Xerox Corporation

BLI 2021-2022 PaceSetter
in Education

BLI PACESETTER 2021-2022

EDUCATION

Xerox Corporation has claimed a prestigious Buyers Lab (BLI) 2021-2022 PaceSetter Award in Education for the K-12 and higher education markets thanks to its...

- Commitment to "HyFlex" (hybrid and flexible) learning environments with expertise and products designed for the combined in-person/remote classroom
- MFPs and associated ConnectKey apps that help boost productivity, convenience, and quality in education settings
- Hardware beyond print, including laptops, Chromebooks, and smart whiteboards that can be procured through Xerox's IT services division
- Advanced 3D print and AR/VR technologies that can enhance the learning environment

Whether students are learning remotely, in person, or a mix of both, it is essential that they and their instructors have the required tools to make this happen effectively. They don't just need computers and an Internet connection, but also the full range of technology and solutions to facilitate their learning journey. A proven partner with this kind of portfolio is key.

Applying a proprietary rating scale to submitted data, Keypoint Intelligence determined that Xerox leads the North American document imaging industry in its ability to serve the education market with its document imaging products and IT services, namely apps and software. The company offers a unique mix of education-centric ConnectKey MFP-resident apps, including connectors to the Blackboard Learn and Moodle learning management systema as well as Gravic's test grading service.

"Xerox also shines with its portfolio of office and production print hardware, along with its 3D ElemX Liquid Metal Printer for use in higher education," said Jamie Bsales, Keypoint Intelligence's Director of Smart Workplace & Security Analysis. "We especially appreciate the company's growing lineup of self-service kiosks that make printing and scanning more convenient."

Thanks to its Xerox Business Solutions (XBS) division, the company is also a growing provider of a full complement of IT products and services. For example, XBS is an authorized reseller and warranty service partner for leading brands of laptop PCs and other peripherals. And because of its CareAR acquisition, Xerox is now an AR/VR technology leader for purposes such as campus tours, equipment training, and virtual learning.

About Keypoint Intelligence

For 60 years, clients in the digital imaging industry have relied on Keypoint Intelligence for independent hands-on testing, lab data, and extensive market research to drive their product and sales success. Keypoint Intelligence has been recognized as the industry's most trusted resource for unbiased information, analysis, and awards due to decades of analyst experience. Customers have harnessed this mission-critical knowledge for strategic decision-making, daily sales enablement, and operational excellence to improve business goals and increase bottom lines. With a central focus on clients, Keypoint Intelligence continues to evolve as the industry changes by expanding offerings and updating methods, while intimately understanding and serving manufacturers', channels', and their customers' transformation in the digital printing and imaging sector.

About BLI 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 technologies, services, and key vertical markets.

KEYPOINT INTELLIGENCE – North America • Europe • Asia

Senior Leadership

Anthony Sci
President and CEO

Randy Dazo
Chief Strategy & Product Officer

Deanna Flanick
Chief Revenue Officer

Matt Farmer
Vice President, Finance

PaceSetter Team

Jamie Bsales
Director, Smart Workplace & Security Analysis

Lee Davis
Associate Director, Software/Scanners

Christine Dunne
Consulting Editor

Deborah Hawkins
Director, Office Group

Eric Zimmerman
Director,
Wide Format Printing