"…**MOST** COMPREHENSIVE SOLUTIONS PORTFOLIO…"

Buyers Laboratory LLC, the world's leading authority on document imaging products and solutions

With organizations looking to work more efficiently and leverage investments in equipment and personnel, it isn't enough for a manufacturer to offer the most advanced hardware alone. Software and services that work with the MFPs and printers are an integral part of the ecosystem, enabling the OEM and its reseller partners to offer end-to-end solutions to customers' business challenges. Among the leading document imaging OEMs, Xerox® Corporation has been honored as the recipient of BLI's "2014 Document Imaging Solutions Line of the Year" award thanks to its exceptional portfolio of document imaging software.

Prepared for:

xerox

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2014 Solutions **Line of the Year**

"After careful evaluation of Xerox® in-house developed and third-party partner offerings, including lab-based testing of its latest products, BLI analysts feel that the company's solutions portfolio is the **most comprehensive among leading document imaging OEMs...**"

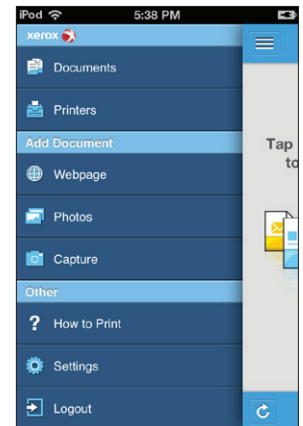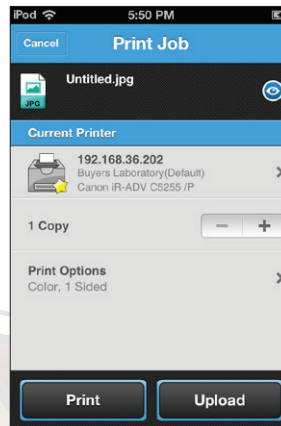**Jamie Bsales, BLI senior product editor for solutions**

In addition to the 2014 Solutions Line of the Year award, Xerox® software has won BLI "Pick" awards in several key categories...

Xerox® Mobile Print Solution

Outstanding Enterprise Mobile Print Solution, Winter 2014

"Xerox® Mobile Print shines by offering compatibility with output devices from any manufacturer, a marked advantage over single-user OEM mobile print apps that work with only a subset of the maker's own devices."
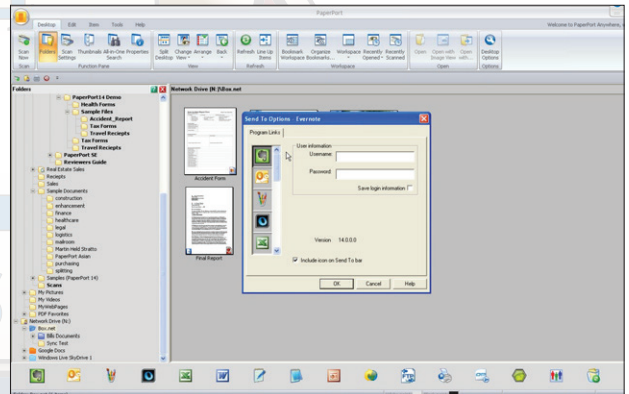
Daria Hoffman, BLI managing editor

Xerox® Mobile Print Cloud

Outstanding Small Business Mobile Print Solution, Summer 2013

"Xerox® Mobile Print Cloud is an excellent mobile print solution that featured the easiest and most hassle-free installation of all enterprise mobile print solutions tested to date."

Pete Emory, BLI manager of laboratory testing

Xerox® Scan to PC Desktop® Professional 12

Outstanding Desktop Document Management Solution, Winter 2014

"Xerox® Scan to PC Desktop® Professional is an impressive document management platform that delivers a wide range of advanced features. And unlike other products, it includes most functionality in one bundle, rather than requiring extra-cost add-ons."
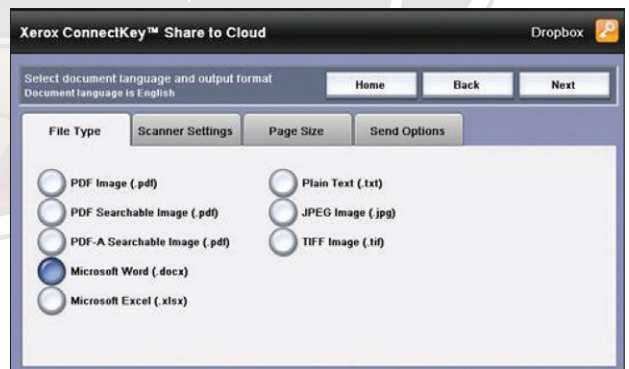
Lisa Reider, BLI Senior Editor

Xerox® ConnectKey® Share to Cloud

Outstanding Achievement in Innovation, Summer 2013

"ConnectKey® Share to Cloud can convert files into searchable PDF and editable Microsoft Word and Microsoft Excel file formats, directly from scanned paper input at the MFP. But unlike traditional middleware packages that also support such document conversion, the Xerox® solution does not require any costly, complex server-side software at the customer site."

Jamie Bsales, BLI senior product editor for solutions

"...MORE 'PICK' AND 5-STAR PRODUCTS..."

BLI's "Solutions Line of the Year" award recognizes the document imaging vendor that offers the strongest solutions portfolio across the range of software categories BLI covers on its Solutions Center subscription service.

To determine the Solutions Line of the Year award recipient, BLI's highly experienced staff of technicians and editors considers the imaging software each leading printer and MFP OEM officially sells and supports via its direct and independent sales channels. The analysis takes into account both the quality and breadth of those offerings. Judgment on the quality of the solutions is based on the overall rating received by products submitted to BLI for lab-based evaluation, which takes into account a solution's feature set, value, ease of use and other attributes.

For the breadth of the portfolio, BLI considers how complete each vendor's line is across the most important document imaging software categories, including document management, document capture and workflow, cost accounting and recovery, print management, mobile printing and more. Another consideration is the variety of offerings in each of those categories to suit the needs of different size organizations, from small businesses to global enterprises.

Among the company's portfolio are 15 BLI "Pick" award winners and 10 solutions that have received the top rating of 5 stars in BLI's evaluations—an unmatched solutions portfolio among MFP OEMs, according to BLI.

"Helping put Xerox® out front in BLI's analysis are the strong collection of the company's own solutions, including the DocuShare® family of document management products, Xerox® Mobile Print Cloud and Mobile Print Solution in mobile printing, Xerox® ConnectKey® for SharePoint and Share to Cloud in the document capture/workflow category, and Xerox® Scan to PC Desktop® Professional 12 among desktop productivity solutions," noted BLI. "Xerox® also benefitted from its excellent range of third-party partner solutions, including Nuance's Equitrac print management offerings, NSi AutoStore and Nuance eCopy ShareScan capture/routing products, Print Audit's accounting and fleet management tools, and a host of others."

"...**SOLVING** CUSTOMERS' BUSINESS CHALLENGES..."

Customers are increasingly coming to rely on document imaging software solutions to streamline mission-critical business processes, increase the productivity of knowledge workers, and leverage their existing investment in imaging hardware.

In the document imaging business today, OEMs and their reseller partners need a complete and compelling solutions portfolio to augment their hardware offerings. Xerox® delivers with its unmatched lineup of award-winning software offerings...

Xerox® Mobile Print Solution

Rating Summary

Overall	★★★★⯪
Feature Set	★★★★⯪
Value	★★★★★
Ease of Use	★★★★⯪
Compatibility	★★★★★
Security	★★★★★
Customer Support	★★★★★

BLI Solutions Report highlights

Strengths

• Compatible with virtually all printers and MFPs regardless of manufacturer

• Compatible with virtually all mobile devices with email capability

• Direct smartphone/tablet printing available via free iOS, Android, BlackBerry and Windows apps

"Xerox® has leveraged its many years of experience in document imaging to produce an excellent mobile print solution that's easy to use and administer. What's more, unlike other tested solutions, Xerox® Mobile Print allows printing to devices located at multiple sites, which is convenient for organizations with offices in multiple cities."

BLI Solutions Report, August 2013

Xerox® Mobile Print Cloud

BLI Solutions Report highlights

Strengths

- Compatible with virtually all printers and MFPs regardless of manufacturer

- Compatible with virtually all mobile devices with email capability

- Easier setup and installation than other enterprise-level mobile print solutions

- Low cost of entry for company-wide mobile printing

"A cloud-based mobile print solution, Mobile Print Cloud delivers print functionality from any mobile device to any output device on the network, regardless of the printer's brand or age. A Xerox®-hosted solution, the offering requires no on-premises server software, which greatly reduces the barrier to entry for budget- and IT-challenged small businesses…Another benefit of Xerox® Mobile Print Cloud is support for an unlimited number of devices, including public print locations such as hotel business centers. "

BLI Solutions Report, August 2013

Xerox® ConnectKey® Share to Cloud

BLI Solutions Report highlights

Strengths

- Delivers documents to a wider selection of email and cloud destinations than most other MFP-embedded connectors

- Scanned documents can be converted to a wide range of file formats, including searchable PDF and editable Word and Excel

- Easy setup and very good ease of use for end users at the MFP

- Excellent OCR accuracy for simple text documents scanned to PDF and Word

"ConnectKey® Share to Cloud empowers knowledge workers to scan hardcopy documents at the MFP, specify scan settings and the desired output format, and have the file delivered to email addresses or a wide array of cloud repository destinations. And unlike simpler capture and delivery MFP apps that can deliver only static PDF and image files to a destination, ConnectKey® Share to Cloud can convert files into searchable PDF and editable Microsoft Word and Excel file formats. The conversion and subsequent delivery are handled in the cloud—completely eliminating the ongoing IT burden typical of server-based solutions."

BLI Solutions Report, July 2013

Xerox® Scan to PC Desktop® Professional 12

Overall	★★★★★
Feature Set	★★★★★
Value	★★★★★
Ease of Setup	★★★★★
OCR Accuracy	★★★★★
OCR Speed	★★★★★
Software Integration	★★★★★

BLI Solutions Report highlights

Strengths

- Easy to set up and use
- Full complement of features
- Quickly links with many popular cloud storage services, including Dropbox, Box and Google Drive
- Integration with Microsoft Office applications

"Scan to PC Desktop®'s class-leading range of features include one-touch custom scan workflows, advanced image editing tools to clean up documents, the ability to preview scans before routing, and an all-in-one search capability that allows users to find virtually any document in the system through text searches. The package also provides industry-standard PDF creation, batch scan capabilities, send-to-fax and the ability to accept files from a digital camera."

BLI Solutions Report, August 2013

Xerox® DocuShare® Enterprise 6

Rating Summary

Overall	★★★★★
Feature Set	★★★★★
Ease of Administration	★★★★☆
Ease of Use	★★★★☆
Compatibility	★★★★★
Software Integration	★★★★★
Security	★★★★☆

BLI Solutions Report highlights

Strengths

- Full complement of enterprise content management (ECM) features
- "Workspaces" feature delivers team collaboration portal
- Maintains an audit trail of document access and changes, and can generate alerts when certain files are changed or deleted
- Free MFP control-panel integration via the Xerox Extensible Interface Platform® connector for DocuShare®

"In all its iterations, Xerox® DocuShare® is an impressive ECM and collaboration platform for managing documents and automating business processes that surround them. DocuShare® helps knowledge workers capture, create, organize and share digitized paper and electronic documents and easily search for and retrieve information stored in a DocuShare® repository."

BLI Solutions Report, February 2012

Equitrac Office 5

Overall	★★★★★
Feature Set	★★★★★
Value	★★★★⯪
Ease of Administration	★★★★⯪
Ease of Use	★★★★★
Compatibility	★★★★★
Software Integration	★★★★★

BLI Solutions Report highlights

Strengths

- Wide array of functionality including output tracking, accounting and billing; job conversion and re-routing for cost control; secure print release and pull printing; print queue and driver management; device alerts; reporting and more

- Nuance I-Queue printing eliminates the print server from the typical print stream to cut down on network traffic and infrastructure costs, as well as to improve the solution's Follow-You Printing secure pull print features

- Multiple secure print release options, including support for Web Release on mobile devices such as smartphones and tablets

"It's clear that the "paperless office" is not becoming reality anytime soon, so it is more imperative than ever that organizations get a handle on their output environments. But juggling the myriad demands of usage tracking and billing, cost reduction, secure printing and environmental initiatives while also monitoring and managing devices, print drivers, print queues and network traffic is daunting. Equitrac Office 5 can let an organization get all of that under control for just about any output device."

BLI Solutions Report, September 2013

Nuance eCopy ShareScan 5

Overall	★★★★★
Feature Set	★★★★★
Ease of Use	★★★★★
Compatibility	★★★★⯪
Software Integration	★★★★★
Security	★★★★★
Customer Support	★★★★★

BLI Solutions Report highlights

Strengths

- Control-panel integration with Xerox® Extensible Interface Platform® devices

- Wide range of application connectors available from Nuance and third parties

- Advanced processing modules available to support conversion to Microsoft Office formats, barcode recognition, Bates numbering, forms processing, automatic highlighting/redaction, integration with cost-recovery platforms and more

"eCopy ShareScan continues to prove that it is arguably the preeminent document capture/routing platform available for organizations that need robust document processing and delivery… The platform delivers wide MFP support, a consistent and easy user experience at the MFP control panel, powerful document processing, unmatched back-end application integration, enterprise-class scalability."

BLI Solutions Report, January 2013

Xerox® Solutions Portfolio

Exceptional portfolio

BLI analysts judged the solutions portfolio offered by Xerox® to be superior to that of other leading document imaging OEMs.

Breadth of offerings

BLI's analysis considered how complete each vendor's line is across the most important document imaging software categories, including document management, document capture and workflow, cost accounting and recovery, print management, mobile printing and more.

A solution for every size business

Another consideration in BLI's analysis was the variety of offerings in each of those categories to suit the needs of different size organizations, from small businesses to global enterprises.

Most 5-star solutions among leading OEMs

BLI's Solutions Line of the Year award also takes into account the caliber of the products offered. Judgment on the quality of the solutions was based on the overall rating received by any products that had been submitted to BLI for lab-based evaluation, which factors in a solution's feature set, value, ease of use and other attributes. Among the solutions portfolio offered by Xerox® are 10 solutions that have received the top rating of 5 stars in BLI's evaluations—more than any other OEM.

About BLI

Since 1961, Buyers Laboratory LLC (BLI) has been the leading global independent office-equipment test lab. It has a long-standing reputation for being the industry's most trustworthy and complete source for quality testing services and global competitive intelligence. In addition to publishing the industry's most comprehensive and accurate test reports on office document imaging devices, each representing months of exhaustive hands-on testing in BLI's US and UK laboratories, BLI has been the leading source for specifications/pricing databases on MFPs, printers, scanners and wide format devices. With its "Pick" awards, BLI gives special recognition in each category twice a year to those products that provided the most outstanding performances in BLI's exhaustive lab tests. Its "Outstanding Achievement" awards acknowledge products or capabilities that stand out for attributes such as innovation, usefulness, energy efficiency or value. "Line of the Year" awards, presented once each year, recognize the vendors whose product lines are judged to be the best in their respective categories based on their cumulative test results.