Transforming Business with Our Workplace Assistants Built on Xerox® ConnectKey® Technology
Agenda

- **The Workplace Challenge**
- Xerox® ConnectKey® Ecosystem
- Introducing VersaLink® Devices
- Introducing AltaLink® Devices
- Business Process Solutions
- Summary
- Detailed Product Information
The workplace is a mess…
causes businesses unnecessary delays, additional costs and security concerns.

Scattered Information  Disjointed Processes

Isolated Peripherals  Unstructured Support

36% of staff time is spent dealing with admin tasks*

So what makes the workplace a mess?

Numerous ‘untamed’ processes…

...creating inefficiencies due to information silos and disjointed processes.
How do businesses overcome the problem today?

• Human nature is to make it work! We put up with it and push through the pain.

• Hours Searching

• Manual Connections

• Use Your Own Device

• Leave for Others
An Example of an ‘Untamed’ Workplace process: Invoices

More often than not…

• Paper based
• Multiple steps, multiple people
• Includes heavy manual intervention
To understand process inefficiencies, we need to understand how they can be improved.

Who remembers transferring money?

You had to go to the bank to do it—taking several hours.
To understand process inefficiencies, **we need to understand how they can be improved.**

**How was it improved?**

Online banking from home—**taking only minutes.**
To understand process inefficiencies, we need to understand how they can be improved.

How is it now?

- Instant and anywhere with a mobile app.
To understand process inefficiencies, we need to understand how they can be improved.

How is it now?

This has led to the mobile device becoming your…

Personal Assistant
Keeping you always connected to systems most needed.
Welcome to your new… **Workplace Assistant.**

Xerox® MFPs, powered by ConnectKey® Technology, will do for the workplace what smartphones have done for our personal lives.

**Personal Assistant**
Keeping you always connected to the systems most needed.

**Workplace Assistant**
Directly connecting to those systems you most need.
Processes That I Deal With Daily

Standard Tools To Help Me With My Processes

Today, the MFP is just a peripheral.
Today, the MFP is just a peripheral.
Moving the Workplace Assistant into the Heart of Business Operations
Business Results…
‘Tamed’ Workplace Processes

Transforming Business
• Increased efficiencies
• Cost reduction
• Profit acceleration
• Office automation
• Happier employees
How do we enable this transformation?
Through a combination of smart hardware, solutions and partnerships.

**Comprehensive Portfolio of Workplace Assistants**
- Right-fit Hardware Offering
  - Freedom of choice versus ‘shoehorn’ to fit.

**Xerox Extensible Interface Platform®**
- Consistent Software Architecture
  - Open platform, enabling development by all.

**Expanding Solutions Continuum**
- Breadth of Possibilities
  - Creating a platform for “turnkey” or customized solutions.
Agenda

• The Workplace Challenge

• **Xerox® ConnectKey® Ecosystem**
  - Introducing Xerox® VersaLink® Devices
  - Introducing Xerox® AltaLink® Devices

• Business Process Solutions

• Summary

• Detailed Product Information
Xerox® ConnectKey® Technology Enables Workplace Transformation

From a “brick and mortar”, IT-managed office to a multi-standard, cloud and mobile, multidimensional workplace.

**Before 2013**
Xerox® MFP for the Office

**2013–15**
ConnectKey early days

**2016**
“i Series” milestone

**2017 and Beyond**
Workplace Assistant

Network Connected Print-Centric Device

“Ecosystem for Simplicity”

“Appification”, Mobile Interaction and Customization Services

Best-of-Breed User Experience
Smart Workplace Technology for all businesses

From Office Multifunction Printer (MFP) to…Workplace Assistant.
Xerox® ConnectKey® Technology

“Another milestone in our quest to build the most productive workplace.”

Ideal for distributed environments, i.e., a small number of users per device

Ideal for centralized use, i.e., a larger number of users per machine

Intuitive User Experience
Gateway to New Possibilities
Mobile and Cloud Ready
Enables Next Gen Services
Benchmark Security

Xerox® VersaLink® Family

Xerox® AltaLink® Family
Five Xerox® ConnectKey® Technology Attributes

- Intuitive User Experience
- Mobile and Cloud Ready
- Benchmark Security
- Enables Next Generation of Services
- Gateway to New Possibilities
Intuitive User Experience

A re-engineered user interface that delivers a true “mobile device” experience

• Large capacitive touch screens enable gestures—tap, swipe and scroll—just as you would expect from your smart device

• Completely customizable user interface for maximizing workplace productivity

Task-focused apps simplify getting work done in fewer steps.

Large capacitive touchscreen “mobile” experience with support for gestural input (tap, swipe, pinch)
Mobile and Cloud Ready
Basic mobility to Enterprise Solutions

Cloud
• User-installable Cloud Connectors
• Additional Apps available from the Xerox App Gallery

Mobility
Beyond simple mobile printing…to mobility.
Benchmark Security
A Comprehensive Approach To Printer Security
The way we work today opens up vulnerabilities

As we become more connected
- Wireless capabilities
- Mobile connectivity
- Cloud-based software

The risk increases
- More ways to access devices, networks, and data
- Increased threat of attacks
The Threat

Entry points are numerous
Threats arise from all aspects of your IT infrastructure and those that interact with it, both internally and externally.

62% of IT security professionals are not confident they can protect print data.*

*Ponemon Institute
Enforced and Evolving Data Protection Requirements

Legislation for the greater good of keeping data safe.

- GDPR (EU/global impact)
- New Certification Standards
- Stringent Compliance Levels
Benchmark Security and Total Peace of Mind

Our holistic approach to security provides comprehensive features to keep printers and data safe.

**Intrusion Prevention**
Safeguard access and data transmission to the device.

**Device Detection**
Alert against harmful changes to system firmware, and auto-detection to ensure only authorized printers are installed.

**Document and Data Protection**
Lockdown security from unauthorized disclosure of information; secure data on the device.

**External Partnerships**
Highest security standards with McAfee and Cisco integration while supporting industry compliance and certifications.
Device access is secure. All activity is monitored.

User Authentication
• Only authorized staff have access

Audit Trail
• Every action by every user is logged

Xerox® Print Management and Mobility Suite
• Secure, industry-leading mobility support
Be alerted if harmful changes are detected

Firmware Verification
• Alerts you if harmful changes have been detected

McAfee Whitelisting*
• Constantly monitors and prevents any malicious malware from running

Cisco Identity Services Engine
• Auto-detects Xerox devices on the network for security policy implementation and compliance

*Xerox AltaLink, WorkCentre iSeries and E7836/E7856
80,000 companies use McAfee ePolicy Orchestrator (ePO) for centralized security management solution.
McAfee and Xerox
Securing All Endpoints

The **ONLY** printer manufacturer with McAfee Embedded Control built in*

- McAfee ‘whitelisting’ technology for **Intrusion** prevention and **Malware** protection

The **ONLY** printer manufacturer that provides McAfee ePolicy Orchestrator integration

- Free ePO extension available from Xerox.com
- Centrally monitor and enforce security policy compliance by working within the ePO framework

*Xerox® AltaLink® MFPs, Xerox® WorkCentre® i-Series MFPs and Xerox® WorkCentre® EC7836/EC7856.
Cisco® Identity Services Engine (ISE)

Centrally manage and deploy printer security policies.

Cisco Identity Services Engine Console

Our partnership with Cisco provides greater Xerox® Printer detection capabilities.

- Gain control over security and simplify fleet implementation through auto classification of printers
- Comply with security policies by centrally identifying, monitoring, and managing devices
Firmware and BIOS Protection

Xerox® products are designed to protect against malicious attempts to change or modify the system, including firmware and the BIOS

- Our firmware is encrypted and digitally signed
- System is designed to prevent code that can infect the BIOS
  - USB port can only see print ready files
  - Firmware upgrade performed through upgrade utility and must have encryption and digital signature by Xerox
- Xerox® AltaLink® devices provide an additional layer of security through McAfee whitelisting
Safeguard data on the device and beyond.

- Hard disk encryption (AES 256-bit, FIPS) and image overwrite
- Digitally signed, Encrypted, Password-Protected File Formats
- Print Stream Encryption
- Domain filtering

Encrypting Data To, From and stored On the Device
External Partnerships

Security by the best in the business. Working together with partners makes Xerox security outstanding.

**McAfee** – Real time protection against malware from the leader in enterprise security.

**Cisco** – Unprecedented visibility of all Xerox devices on the network.

Industry certifications that demonstrate the highest standards of security compliance.

“We believe that no one person, product, or organization can provide total security.”

– McAfee at 2017 MPOWER Cybersecurity Summit
New Common Criteria Certification

Xerox is the first vendor to achieve US-based NIAP Full System certification against the new profile.

Hard Copy Device Protection Profile v1.0 (HCD-PP v1.0)

The following Xerox® AltaLink® devices have achieved Common Criteria Certification under the latest rigorous testing standards:

- Xerox® AltaLink® B8000 Series Multifunction Printer
- Xerox® AltaLink® C8000 Series Multifunction Printer

Click here to view a list of all our Common Criteria certified products.
Common Criteria Certification Continues

The following Xerox® VersaLink® devices have also achieved Common Criteria Certification:

- Xerox® VersaLink® B405 Multifunction Printer
- Xerox® VersaLink® C405 Color Multifunction Printer
- Xerox® VersaLink® B7000 Series Multifunction Printer

Click here to view a list of all our Common Criteria certified products.
Recognised as Industry Leaders in Security

Xerox Strengths
Xerox’s layered approach to print and document security provides customers with a strong set of baseline functionality while offering a migration path for additional protection of devices and content through an advanced set of solutions and services. Xerox’s ConnectKey-enabled devices are among the best in class for addressing endpoint security risks and providing protection from internal and external cyber threats.

IDC 2017 MarketScape Worldwide Security Solutions & Services Hardcopy Vendor Assessment

Source: IDC, 2017
Enables Next Generation Services
Harness the power of Xerox® ConnectKey® Technology and Xerox® Managed Print Services innovation and growth.

Easy
Easier to implement and manage

Scalable
Serve more customers

Cloud-Ready
Accelerating digital transformation

Design for MPS
Next Generation MPS for innovation and growth

Xerox® ConnectKey® Technology is designed to enable the highest level of services delivery.

Easier to implement, manage and more secure.
• Device cloning for faster fleet deployment
• Remote configuration
• Usage, billing, status, meter reads
• Secure card authentication
• Whitelisting, risk mitigation and automatic remediation
• Sustainability tools

Serve more customers.
• Advanced solutions for all markets
• Print governance and workflow consistency across distributed workforce
• Ensure an optimized infrastructure with the right technology and the right applications with the right service

Accelerating digital transformation.
• Simple workflows are accessible and easy to use with ConnectKey Technology
• Helps MPS integrate workflows into existing processes
• Enables MPS to help clients with paper to digital transition
Gateway to New Possibilities
with Xerox® ConnectKey® Technology
What are the possibilities?

Improve everyday work processes that cause businesses to slow down and operate inefficiently.

Business leaders say their staff spends 36% of their time on administrative functions and only 64% on their core job function.

80% of business processes rely on paper.

Xerox® ConnectKey® Technology Transforms the Way to Work
Opening Up New Possibilities for a More Efficient Workplace

Automate Document Workflows
Integrate with Key Business Systems
Expand with a 5th Function
Introducing the Xerox® VersaLink® and AltaLink® Family

29 Workplace Assistants

**VersaLink® Mono Printers**
- B400—47 ppm
- B600—58 ppm
- B610—65 ppm
- B405—47 ppm
- B605—58 ppm
- B615—65 ppm
- B7025 (A3 device)
- B7030 (A3 device)
- B7035 (A3 device)

**VersaLink® Color Printers**
- C400—36 ppm
- C500—45 ppm
- C600—55 ppm
- C7000—35 ppm
- C405—36 ppm
- C505—45 ppm
- C605—55 ppm
- C7020 (A3 device)
- C7025 (A3 device)
- C7030 (A3 device)

**AltaLink® Mono Printers**
- B8045 MFP
- B8055 MFP
- B8065 MFP
- B8075 MFP
- B8090 MFP

**AltaLink® Color Printers**
- C8030 MFP
- C8035 MFP
- C8045 MFP
- C8055 MFP
- C8070 MFP