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NEWS RELEASE

17/05/2011

Kyocera and ProcessFlows partner to bring electronic and Fax over IP capability to Kyocera Multi Function Printers

Multi Function Print (MFP) and print management supplier Kyocera and ProcessFlows - specialists in 'Improving Business by Transforming Process', have joined forces to bring the latest electronic fax software solutions to the Kyocera print market.

ProcessFlows is the UK distributor for OpenText RightFax – a network fax software which integrates with MFPs to consolidate the development, duplication and distribution of documents; leading to a more connected and efficient work environment.

Franca Cognata, Channel Partner Manager at ProcessFlows, said: *“Working with Kyocera to promote the benefits of expanding MFP functionality to include network fax will undoubtedly generate opportunities for both parties. Kyocera sells exclusively through the Channel. This means that Kyocera resellers will be able to augment their hardware sales and create incremental revenues by introducing added-value fax software solutions to their portfolio.”*

Fax software integrated with Kyocera's low waste MFPs takes green document processing a stage further - removing the need for costly fax cards and putting the fax function into the IP environment (Fax over IP [FoIP]) which companies have already signed up to.

Enhancing MFP functionality in this way, utilising a sustainable fax technology such as RightFax, which can grow organically with the business as it evolves, unleashes a greater ROI for existing Kyocera print users now and provides ongoing cost savings in the future.

Franca Cognata said: *“Partners don't need to worry about how to install and integrate network fax with their customers' incumbent MFPs or do any on-site training. Our Partner Programme has been specifically designed to include full support services for the technology, leaving Channel Partners free to focus on their clients and new business opportunities.”*

Anup Rai, Product Manager at Kyocera said: *“The sustainability, high performance and low cost of ownership of our Multi Function Printers are key focus areas for Kyocera in both product development and in our marketing strategy. By adding ProcessFlows' electronic fax solutions to existing MFP investments, organisations can cut their costs and demonstrate economic sustainability at a time when outgoings are continuing to spiral, resources are being reduced and belts are being tightened in line with budgets.”*

Further information about ProcessFlows, RightFax technology and Kyocera can be found at the following links:

<http://www.processflows.co.uk>

<http://www.processflows.co.uk/technology/fax-server/rightfax>

<http://www.kyoceramita.co.uk>

Press Information:

Anup Rai and ProcessFlows are both available for comment.

Press Contact ProcessFlows:

Alison Hall

Email: ahall@processflows.co.uk

Tel: 01962 835000

Mobile: 07899 986932

Press Contact Kyocera:

Helen Hopper

Email: Helen.hopper@kyoceramita.co.uk

Tel: 0118 9230720