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…

causing businesses unnecessary delays, additional costs and security concerns.

- Scattered Information
- Disjointed Processes

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

- Isolated Peripherals
- Unstructured Support

* IDC InfoBrief, sponsored by Adobe, Business Transformation Through Smart Document Workflows, April 2016.

So what makes the workplace a mess?

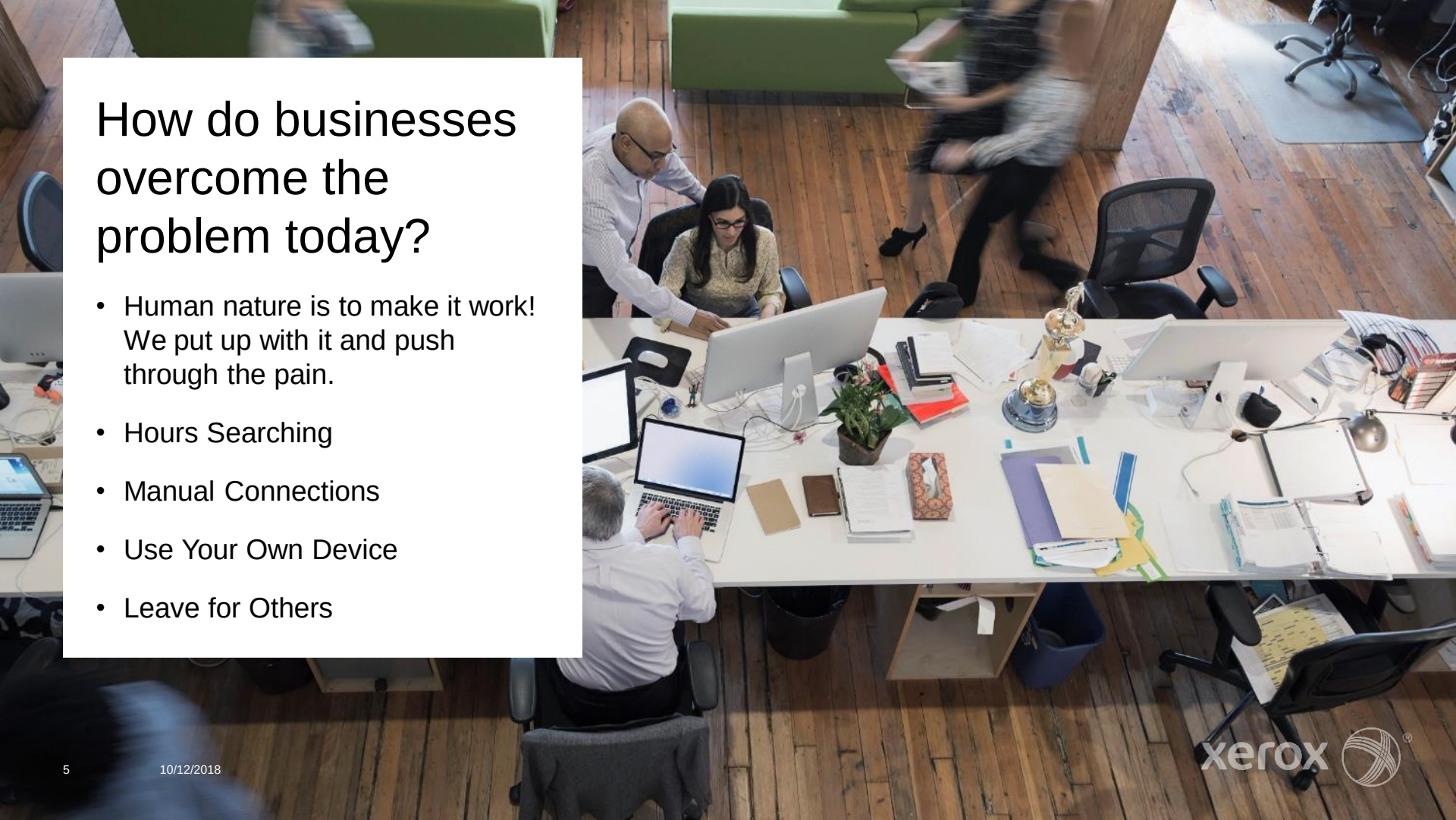
Numerous ‘untamed’ processes…

- **Healthcare** — Patient Records Filing
- **Financial** — Loan Processing
- **Governmental** — Visa Application
- **Real Estate** — Contract Processing
- **Manufacturing** — Finance Agreements
- **Legal** — Signed Contracts
- **General Office** — Document Archiving
- **Retail** — Invoicing

…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



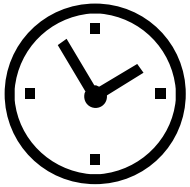
An Example of an ‘Untamed’ Workplace process: Invoices

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**.

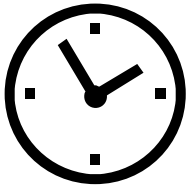
Who remembers transferring money?



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**.

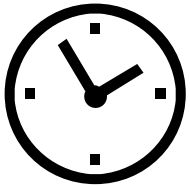
How was it improved?



Online banking from home—**taking only minutes.**

To understand process inefficiencies, **we need to understand how they can be improved**.

How is it now?



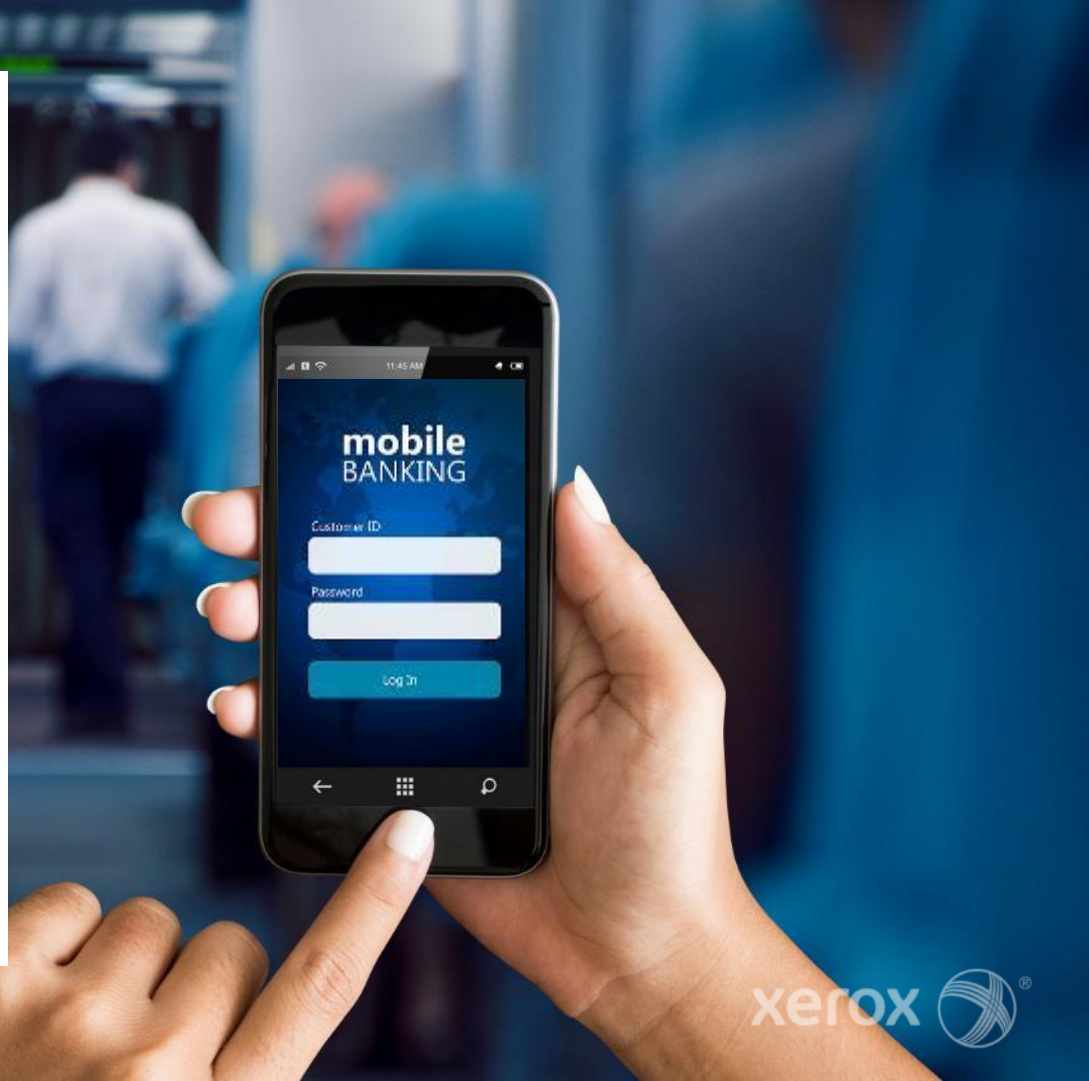
Instant and anywhere with a mobile app.

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.

Document Archiving

Document Translation

Expense Processing

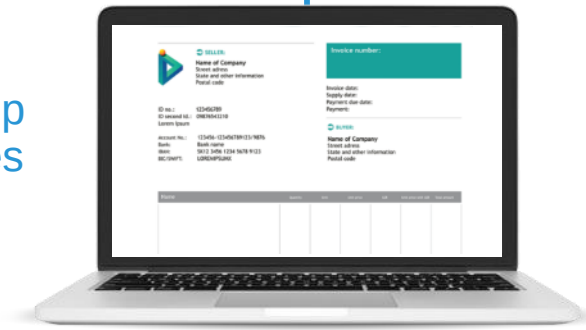
Loans Processing

Patient Record Filing

Invoice Processing

Processes That I Deal With Daily

Standard Tools To Help Me With My Processes



Today, the MFP is just a peripheral.

Document Archiving

Document Translation

Expense Processing

Loans Processing

Patient Record Filing

Invoice Processing

Processes That I Deal With Daily

Emerging Tools Helping Me With My Processes

Today, the MFP is just a peripheral.

Document Archiving

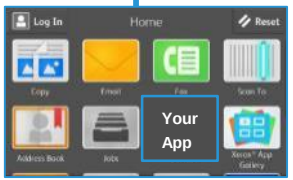
Document Translation

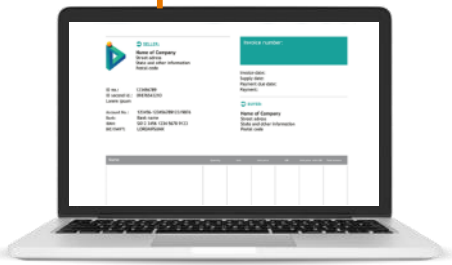
Expense Processing

Loans Processing

Patient Record Filing

Invoice Processing





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

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- **Xerox® ConnectKey® Ecosystem**
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- Introducing Xerox® AltaLink® Devices
- Business Process Solutions
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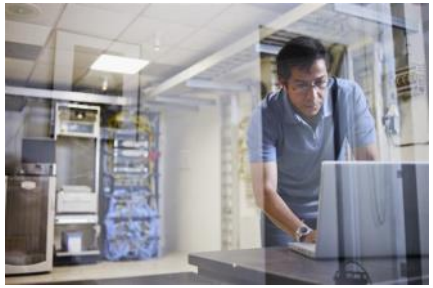
Xerox® ConnectKey® Technology Enables Workplace Transformation

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

Before 2013
Xerox® MFP for the Office



Network Connected
Print-Centric Device

2013–15
ConnectKey early days

“Ecosystem for Simplicity”

2016
“ i Series” milestone

“Appification”, Mobile Interaction and Customization Services

2017 and Beyond
Workplace Assistant

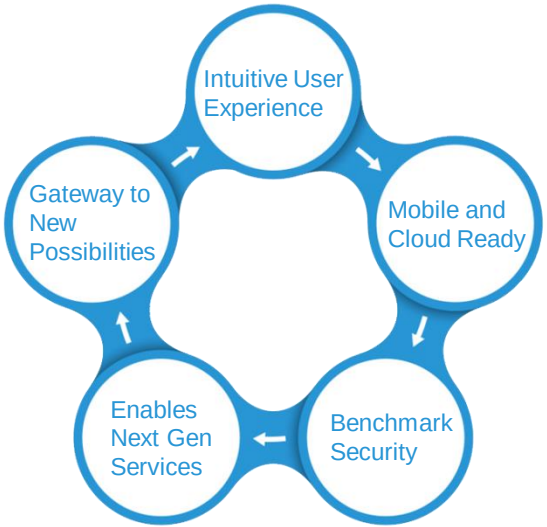
Best-of-Breed User Experience

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."



Xerox® VersaLink® Family

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

Xerox® AltaLink® Family

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

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.

Intuitive User Experience

Large capacitive touchscreen “mobile” experience with support for gestural input (tap, swipe, pinch)

Mobile and Cloud Ready

Basic mobility to Enterprise Solutions

Mobile and Cloud Ready

Cloud

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

Mobility

Beyond simple mobile printing…to mobility.

Xerox® Print Management and Mobility Suite / Service

Benchmark Security

A Comprehensive Approach To Printer Security

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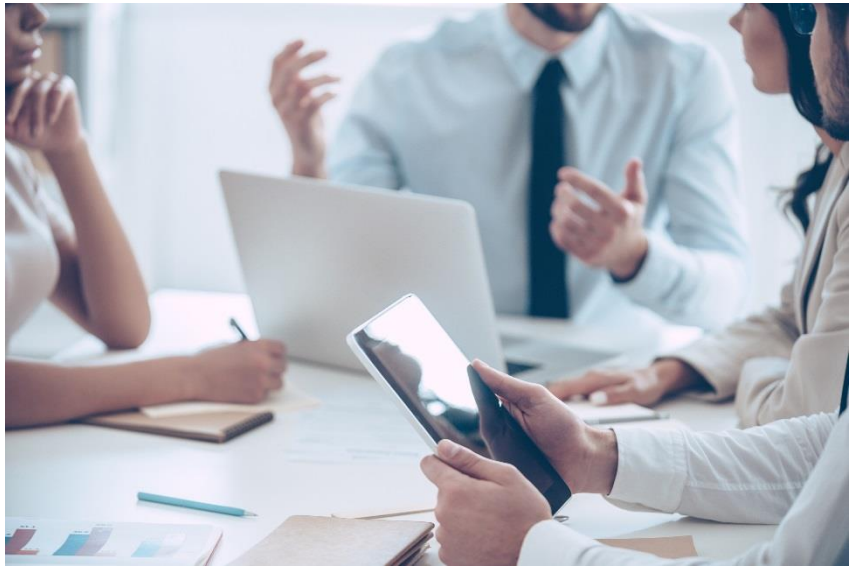
The way we work today opens up vulnerabilities

Benchmark Security



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

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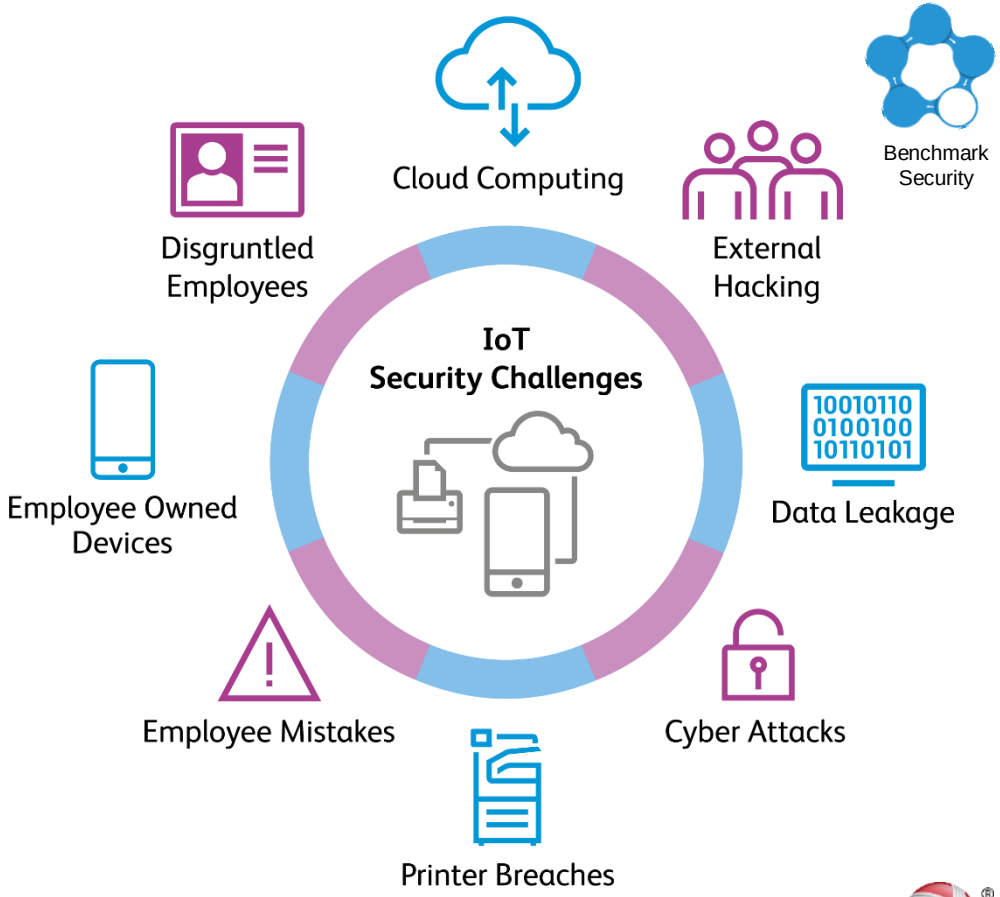
The Threat

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



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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

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.

Benchmark Security

ConnectKey™ Technology

VersaLink® adds Security Setup Wizards, Firmware verification and support for the most stringent security

ConnectKey™ Technology

AltaLink® adds Secure Firmware that is continuously checked and whitelisting protection from McAfee

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Intrusion Prevention

Device access is secure.
All activity is monitored.

Benchmark Security

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

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Device Detection

Be alerted if harmful changes are detected

Benchmark Security

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

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McAfee™
Together is power.

80,000 companies

use McAfee ePolicy Orchestrator (ePO) for centralized security management solution

Benchmark Security

McAfee and Xerox

Securing **All** Endpoints

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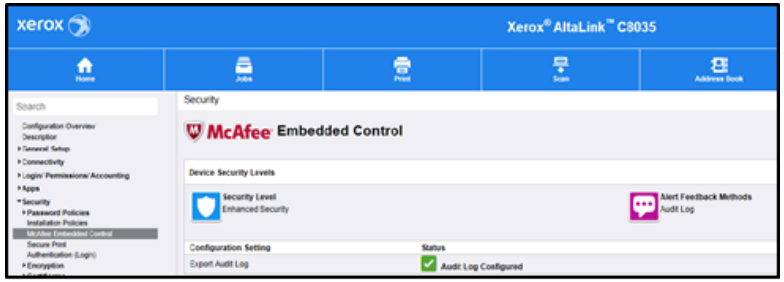

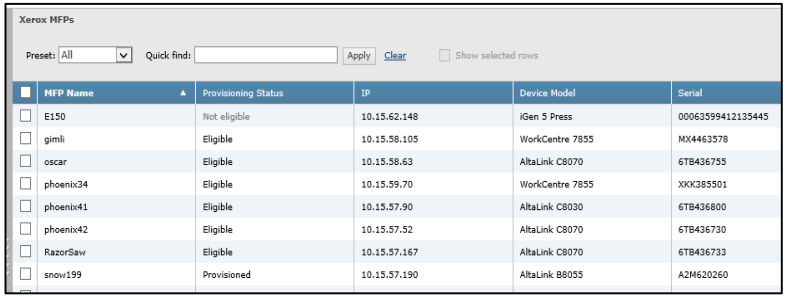

MFP Name	Provisioning Status	IP	Device Model	Serial
E150	Not eligible	10.15.62.148	iGen 5 Press	00063599412135445
gimli	Eligible	10.15.58.105	WorkCentre 7855	MX4463578
oscar	Eligible	10.15.58.63	AltaLink C8070	6TB436755
phoenix34	Eligible	10.15.59.70	WorkCentre 7855	XKK385501
phoenix41	Eligible	10.15.57.90	AltaLink C8030	6TB436800
phoenix42	Eligible	10.15.57.52	AltaLink C8070	6TB436730
RazorSaw	Eligible	10.15.57.167	AltaLink C8070	6TB436733
snow199	Provisioned	10.15.57.190	AltaLink B8055	A2M620260

*Xerox® AltaLink® MFPs, Xerox® WorkCentre® i-Series MFPs and Xerox® WorkCentre® EC7836/EC7856.

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

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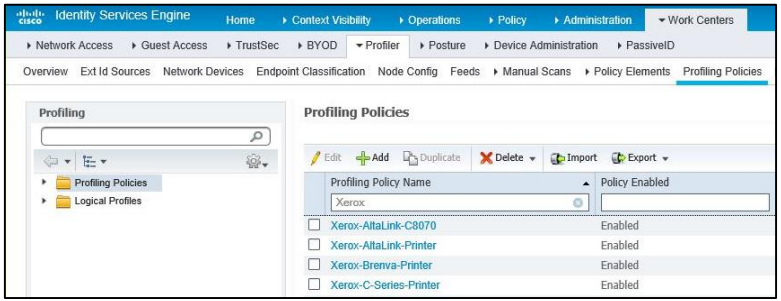
Cisco® Identity Services Engine (ISE)

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

Benchmark Security

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

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Document and Data Protection

Safeguard data on the device and beyond.

Benchmark Security

- 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

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External Partnerships

Security by the best in the business.

Benchmark Security

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

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New Certification Standards

New Common Criteria Certification

Benchmark Security

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

National Information Assurance Partnership
Common Criteria Certificate
Xerox® AltaLink™ B8045, B8055, B8065, B8075, B8090

Xerox® AltaLink® C8000 Series Multifunction Printer

National Information Assurance Partnership
Common Criteria Certificate
Xerox® AltaLink™ C8030, C8035, C8045, C8055, C8070

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

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New Certification Standards

Common Criteria Certification Continues

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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.

Common Criteria

JISEC
Japan Information Technology Security Evaluation and Certification Scheme

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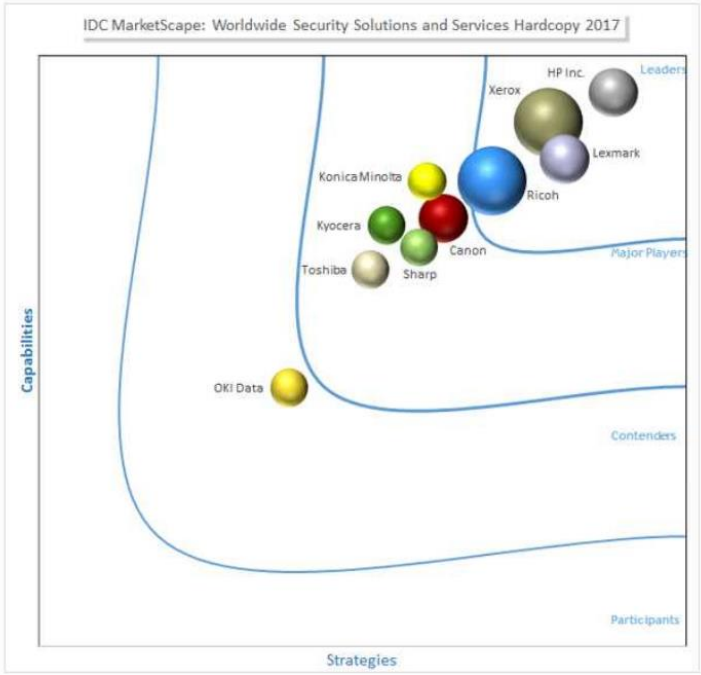
Recognised as Industry Leaders in Security

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

IDC MarketScape Worldwide Security Solutions and Services Hardcopy Vendor Assessment



Source: IDC, 2017

Benchmark Security

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Enables Next Generation Services

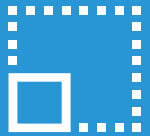
Harness the power of Xerox® ConnectKey® Technology and Xerox® Managed Print Services innovation and growth.

Enables Next Generation Services

Easy

Easier to implement and manage

Scalable



Serve more customers

Cloud-Ready

Accelerating digital transformation

Design for MPS

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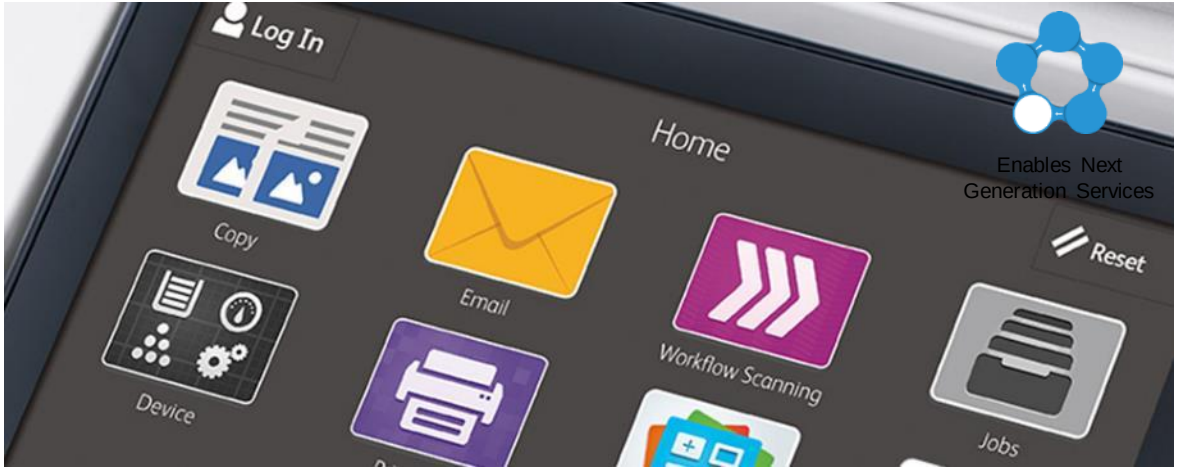
Next Generation MPS for innovation and growth

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.

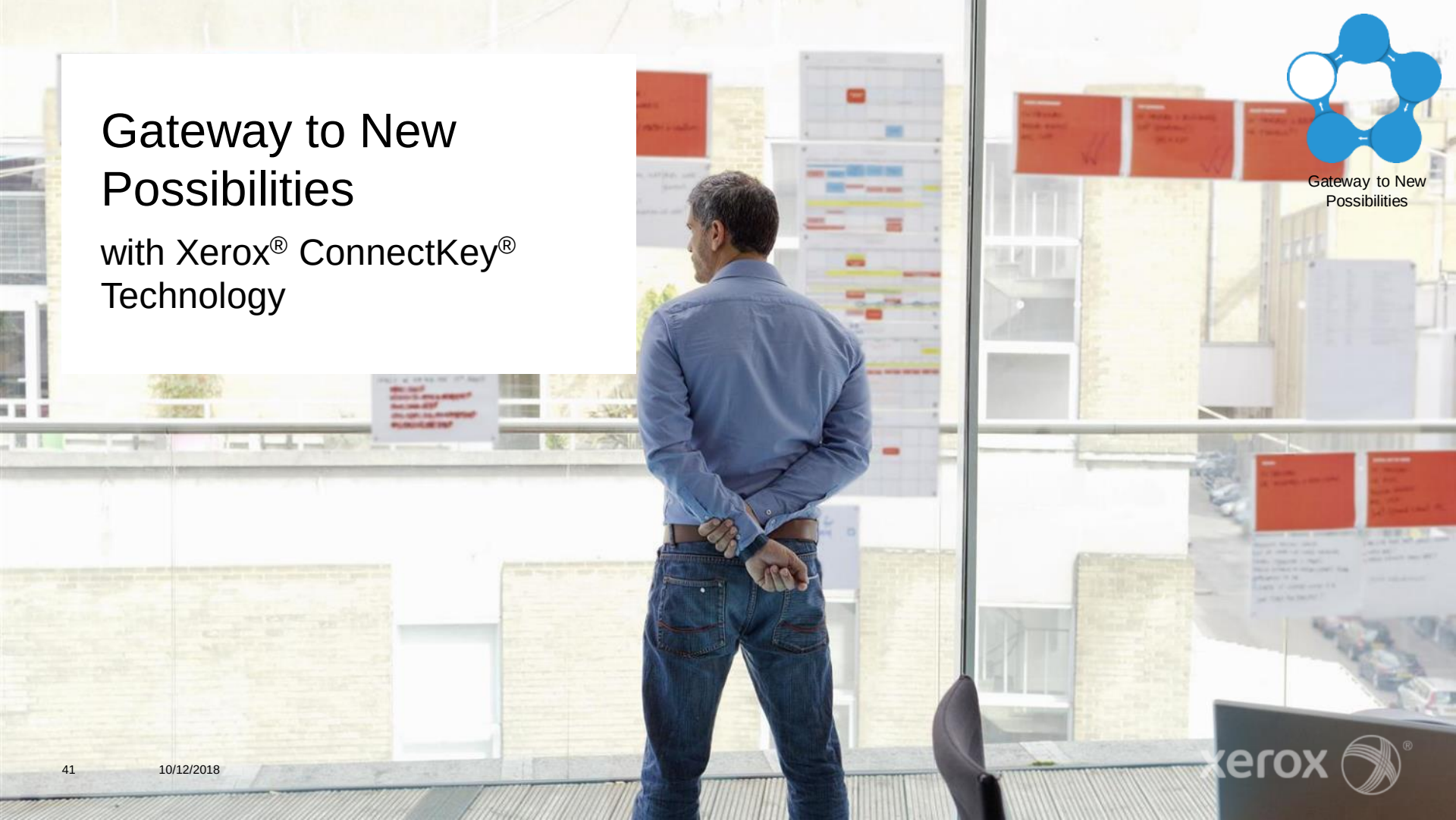
- Advanced solutions for all markets
- Print governance and workflow consistency across distributed workforce
- Ensure an optimized infrastructure with the right technology and the right applications with the right service

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



Gateway to New Possibilities

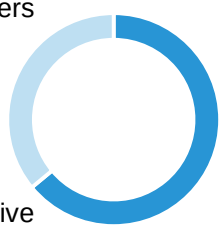
What are the possibilities?

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.

Source: IDC, Business Transformation Through Smarter Document Workflows, April 2016.

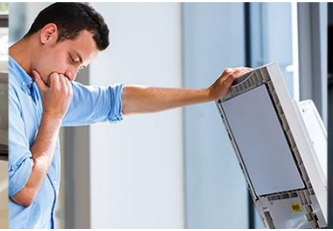
Patient Records

Loans Processing

Visa Applications

Contract Processing

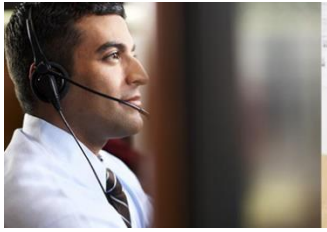
Finance Agreements



Legal Documents

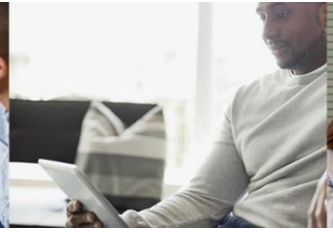
Document Archiving

Invoice Processing



General
Service/Supplies Ordering

Education
Student Printing



Hospitality
Guest Printing

New Starters
Employee On-Boarding

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Xerox® ConnectKey® Technology Transforms the Way to Work

Opening Up New Possibilities for a More Efficient Workplace

Patient Records
Invoice Processing
Document Conversion
Employee On-Boarding

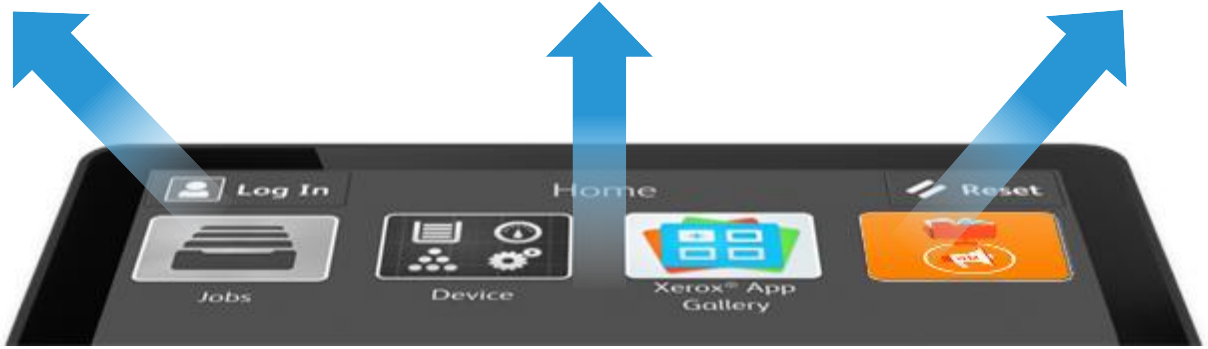
Automate Document Workflows

ERP Systems
Cloud Storage
Hybrid Solutions
On-Prem Storage
CRM Systems

Integrate with Key Business Systems

Translation Services
New Cognitive Systems
Voice Recognition

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

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