to expect the ability to customize the control panel and tailor workflows based on how they like to work, whether it's at the control panel using native MFP operations, at the workstation, or with integrated solutions, apps, and onboard tools to simply and streamline workflows. DEVELOP delivers on all these fronts—and in spades. In fact, the company was the recipient of the BLI PaceSetter 2020-2021 in Ease of Use: Enterprise Devices in August 2020.

"DEVELOP's latest technology advances the future usability demands in the enterprise space," said Mikolay. "The engines feature a large, fully tiltable control panel with slide-and-swipe capability, making the user experience intuitive, easy, and efficient. Print functions continue to be elite, as an entire tab can be customized to meet users' needs. Presets, and detailed comments indicating the functions of each preset, can be added and saved from every tab. The strong ease of use of these devices further extends to the IT team in an enterprise. The web user interface also offers a breadth of functionality and is easy to use, allowing IT administrators to manage a device quickly and effectively."

In today's digital age, quality hardware requires the accompaniment of strong software, apps, and onboard tools to truly raise productivity to higher levels within each workgroup. Users want quick and streamlined access to the features and functions they use most often, wherever they are. To this end, DEVELOP's MarketPlace allows for high-usage apps such as Scan to Gmail, Sharepoint, or OneDrive to be easily downloaded at the control panel. In addition, the Personalize Follow-You Persona allows users to personalize their MFP panel with the apps, tools, and tiles they use most often and then access them from any MFP, anywhere. Productivity and convenience get an additional boost thanks to flexible mobile support including standard NFC, and support for the Remote Panel app, which allows users to operate the control panel from their mobile device.

## Top-Flight Performance From Top to Bottom

All 12 DEVELOP A3 MFPs tested in 2020 were Highly Recommended/Highly Reliable, with 10 earning BLI Winter 2021 Pick Awards in their respective segments.

### Pick Winners

- DEVELOP ineo+ 250i
- DEVELOP ineo+ 300i
- DEVELOP ineo+ 450i
- DEVELOP ineo+ 550i
- DEVELOP ineo+ 650i
- DEVELOP ineo 300i
- DEVELOP ineo 360i
- DEVELOP ineo 450i
- DEVELOP ineo 550i
- DEVELOP ineo 750i



DEVELOP ineo+ 250i

### Highly Recommended/Highly Reliable

- DEVELOP ineo+ 360i
- DEVELOP ineo+ 750i



DEVELOP ineo+ 360i



DEVELOP ineo 750i

## About Keypoint Intelligence

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For 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 to improve business goals and increase 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 BLI Line of the Year Awards

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Line of the Year Awards salute the companies that 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 Buyers Lab Awards offered.

### **KEYPOINT INTELLIGENCE** - North America • Europe • Asia

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Randy Dazo  
Chief Strategy & Product Officer

Deanna Flanick  
Chief Revenue Officer

Matt Farmer  
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#### **Subject Matter Experts**

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Software/Scanners

George Mikolay  
Associate Director,  
A3 Hardware/Production

Kaitlin Shaw  
Associate Director,  
A4 Hardware