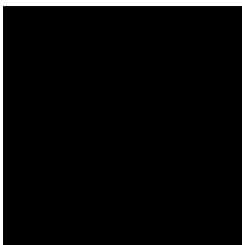
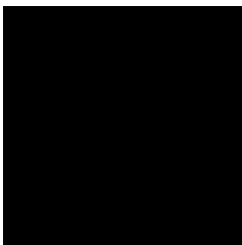


# RICOH



## Ricoh Americas Corporation

*Formerly Delaware Based Lanier*

Ricoh Americas Corporation offers savings of up to 45% on world class Ricoh Copy-Print-Fax-Scan multifunction devices. They offer NPGD members substantial discounts on all Ricoh hardware, software, and network services for document management. FREE Docutivity Analysis performed to Achieve cost reductions and to improve efficiency in your workplace.

### Driving productivity, protecting profitability

Ricoh delivers document management solutions to local and national organizations in many industries. We design these solutions based on a deep understanding of each customer's unique needs and an intense focus on measurable business outcomes. When you choose Ricoh, you will see the differences immediately.

**We understand your perspective.** We actively solicit your feedback and use it to drive product development, service plans, and other specialized offerings.

**We believe your company is unique.** Every customer has a different history, market niche, philosophy, and strategic vision. That's why Ricoh employs document workflow assessment methodologies to develop a rich understanding of your specific needs — before we recommend a single component of any solution.

**We know what solutions are.** A solution is not just a product — it's a problem solved. Effective solutions may include hardware, software, workflow analysis, network integration, application development, training, and technical support.

**We focus on cost reduction.** Many companies don't realize document management may represent up to 15% of operating costs. So, it is crucial that new solutions minimize costs and improve productivity.

To satisfy your document needs, Ricoh offers a wide range of products for individual users, small workgroups, larger offices, entire departments, and dedicated high-volume production environments. This includes color and black & white digital multifunction products, digital duplicators, color and black & white network laser printers, facsimile products and wide format products. Ricoh also provides specialized document and printing solutions designed to address specific business and workflow challenges.

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