YSOFT SAFEQ®

CUSTOMER QUOTE SHEET

YSOFT SAFEQ – WHAT CUSTOMERS ARE SAYING

Bang & Olufsen

“The combination of YSoft SafeQ’s Print Roaming and simple to use scanning processes, all within the same software product, means easy handling of these work tasks by our employees at Bang & Olufsen.”

---**Thomas Kaaber Senior Manager**
Corporate IT at Bang & Olufsen a/s

Boehringer Ingelheim

“With the Y Soft solution, we’re not having to do much recycling and we’ve reduced the print amount by as much as 90 percent.”

---**Mary Coogan, Facilities Manager**
Boehringer Ingelheim Australia

Česká pojišťovna

“Thanks to the optimization of the print environment with YSoft SafeQ, we succeeded in lowering our costs for printing, copying and scanning by about 30%. And because we also replaced inefficient, old equipment with new MFDs, we will see more savings over the next five years. With these significant cost reductions, we expect to achieve ROI within two years.”

---**Pavol Bonotka**
Česká pojišťovna, a.s.

Fransabank

“Konica Minolta, Copytech and Y Soft worked closely to deliver a complete solution that solved all our requirements. From design to implementation, and now the ongoing management of the solution they have kept it simple and hassle free for us.”

---**Mr. Khaled Dankar, Deputy Head of ICT & Projects Division**
ICT Production Environment Department ICT & Projects Division
Fransabank Group

Furniture Resource Centre (FRC)

“With YSoft SafeQ, users are now able to access their prints from any device using their own unique access code. This has reduced wasted prints as unwanted print jobs are no longer left uncollected on printer output trays which was a significant problem for our larger departments.”

---**Tony Rowan, Director of Finance**
FRC Group

GEOTECHMIN Group

“Without a doubt, our biggest demand was to have a stable printing infrastructure and competent local support established, demands which were fully met after the implementation of the project. The printing and scanning solution installed by Konica Minolta and Y Soft is of key importance for our long-term goals to provide clear and transparent business processes within the Group.”

---**Svetoslav Marinov, CEO**
ITR Services Ltd, part of GEOTECHMIN Group

Kreisson

“Y Soft is extremely responsive. As soon as we contact them, they deal with the issue straight away. I’ve even had Y Soft people return my call from overseas, which is an incredible commitment to service.”

---**Kanella Glinatsis, Accounts Administration**
Kreisson

Methodist Ladies’ College (MLC)

“YSoft SafeQ has significantly enhanced the print outcomes for staff and students and lets us monitor usage by department and understand requirements for functionality such as scanning, black and white and color printing.”

---**James Berry, Corporate Services Director**
MLC

NORDJYSKE Medier

“After the Konica Minolta and YSoft SafeQ solution was implemented, both the number of inquiries and the number of maintenance tasks for the IT department fell to an absolute minimum. Operations and the stability of the system have also improved. And from a cost savings perspective, we reduced overall print costs by 20%. In addition to cost-saving benefits, YSoft SafeQ has significantly improved the work environment for employees. And the YSoft SafeQ Print Roaming feature enables employees to print their jobs at the most convenient printer anywhere in the company.”

---Kim Faarbæk, Controller
NORDJYSKE Medier

Raiffeisen Bank International

“YSoft SafeQ forced our staff to think more about what they really need to print. Thanks to that, our print volume and costs dropped immediately by 30%. Our IT staff has found YSoft SafeQ simple to administrate. They appreciate the centralized structure and reporting system, which makes the management and service of the entire printing network very easy and flexible.”

---Ivan Seneković, IT&C Administrator
Raiffeisen Bank International

Rawson Homes

“The lack of control we had over our printing environment, which wasn’t being centrally managed, meant that we had no idea who was printing what or where documents were being printed. We also had no way of properly securing sensitive legal documents, which play a very important role in what we do.”

---Donal Hurley, System Administrator
Rawson Homes

RPG Real Estate

“Thanks to the optimization of our print environment using Konica Minolta MFPs with YSoft SafeQ, we managed to reduce the cost of printing and copying operations by 30%. Because of this steep reduction in costs, we expect ROI within two years.”

---Karel Hercik, ICT Director
RPG Real Estate

S IT Solutions CZ, s.r.o. for Erste Group Bank

“As one of the largest financial services providers in Central and Eastern Europe, Erste Group Bank AG’s IT operations have to be smooth and almost transparent to our employees and customers. When deploying YSoft SafeQ throughout our headquarters and branches, Y Soft and their partner managed the project extremely well on time and in scope. They understood our needs and goals and delivered the promised value and continue to provide excellent ongoing support through Proactive Care.”

---**Petr Miskovsky, Head of Client Services**
S IT Solutions CZ, s.r.o. for Erste Group Bank

Sberbank CZ a.s.

“Thanks to Konica Minolta and YSoft SafeQ, we have substantially reduced the cost of printing and have a complete view of printing across the entire bank. With its advanced reporting capabilities and simple operation, I highly recommend YSoft SafeQ. One of the biggest benefits [of YSoft SafeQ] is the Reporting feature. The reports give us all the information we need. What’s more, we’ve reduced the number of prints very dramatically.”

---**Tomáš Fedrsel, Systems Engineer, IT Operations**
Sberbank CZ a.s.

Severn Trent Water

“YSoft SafeQ has changed the printing culture within our company. Users print just what they really need with less color prints. Thanks to YSoft SafeQ reporting, we have identified and managed users who had a history of high volume printing.”

---**David Field, Senior Category Specialist**
Severn Trent Water

SSI Schäfer

“Because every employee had an ID card, it made sense to use these also for authentication. With the external terminal from YSoft SafeQ, we can access our print jobs without a single click. The wastebaskets near the machines have been a lot less full since then. We simply print only the documents we really need – on any printer within the network.”

---**Walter Lindsberger, IT Helpdesk**
SSI Schäfer

Tameside Metropolitan Borough

“With YSoft SafeQ, I do not have to rely on IT to make changes. The dashboard allows me to see all our licenses which makes my life much easier.”

---**Karen Roylance, YSoft SafeQ Administrator, IT Department**
Tameside Metropolitan Borough

T-Mobile

“Due to YSoft SafeQ, T-Mobile succeeded in obtaining all the advantages provided by network printing. The volume of printing operations has already been reduced by simply being able to monitor usage.”

---**Kateřina Šuvarinová, Director of Sales Support and Customer Service**
T-Mobile

Telefonica O2 Czech Republic

“The one-button scanning function that sends scans straight to the user’s email box is really popular with our employees. From any printer equipped with a YSoft SafeQ terminal, our employees can select print options, make copies and scans, and easily reprint jobs.”

---**Yvona Mazačová**
Telefonica O2 Czech Republic

The Richards Group

“We went from 120 printers to 24. YSoft SafeQ is a big hit and we are saving between $1,000 and $1,500 per month. Security is very high. Particularly in an open office like we have, YSoft SafeQ ensures that prints aren’t sitting where anyone can see them. Users love the print roaming feature. Instead of having to pick up their jobs at a specific printer, their print jobs follow them wherever they are. What’s more, security is no longer a worry.”

---**Michael Cook, Systems Administrator**
The Richards Group

UniCredit Bank

“With the security of our sensitive information assured, we reached a completely new level of confidence.”

---**Primož Žibert, Information Technology Department**
UniCredit Bank

Volksbank CZ, a.s.

“High-quality print and copy services with the highest level of reliability are one of the basic requirements for the functioning of our bank. Six hundred fifty employees use the printers to make more than 250,000 copies per month. The majority are monochrome prints in a classic A4 format. Hundreds of copies are made in A3 format.”

---**Igor Dobricky, IT Department Head**
Volksbank CZ, a.s.