



KONICA MINOLTA

FLEXIBLE AND SECURE MANAGED IT PACKAGES

FOR SMALL TO MEDIUM
SIZED BUSINESSES



GET STARTED
WITH ONE OF
OUR THREE IT
SERVICE PACKAGES

FROM AS
LITTLE AS
£15
PER USER
PER MONTH

Giving Shape to Ideas



KONICA MINOLTA



POWER YOUR BUSINESS WITH FLEXIBLE AND SECURE MANAGED IT PACKAGES FOR SMALL TO MEDIUM SIZE BUSINESS

We understand that not all businesses have the budget or expertise to have a fully comprehensive IT infrastructure. In a fast-changing, digital-first world, the IT functions in a small business may feel over-stretched with the growing expectations to keep up with business demand.

IS THIS YOUR CURRENT IT SITUATION?

- Security & data protection concerns
- Behind on changing compliance and data regulations
- Struggling with IT cost reductions
- Lack of IT resources and internal IT skills
- IT not driving technology innovation

“67%”

**OF SMB RESPONDENTS
REPORT THEIR COMPANY
HAS EXPERIENCED A
MALWARE INCIDENT IN
THE LAST TWO YEARS”**

Recent Konica Minolta IT Pain Point Survey

CHOOSE ONE OF 3 OPTIONS

Many businesses like yours choose to work with IT services providers to relieve this pressure. Konica Minolta provides a range of flexible services that can be tailored to your business requirements, designed to give you more freedom and choice. With our consultative approach, we ensure our customers can have a cost-effective, robust IT solution for their business – for today and tomorrow.

**OPTION 1
FROM
£15
PER USER
PER MONTH**

ESSENTIAL IT SERVICE

Includes Account Manager and
quarterly service review



**OPTION 2
FROM
£39
PER USER
PER MONTH**

FULLY MANAGED IT SERVICE

Includes service management and
strategic partnership & quarterly
service review



**OPTION 3
PRICE ON
REQUEST**

BUILD-YOUR-OWN IT SERVICE PACKAGE

Includes service management
and strategic partnership &
quarterly service review



PROVISION OF HARDWARE, LICENCES, PROJECT MANAGEMENT AND CONSULTANCY AVAILABLE.



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OPTION 1 ESSENTIAL IT SERVICE

OPTION 1
FROM
£15
PER USER
PER MONTH

ESSENTIAL IT SERVICE

Guaranteed Response Times
(SLA's)

24x7x365 End User Device Monitoring & Alerts

Account Manager & Quarterly Service Review



PAYABLE ADDITIONAL EXTRAS

If you require additional services from our IT service range these can be purchased and priced individually on request.

- Microsoft and 3rd Party App Updates (Patching)
- Managed Anti-Virus
- End Point Detection and Response
- Remote Support 9-5
- On-Site Support
- After-Hours Support
- Web Protection and Management
- M365 Support & Management
- M365 Backup (Not Teams)
- Workstation Backup
- Password Management
- Risk Intelligence (Alerting Only)
- Microsoft and 3rd Party App Updates (Patching)

- Infrastructure Anti-Virus
- End Point Detection and Response
- Virtual Server Backup
- Physical Server Backup
- Risk Intelligence (Alerting Only)
- IT Budget Preparation
- Asset & Inventory Management Report (CMDB)
- BDR-as-a-Service
- Vulnerability Scan / Penetration Test
- Dark Web Monitoring
- Simulated Phishing Attack
- Simulated Mock BDR Test
- Security Awareness Training
- End User Training

Fully outsourcing your IT can help reduce risks and operational costs associated with the day-to-day IT Management tasks. However, if you're not quite there yet, and need additional services on top of our Basic IT service package. Pay for what you need and when you need. An agile business can better support their workforce and customers.

"49%

OF RESPONDENTS SURVEYED IN OUR SMB WHITEPAPER STUDY CITED LACK OF NECESSARY EMPLOYEE HARDWARE OR SOFTWARE AS AN IT CHALLENGE ASSOCIATED WITH HOME-BASED WORKING."

Recent Konica Minolta IT Pain Point Survey





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OPTION 2 FULLY MANAGED IT SERVICE

OPTION 2
FROM
£39
PER USER
PER MONTH

FULLY MANAGED IT SERVICE

Includes service management
and strategic partnership with a
quarterly service review



PER USER SUPPORT

- Guaranteed Response Times (SLAs)
- 24x7x365 End User Device Monitoring (RMM)
- Microsoft and 3rd Party App Updates (Patching)
- Managed Anti-Virus
- Remote Support 9-5
- Web Protection and Management
- M365 Support & Management
- M365 Backup (Not Teams)
- Workstation Backup
- Password Management
- Risk Intelligence (Alerting Only)

INFRASTRUCTURE SUPPORT

- Guaranteed Response Times (SLAs)
- 24x7x365 Infrastructure Monitoring (RMM)
- Microsoft and 3rd Party App Updates (Patching)
- Infrastructure Anti-Virus
- Remote Support 9-5
- Virtual Server Backup
- Physical Server Backup
- Risk Intelligence (Alerting Only)
- Vendor Management

Konica Minolta's all-in-one 24/7 comprehensive managed service package will protect, maintain and manage your IT infrastructure and support your staff for a fixed monthly cost.

Outsourcing can help your organisation stay focused on revenue-generating activities and innovation. Get a fully managed IT service and free up your IT resource to focus on your key IT projects and strategic objectives

"90%

OF IT ENVIRONMENTS
WE'VE TESTED
HAVE SERIOUS IT &
DATA COMPLIANCE
VULNERABILITIES.
ENSURE YOU PROTECT
YOUR BUSINESS, PEOPLE
AND DATA."

Recent Konica Minolta IT Pain
Point Survey



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OPTION 3 BUILD-YOUR-OWN IT PACKAGE

OPTION 3 PRICE ON REQUEST

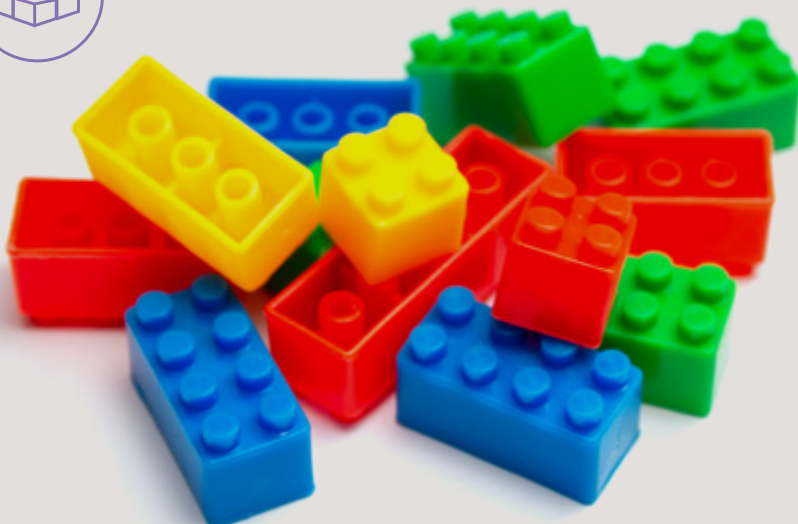
BUILD-YOUR-OWN IT SERVICE PACKAGE

Includes service management and strategic partnership with a quarterly service review



Our experts are confident that our fully managed IT service package will be suitable to meet any business needs. However, if you require a more consultative approach to design a bespoke IT package for your business, we'll be happy to help. Choose from a range of services to create a bespoke package that will suit your business and budget.

- Microsoft & 3rd Party App Updates (Patching)
- Managed Anti-Virus/End Point Detection & Response
- Remote Support 9-5 and/or On-Site Support
- After-Hours Support
- Web Protection and Management
- M365 Support and Management
- M365 Backup (Not Teams)
- Workstation, Virtual Server, or Physical Server Backup
- Password Management
- Risk Intelligence (Alerting Only)
- IT Budget Preparation
- Asset and Inventory Management Report (CMDB)
- BDR As a Service
- Vulnerability Scan/Penetration Test/ Dark Web Monitoring
- Simulated Phishing Attack and Mock BDR Test
- Security Awareness and User Training



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OUR SERVICES

SECURE MANAGED IT INFRASTRUCTURE SERVICES

Secure managed infrastructure services to help you run, manage, and protect your business, tailored to your needs. By outsourcing the management of part or all of your infrastructure to Konica Minolta, you can free resources away from the day-to-day 'keeping the lights on' processes towards more value-generation activities.

MANAGED CLOUD HOSTING

Our managed cloud hosting services deliver the very best the market has to offer, with 'extra mile' support and no hidden costs.

SERVICE DESK-AS-A-SERVICE

Konica Minolta's Managed Service desk is made up of a team of certified, experienced individuals providing 1st, 2nd, and 3rd line support for your end users, to a set of defined SLAs. We can help to streamline your operations by removing the burden of managing a large support service internally. The Konica Minolta IT- Service Desk as-a-Service offers a more efficient, cost-effective way to support your end users: a best-in-class, on-demand service desk that flexes with your changing business needs. Our service centres operate 24x7x365, serving clients from 1st line to 2nd and 3rd line.

HARDWARE-AS-A-SERVICE

Free up your IT budget with Konica Minolta's Hardware-as-a-Service. This provides all hardware assets, from printers to computer peripherals, with flexible engagement terms that work around you.

IT HEALTHCHECK

Our IT Healthcheck provides you with an accurate view of your IT infrastructure, highlights any potential issues and risks and equips you with the information you need to ensure the optimal running of your IT.

"70%

OF BREACHES
ORIGINATE FROM
AN END POINT. 1 IN
4 SERVERS AREN'T
PATCHED CORRECTLY"

IDC 2020



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KONICA MINOLTA A TRUSTED IT PARTNER

It's important you choose the right IT Partner. With Konica Minolta you will receive the security and benefits from working with a global company. We have experience working with over 5000 small to medium sized businesses in the UK and have tailored our IT service to meet your everyday challenges.

We have over 33 years worth of experience in delivering a broad range of IT services – from expert advice & assessments through to managed services & helpdesk support - for all forms of IT infrastructure, digital workplaces and IT operations. A dedicated team of accredited experts for every IT challenge – from IT Analysts, IT Project Managers & Implementation engineers through to multi-tiered IT support agents



We partner with the leading IT technology providers including Microsoft, HP OEM, and ServiceNow. We have been a Microsoft Gold Partner for over 10 years.



WHAT HAPPENS NEXT 5 STEPS

- 1 REQUEST AN IT ASSESSMENT
- 2 A DISCOVERY APPOINTMENT WITH A TECHNICAL CONSULTANT AND ACCOUNT MANAGER
- 3 CONSULTATION AND MAPPING OF SERVICE REQUIREMENTS
- 4 PROJECT MANAGED IMPLEMENTATION
- 5 CONTINUOUS IMPROVEMENT & SUPPORT

91%

OF BUSINESS THAT HAVE
TURNED TO MANAGED
IT SERVICES HAVE SEEN
BENEFITS IN:

- SECURITY COST SAVINGS
- REMOTE WORKING
- MORE TIME AND RESOURCE TO FOCUS ON STRATEGY
- ACCESS TO EXPERT IT SKILLS

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LET'S TALK

Konica Minolta Business Solutions

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