

## Canon U.S.A., Inc.

### BLI PaceSetter 2019–2020 for Healthcare: Hospital Networks



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

- Outstanding document imaging hardware offerings to suit any document input/output need in a healthcare environment
- Strong services portfolio that includes business process automation (BPA) solutions designed specifically for hospitals
- Attention to security and data compliance, contributing to improved HIPAA compliance for hospital networks
- Leading-edge medical equipment that helps physicians diagnose conditions more quickly and more accurately

Healthcare providers at every level face mounting pressure 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 this one-of-a-kind study focused on the needs of healthcare customers, Keypoint Intelligence 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 Keypoint Intelligence - Buyers Lab have recognized Canon U.S.A., Inc., with a BLI PaceSetter award for the Healthcare market in the Hospital Networks category.

Canon garnered top marks in the Hardware category, thanks to its strong portfolio of document imaging devices that range from imageRUNNER ADVANCE A3 MFPs and imageCLASS A4 printers and MFPs to imageFORMULA scanners and production and wide format printers. This lets Canon cover every document capture or output need, from the admissions desk and nurses' stations to the inhouse printroom. But Canon's hardware offerings go beyond document imaging: The company's stable includes a varied mix of equipment that includes digital radiography and ophthalmology equipment, MRI and CT systems, genotyping assays for genetic researchers, smart security cameras for monitoring indoor and outdoor premises, and LCOS projection systems ideal for university/teaching hospitals. On the software front, Canon delivers customized

BPA solutions designed specifically for hospitals, including records management, managed document services, project management, and procure-to-pay.

“In our study, Canon demonstrated that it has the hardware and software portfolios to help providers be more efficient and profitable while providing a higher quality of care,” noted Jamie Bsales, Keypoint Intelligence’s Director of Solutions Analysis. “Canon complements this portfolio with services that help hospital networks build better systems, eliminate redundancies, and focus on what matters: the patients.”

## About Keypoint Intelligence - Buyers Lab

Keypoint Intelligence is a one-stop shop for the digital imaging industry. With our unparalleled tools and unmatched depth of knowledge, we cut through the noise of data to offer clients the unbiased insights and responsive tools they need in those mission-critical moments that define their products and empower their sales.

For over 50 years, Buyers Lab has been the global document imaging industry’s resource for unbiased and reliable information, test data, and competitive selling tools. What started out as a consumer-based publication about office equipment has become an all-encompassing industry resource. In a landscape that’s ever evolving, we change with it.

## About Buyers Lab PaceSetter Awards

Based on exhaustive questionnaires, in-depth interviews, and a proprietary rating scale, Buyers Lab PaceSetter awards recognize those document imaging OEMs that have shown market leadership in a variety of categories, including Document Imaging Security, MFP Platforms & App Ecosystems, Mobile Print, and key vertical markets.

## KEYPOINT INTELLIGENCE - BUYERS LAB • North America • Europe • Asia

Gerry Stoia, CEO

Deanna Flanick, CRO

Patrick Albus, CFO

Randy Dazo, Group Director,  
Office Technology & Services  
Randy.Dazo@keypointintelligence.com

Jamie Bsales, Director,  
Solutions Analysis  
Jamie.Bsales@keypointintelligence.com

Deborah Hawkins, Associate Director  
Deborah.Hawkins@keypointintelligence.com

George Mikolay, Associate Director,  
Copiers/Production  
George.Mikolay@keypointintelligence.com

Marlene Orr, Director,  
Printer & MFP Analysis  
Marlene.Orr@keypointintelligence.com

Carl Schell, Managing Editor  
Carl.Schell@keypointintelligence.com

### U.S. ANALYSTS

Kris Alvarez, Editor  
Kris.Alvarez@keypointintelligence.com

Lee Davis, Editor,  
Scanner/Software Evaluation  
Lee.Davis@keypointintelligence.com

Rebecca Schiffenhaus, Consultant  
Rebecca@keypointintelligence.com

Kaitlin Shaw, Editor,  
Printer & MFP Evaluation  
Kaitlin.Shaw@keypointintelligence.com

### EUROPEAN ANALYSTS

Priya Gohil, Senior Editor  
Priya.Gohil@keypointintelligence.com

Simon Plumtree, Senior Editor  
Simon.Plumtree@keypointintelligence.com

Samantha Phillips, Editor  
Samantha.Phillips@keypointintelligence.com

Andrew Unsworth, Editor,  
Software Evaluation  
Andrew.Unsworth@keypointintelligence.com

### LABORATORY

Pete Emory, Director of U.S./Asia  
Research & Lab Services

David Sweetnam, Director of  
EMEA/Asia Research & Lab  
Services

### COMMERCIAL

Mike Fergus,  
Vice President of Marketing &  
Product Marketing

Gerry O'Rourke,  
International Commercial Director