

# Canon

BLI PaceSetter 2017  
Healthcare: Hospital Networks



Canon retinal camera



Canon U.S.A., Inc. has been honored with a prestigious BLI PaceSetter award for 2017 in the Healthcare: Hospital Networks category from the analysts at Buyers Lab (BLI) thanks to its...

- Outstanding portfolio of document-centric solutions and services tailored for large healthcare providers
- Feature-rich Canon imageRUNNER ADVANCE MFPs, imageCLASS printers and MFPs, imageFORMULA scanners, and production and wide-format printers to suit any document input/output need in a healthcare environment
- Strong mix of offerings beyond document imaging, including radiology and ophthalmology equipment, network video surveillance solutions to monitor hospital premises, and LCOS projection systems ideal for university/teaching hospitals

Healthcare providers at every level face mounting pressures to improve care and reduce medical errors, adhere to strict patient-privacy mandates, ensure security and regulatory compliance, move from paper records to electronic ones, and trim costs wherever possible. Document imaging vendors are uniquely positioned to help address these challenges with solutions that streamline processes and bring together the worlds of paper-based and electronic information.

For a first-of-its-kind study focused on the needs of healthcare customers, Buyers Lab (BLI) invited all leading document imaging OEMs to complete an exhaustive questionnaire and provide in-person briefings to detail their healthcare-relevant offerings in eight key areas: Hardware, Software, Service and Support, Professional Services, Security, Industry Certifications, Vertical Leadership, and Overall Value. Based on these findings, the analysts at BLI have recognized Canon U.S.A., Inc., with a 2017 BLI PaceSetter award for the Healthcare market in the Hospital Networks category.

“In our study, Canon earned points in the Hardware category thanks to its feature-rich Canon imageRUNNER ADVANCE MFPs, imageCLASS printers and MFPs, imageFORMULA scanners, and production and wide-format printers,” noted Jamie Bsales, Director, Office Workflow Solutions Analysis at BLI. “It also scored well in the Software category thanks to the flexible uniFLOW platform, the RightFax Healthcare Direct fax and Direct Messaging partner solution, and a wide range of other Canon and partner solutions.”

On the services front, Canon offers a secure Digital Conversion Service for Healthcare that migrates paper records to digital form for providers, as well as enterprise managed services with a specialized Healthcare Advisory Team. Canon also offers a host of solutions beyond document imaging and managed services, including radiology and ophthalmology equipment, network video surveillance solutions to monitor hospital premises, and LCOS projection systems ideal for university/teaching hospitals.



Canon imageCLASS MF729Cdw

## Exceptional Portfolio

BLI's analysis concluded that Canon offers an impressive portfolio of devices, solutions and services for hospital networks and other large healthcare providers, including...

- **Canon imageRUNNER ADVANCE** MFPs that deliver security (including secure print release on some models), ease of use, speed and reliability to keep tasks that rely on copy, print, scan, and fax functions moving forward
- **Canon imageCLASS** desktop printers and MFPs for environments where space is limited, such as nurse's stations
- **Canon imageFORMULA** scanners, ranging in speed from 8 pages per minute (ppm) to 130 ppm, to suit document capture needs from admissions desks to back-offices
- **Digital Conversion Service for Healthcare**, a bulk capture/processing service that securely digitizes paper-based archives for providers
- **uniFLOW** output management platform to handle secure printing and convenient pull printing, job costing and accounting, mobile printing, scan workflows and much more
- **RightFax Healthcare Direct** partner solution for sending documents securely via fax and Direct Message
- **RightFax Healthcare Direct** partner solution for sending documents securely via fax and Direct Message
- **Digital Radiology**, Ophthalmic Equipment, and LCOS Projection Systems based on proprietary and patented Canon imaging technologies



Canon uniFLOW

## About **BLI Awards**

---

BLI's PaceSetter Awards aim to recognize the document imaging vendors on the vanguard in providing wide-ranging portfolios to suit the needs of key vertical markets. For this in-depth study focused on the needs of healthcare customers, BLI invited all leading document imaging OEMs to complete an exhaustive questionnaire detailing their healthcare-relevant offerings in eight key areas: Hardware, Software, Service and Support, Professional Services, Security, Industry Certifications, Vertical Leadership, and Overall Value. OEMs that opted to participate were also asked to make key personnel available for in-depth interviews with the BLI analyst team to give a more complete picture of the vendors' strategies for the healthcare market. After gathering all the data, BLI's team used a proprietary rating scale to calculate point totals in the key areas studied. Since different segments of the healthcare market have different needs, BLI's analysts created one rating rubric weighted to reflect the challenges faced by large hospital networks, and a second geared toward multi-site group practices.

---

## **Buyers Laboratory LLC** • North America • Europe • Asia

---

Gerry Stoia, CEO  
Deanna Flanick, CRO  
Brian O'Connor, CFO

Randy Dazo, Group Director,  
Office Document Technology  
randy.dazo@infotrends.com

Jamie Bsales, Director,  
Office Workflow  
Software Analysis  
jamie.bsales@buyerslab.com

Marlene Orr, Director,  
Office Equipment  
Product Analysis  
marlene.orr@buyerslab.com

### **U.S. ANALYSTS**

George Mikolay,  
Senior Product Editor, A3 MFPs  
george.mikolay@buyerslab.com

Lisa Reider,  
Senior Product Editor,  
Scanners and Environmental  
lisa.reider@buyerslab.com

Kaitlin Shaw,  
Editor, Printers/A4 MFPs  
kaitlin.shaw@buyerslab.com

Lee Davis,  
Research Editor, Software Evaluation  
lee.davis@buyerslab.com

Robert Watts,  
Research Editor, Software Evaluation  
robert.watts@buyerslab.com

### **EUROPEAN ANALYSTS**

Dr. Simon Plumtree,  
Senior Editor  
simon.plumtree@buyerslab.com

Priya Gohil,  
Senior Editor  
priya.gohil@buyerslab.com

Andrew Unsworth,  
Associate Editor  
andrew.unsworth@buyerslab.com

### **LABORATORY**

Pete Emory, Director of U.S.  
Research and Lab Services

David Sweetnam, Director  
of EMEA Research and Lab  
Services

### **COMMERCIAL**

Gerry O'Rourke,  
Director, BLI International

Mike Fergus,  
Vice President of Marketing

T.R. Patrick  
Art Director