

# DocPoint BreakOut

VOLUME 4 | 2017 | BREAKOUT INTO SHAREPOINT SOLUTIONS

## EXPANDED OPPORTUNITIES Joining the Konica Minolta Team

When looking for new avenues for revenue and growth, companies seek partners that complement their existing products and services. In order to expedite the growth Quality Associates, Inc. (QAI) and DocPoint Solutions, Inc. (DocPoint) were experiencing, we sought a strategic partner with a strong background in serving both the Federal and health science sectors that would enable the companies to maintain our corporate values and continue to provide outstanding support for current customers, while providing a global platform for expansion into new markets.

Enter Konica Minolta Business Solutions U.S.A., Inc., (Konica Minolta), an industry leader in enterprise content management, technology optimization and cloud services. Over the past few years, Konica Minolta has been rapidly expanding its Enterprise Content Management (ECM) practice. In September 2016, QAI, DocPoint and Konica Minolta joined forces and created a synergy that expands our offerings and brings new opportunities to each of the partners.

Together, the services offered will improve our clients' speed-to-market, manage their technology costs and facilitate sharing of information to increase productivity.

With the acquisition of QAI and DocPoint, Konica Minolta grows its SharePoint and Business Process Outsourcing (BPO) practice areas, while QAI and DocPoint can now bring our clients Konica Minolta's portfolio of offerings. Together, the services offered will improve our clients' speed-to-market, manage their technology costs and facilitate sharing of information to increase productivity. In addition to the expansion of services offered, QAI and DocPoint will continue to implement BPO and systems integration best practices that will raise the bar on the high-quality service and solutions we provide to our clients.

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Our Mission: DocPoint Solutions is a professional services delivery organization that specializes in innovative electronic content management (ECM) solutions that place organizations' business processes and objectives as the primary system design criteria.



Clients can expect the same level of quality service that they have known in the past, and will benefit from DocPoint's broader footprint.



SCOTT SWIDERSKY  
*President*



## MESSAGE FROM THE PRESIDENT

The past year marked the start of a transformation for DocPoint Solutions (DocPoint). After five years of steady growth, DocPoint became a part of Konica Minolta Business Solutions U.S.A., Inc. (Konica Minolta), an industry leader in enterprise content management (ECM), technology optimization and cloud services.

With the expansion of its ECM practice, Konica Minolta has begun to transform itself from a hardware company into a leading player in the ECM space. And, the DocPoint team has the unique opportunity to help Konica Minolta succeed by providing business insight based on the in-depth industry knowledge of our employees.

This move not only gives current DocPoint employees a broader range of opportunities, it also ensures that DocPoint will continue to attract highly-qualified individuals. The ECM space is a function of talent. As such, the success of a business is dependent on the quality of the talent that joins the company. From business analysts and developers to integrators and trainers, these roles require individuals who have the knowledge and understanding to create long-term solutions that improve business processes for our clients.

As we move forward, clients can expect the same level of quality service that they have known in the past, and will now benefit from DocPoint's broader footprint. DocPoint partners will also see new opportunities within the expanded Konica Minolta network. We are thrilled about what the future has in store for us, and look forward to you being a part of it.



**SCOTT MONEY**  
*Director of Technology  
and Solutions*

## **BEST PRACTICES TO ENSURE YOUR NEXT IT PROJECT IS COMPLETED ON TIME AND WITHIN BUDGET**

There are two questions that are top of mind when it comes to any software implementation: How long will it take? And, how much will it cost? Incorporate these best practices into your project to create and execute a solid project plan that answers both of these questions.

### **Business Analysis**

An important step that is often overlooked in a software implementation project is the business analysis phase. Take the time to analyze your current business processes and to identify your current and day-forward business needs. Approaching a project from this angle ensures that the technology solution proposed meets both your business's current and day-forward business needs.

### **Clearly Defined Project Scope and Schedule**

Once business needs are established and a solution is proposed, it is important that a clearly defined project scope and schedule are developed and shared with key stakeholders within the organization. Having clear expectations of what will, and will not, be delivered as part of the project will keep changes to the scope to a minimum—reducing implementation timelines and increasing project cost savings. Buy-in from key stakeholders, and the project team, on key deadlines sets expectations, as well as ensures that everyone is aware of essential project milestones.

### **Open Communication**

In addition to a comprehensive project management plan, a key component of keeping your project on track is clear and open communication throughout the project. Being available for weekly updates or project calls with your internal and external project teams means everyone involved with the project receives the information they need in order to complete their tasks.

By following these best practices, you can ensure that the solution delivered not only meets business needs, but also is delivered on time and within budget.



## OVERCOMING THE USER ADOPTION CHALLENGE

One of the greatest business challenges of implementing new technology solutions is user adoption. However, businesses can significantly increase user adoption and overcome this challenge by involving end users from the beginning of the project and providing comprehensive training.

Ensure you get the most out of your technology investment by encouraging user adoption with early end-user involvement.

User adoption starts during the business analysis (BA) phase of a project. For a solution to meet the business needs of any organization, it is important for technology partners to sit down with end users to document processes currently employed to complete day-to-day tasks. Furthermore, it is equally important to gather input from staff members throughout the organization on the current system's problems and benefits. Involving end users from the start encourages those users to take ownership of the new solution, instead of feeling as if it is being forced on them.

In addition to involving end users in the BA phase of a project, including them in the testing, validation and training phases ensures that the solution meets the day-to-day needs of the staff. Along with testing the system for functionality, training materials are developed during this phase. This is because in order to test the system, staff members need training on the system capabilities and the components with which they will test.

As the solution is rolled out, or goes live, training will become even more critical to user adoption. Work with your project team to develop a comprehensive training phase tailored to the end user's comfort level with the solution, as well as other considerations, such as a remote location. These training sessions will boost staff members' confidence in their own skills, as well as their comfort with the solution. To further increase user adoption, provide users with job aids that include diagrams and step-by-step instructions with screen captures for commonly used processes.

In the end, you can implement the perfect solution for your organization—but, if nobody uses it, you have wasted both time and money. Ensure you get the most out of your technology investment by encouraging user adoption with early end-user involvement and continuing to cultivate it throughout the implementation process and beyond.



SCOTT MONEY  
*Director of Technology  
and Solutions*

Microsoft has expanded  
the hybrid compatibility  
with SharePoint 2016.



## THE HYBRID SHAREPOINT ENVIRONMENT

Closer integrations between SharePoint and Office 365 indicate that the future of SharePoint is a completely online environment. Yet, many organizations have records management plans, security requirements and protocols that prohibit moving all their content to the cloud. So where does that put SharePoint?

While most DocPoint clients still prefer an on-premise SharePoint environment, more are considering a hybrid environment as an option when implementing or upgrading SharePoint. With a hybrid SharePoint environment, organizations can host sensitive information on-premise, while taking advantage of the features of SharePoint Online.

To encourage users to take the first step toward a cloud-based SharePoint environment, Microsoft has expanded the hybrid compatibility with SharePoint 2016. Its Hybrid Search provides unified search results by searching both on-premise

and cloud content. With the Sites option in the App Launcher, users can seamlessly navigate between on-premise SharePoint sites and cloud-based sites. Further, with the ability to add links to libraries, users can access cloud-based content remotely. These enhanced capabilities provide users with a seamless SharePoint environment.

For administrators concerned about security within a hybrid environment, Microsoft has introduced SharePoint Hybrid Auditing. This feature gives administrators full visibility into user activities in both the online and on-premise SharePoint environments.

As with any new software implementation, it is essential to take the time to assess what functionalities are required to meet current and future business needs, in addition to where content will be stored. This will determine if a hybrid environment is the right fit for your organization, now or in the future.

## A CLOSER LOOK AT SHAREPOINT 2016

Over the past decade, SharePoint has become an essential tool in enterprise content management (ECM) and with each version of SharePoint there are changes. A key part of determining if a new SharePoint version is the right fit for your business is evaluating the changes and new capabilities the solution provides. SharePoint 2016 is the latest version and may be a consideration for businesses looking to implement or update a SharePoint environment. Here is a closer look at a few of the changes and features of SharePoint 2016.

### Installation

Commonly used by development teams, SharePoint Foundation and the Stand Alone options are no longer available. Instead of providing a separate product, the core functionality of SharePoint Foundation has been blended into SharePoint 2016. As an alternative to Stand Alone and Foundation installations, SharePoint 2016 offers a Single Server Farm option. This option requires the user to install SQL Server as a separate step but it still provides a compact, solid development setup option.

### Excel Services

One major change in SharePoint 2016 is that Excel Services has been removed from SharePoint and replaced with Excel Online. This requires the deployment of Office Online Server with Excel Online to utilize the full functionality of Excel. Excel Online also provides users with additional capabilities such as the ability to search in Pivot Table filters and view and insert comments. In addition, it is important to review the technical changes with Power BI as well, which is sometimes used in conjunction with Excel-based solutions.

### Large File Support

Businesses with a large amount of content or the need to store large files require an ECM environment that not only meets their current requirements to

store these items, but also has the storage capacity to handle the amount of future content that will be entered into the system. One of the major updates of SharePoint 2016 is its capacity to handle files up to 10GB. When dealing with large files, it is important to remember to plan your SharePoint architecture according to best practices of Content Database size limitations. While SharePoint 2016 supports up to 4TB per content database, for ease of backup Microsoft recommends that content databases be limited to 200GB.

### Indexing and Search

Further supporting organizations with a large amount of data, SharePoint 2016 has increased the number of indexed items twofold over SharePoint 2013 and SharePoint 2010. This, coupled with the ability to search indexed items regardless of whether they are stored on the cloud or on-premise, means businesses can access information quickly with increased efficiency.

### Mobile Experience

As workforces go mobile, having the ability to access information and work from mobile devices anywhere at any time has become a business necessity. With the Responsive User Interface Package for SharePoint on-premise environments, SharePoint views are adapted to the users' screen size, making it easier to navigate within SharePoint on mobile devices and improving the end-user experience. Similarly, the release of SharePoint mobile apps for iOS, Android and Windows phones provides users with access to their SharePoint environment—whether it is on-premise, online or hybrid.

These are just a few of the new features available with SharePoint 2016. Before beginning any type of implementation or upgrade, it is essential to complete a business analysis effort to make sure the changes in the SharePoint platform are compatible with the business plans to migrate, design and configure solutions.

# CUSTOMER TESTIMONIALS



DONALD LAUER

*IT Web Development & Portal Manager, Ciena*

Based upon pressure from the customer and account team management, we needed to find a way to streamline our engagement processes further. Our current method of using disparate platforms, Excel spreadsheets and emails to track the sales process from initial bid, through purchase order and equipment delivery proved to be too slow. We needed to get faster. So, when we were asked to reduce our delivery time for a large European telecommunications company by more than 45 percent, we brought in DocPoint Solutions to help us develop workflows and custom lists using Nintex within our current SharePoint environment.

Through partnering with DocPoint we have learned that their team is more than just experts in Nintex and the use of SharePoint. They continually worked with us to review and document the business processes that, while being used successfully, were not clearly defined. Their willingness to be business partners as well as technical experts has been reassuring.

[www.ciena.com](http://www.ciena.com)

## DOCPOINT WELCOMES THE FOLLOWING NEW CLIENTS

Adirondack Bank

Aetos Systems, Inc.

Air Force Research Laboratory

Ciena Corporation

Four Points Technology

GlobeTax

Hannon Armstrong

Harris Corporation

Pension Technology Group

SRA International

U.S. Food and Drug Administration -  
Center for Drug Evaluation and Research

United States Department of  
Agriculture - National Agricultural  
Statistics Service

United States Pacific Command



**MARK ALBERT**

*Director, University Web & Identity Services, Division of Information Technology, The George Washington University*

When we implemented SharePoint in 2013, we wanted to make it Service Enterprise capable. However, successfully developing workflows within SharePoint for an institution this large and complex would require a serious commitment from our IT resources, which were already limited. Therefore, in order to save our resources, we sought a product that would enable end-users to create very simple process automation—such as workflows and forms.

After considering different solutions, we purchased Nintex from DocPoint Solutions. Along with the solution, we purchased Nintex's online training videos. However, our stakeholders required a more hands-on approach so we brought in DocPoint for a three-day training program. Through working with DocPoint, our stakeholders realized the value of this solution and have gone on to increase efficiencies by creating and using Nintex workflows and forms.

It is our goal to assist offices throughout George Washington University in improving processes by giving them the tools they need to succeed. With DocPoint, we have been able to break down past barriers to innovation and put face-to-face communication between IT and stakeholders. Having a responsive partner, such as DocPoint, is invaluable as we continue to roll out this solution to new offices and seek increased user adoption.

[www.gwu.edu](http://www.gwu.edu)



**KEVIN ULTSH**

*Systems Analyst, GlobeTax*

After implementing SharePoint 2010, we discovered that we required more workflow and reporting functionalities than the out-of-the-box solution provided. So, GlobeTax turned to DocPoint Solutions, who helped us create digital workflows and maintain our project reporting by using Nintex within SharePoint.

Working with our DocPoint architect, GlobeTax was able to create complex workflows in a very short amount of time. What would have taken us weeks or months, only took a few hours with DocPoint's assistance. These digital workflows are also allowing our Client Services Department and our Operations Department to communicate more frequently and efficiently to effectively nurture and sign potential clients. In addition, DocPoint created a high-level report that aggregates data from thousands of projects and gives an overview of their completion. We continue to rely on on-going support from DocPoint to help us develop solutions to meet new business needs.

[www.globetax.com](http://www.globetax.com)

Having a responsive partner, such as DocPoint, is invaluable.

# KEY PARTNERS



Concept Searching is the industry leader specializing in semantic metadata generation, auto-classification and taxonomy management. It holds a Microsoft Gold Application Development competency, and its award-winning technologies manage all unstructured information assets in on-premise, cloud or hybrid environments. Integrated with SharePoint, SharePoint Online and OneDrive for Business, its intelligent metadata solutions significantly improve access to knowledge assets.

The partnership between DocPoint Solutions and Concept Searching enables clients to achieve a new level of interoperability and information transparency accessing diverse content repositories. The ability to identify intelligent content in context remains unique in the industry. This ability delivers intelligent information at the time it's needed, in the right context, to the right person. As an infrastructure framework, organizations can improve diverse content-centric applications such as search, records management, protection of confidential information, compliance, governance, migration, collaboration, and text mining

and analytics. The traditional bottlenecks of accessing siloed information is eliminated and the technology is platform agnostic. The result is the translation of content into knowledge that reduces risks and costs, and achieves quantifiable benefits.

"This partnership is of great value to Concept Searching," said Martin Garland, president, Concept Searching. "DocPoint Solutions is an expert partner with the ability to truly understand the client objectives and transform their vision into reality. Content lifecycle management and knowledge management is becoming a high priority for any organization that places value on content assets, and realizes that, in order to succeed, the content must deliver value in return and be easily managed. Our software, together with DocPoint Solutions expertise, improves decision making, and content which is typically hard to find becomes visible, understandable, and actionable," he concluded.

[www.conceptsearching.com](http://www.conceptsearching.com)



A product made by Montreal-based software development firm GSOF, Sharegate helps thousands of IT professionals worldwide manage, migrate and secure their SharePoint and Office 365 environments. Through five years of helping more than 10,000 clients across 90 countries run successful SharePoint environments, Sharegate has positioned itself as one of the top SharePoint administration tools in the industry.

"Our philosophy is that simplicity and happiness are keys to success," says Laurent St. Pierre, partner program director, Sharegate. "We value our partnership with DocPoint and look forward to helping Konica Minolta and DocPoint make migrating and using SharePoint a simpler and more enjoyable experience for their clients."

[en.share-gate.com](http://en.share-gate.com)



eSignLive, a globally recognized leader in electronic signature solutions, has more than two decades of experience building digital trust in federal, state and local governments, while offering several out-of-the-box connectors that make easy work of implementation. Their close collaboration with Nintex provides additional synergies to deliver onboarding expertise for a modern, mobile customer experience that includes secure e-signing capabilities. For direct integration, eSignLive also offers an easy-to-use application program interface (API), software development kits (SDKs) and documentation accessible from the developer community.

The partnership between DocPoint and eSignLive powers automation from end-to-end—allowing customers to digitize entire workflows and eliminate the need for paper for final signature and approval. In addition, eSignLive is the only FedRAMP compliant e-signature platform. This allows DocPoint to help customers—including those in the federal government space—move to a paperless office, enable compliance and support their digital transformation strategy.

“The two areas where projects often stall are in the requirements and implementation stages. The value of the DocPoint and eSignLive partnership is our deep expertise in the government market’s unique process automation, compliance and security challenges. Together, we bring a proven track record implementing cloud, mobile and e-signature technologies that move digital transformation projects forward quickly and improve services for citizens, partners and employees,” says Tommy Petrogiannis, President, eSignLive by VASCO.”

[www.esignlive.com](http://www.esignlive.com)





MIKE RATIGAN  
*Vice President of Sales*

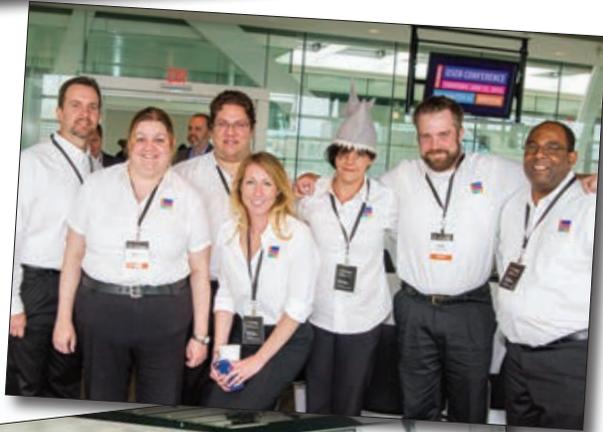
## ENSURING SUCCESS WITH A NEW SYNERGY

Since its inception in 2008, DocPoint Solutions has operated interdependently with its parent company, Quality Associates Inc. (QAI). Handling the beginning of the enterprise content management (ECM) cycle, QAI specializes in data capture initiatives—converting, scanning, classifying and digitizing information. From there, DocPoint provides consultative ECM services and support to help clients input, store and share information across the enterprise. Although this form of synergy may be nontraditional, the resulting benefits to both customers and partners have caught the attention of many in the industry, including Konica Minolta Business Solutions U.S.A., Inc. (Konica Minolta). In September 2016, QAI and DocPoint joined forces with Konica Minolta as part of its ECM practice.

Now, with QAI's document imaging solutions and DocPoint and Konica Minolta's ECM services, clients have a single resource for everything that is document management.

Now, with QAI's document imaging solutions and DocPoint and Konica Minolta's ECM services, clients have a single resource for everything that is document management. Before any organization can modernize, they have to clean up content in the enterprise. Businesses need a more comprehensive strategy, or a business process optimization (BPO) strategy of taking physical paper content and designing a high-speed scanning solution combined with a day-forward process. This is where QAI, along with Konica Minolta's multi-function devices combine a solution that focuses on content. DocPoint solutions helps these businesses create a SharePoint environment that fosters collaboration, increases efficiency and reveals business insights. This synergy takes the client from paper to cloud and keeps it all within the Konica Minolta system solution.

"With a broader range of ECM, SharePoint and BPO capabilities, QAI and DocPoint have become an even more strategic partner to our clients by being able to offer them long-complete solutions under the Konica Minolta umbrella," said Mike Rattigan, vice president of sales, DocPoint Solutions.



## POSITIVE IMPACTS THAT CHANGE BUSINESS

QAI and DocPoint Solutions' 8th annual user conference was a huge success! The event, held at the Newseum in Washington, D.C., brought together industry experts, thought leaders and technology professionals to discuss positive impacts that change business. From content management tools and cloud solutions, to process automation and collaboration platforms, our user conference covered today's most important trends and topics in a fun, relaxed environment.

Kicking off the event was an engaging keynote presentation from John Burton, CEO of Nintex. An influential visionary in the marketplace, Burton discussed how to turn change into an opportunity, rather than a challenge. Followed by, DocPoint's Olivia Stewart, senior SharePoint architect, she engaged attendees with her overview of the evolving role of IT in information management.

In the afternoon, Scott Thompson, senior cloud and datacenter solution specialist for Microsoft, and Salvador Barragan, chief of section: information governance at the International Monetary Fund, shared real-world examples of how enterprise content management can positively impact businesses. Shortly after, Ralph Gammon, editor and publisher of the *Document Imaging Report* moderated an insightful technology panel.

Between presentations, attendees participated in "Vendor Breakout" sessions, where they met with our sponsors and got an inside look at their latest technology solutions and services. In addition, everyone enjoyed lunch from exclusive caterer—internationally acclaimed chef, Wolfgang Puck. The day ended with a happy hour on the Newseum's terrace overlooking the city, complete with live reggae music.

Thank you to all who joined us for our 8th annual user conference, as well as our sponsors, partners and staff for making the event a success. Hope to see you again next year!

For more details on the conference, including photos and speaker presentations, visit: [www.uc2016qai-docpoint.com](http://www.uc2016qai-docpoint.com)

8TH ANNUAL

**USER CONFERENCE**

**THURSDAY, JUNE 23, 2016**

**WASHINGTON DC**

**NEWSEUM**

# EMPLOYEE SPOTLIGHT



## OLIVIA STEWART

*Senior SharePoint Architect and Developer*

"If you do what you love, you'll never work a day in your life." Fortunately for Olivia Stewart, DocPoint's SharePoint and Nintex architect, this could not be more fitting. Growing up, Olivia was interested in many aspects of IT and would build computers with her sister as a hobby. Her father was also actively involved in IT—including SharePoint—which only fueled her interest in IT, but only as a hobby.

It wasn't until after she received her degree in English from the University of Maryland did Olivia realize she could turn her hobby into a career. Today, Olivia oversees the delivery of DocPoint's largest, most complex, and most strategic projects. DocPoint clients benefit from her passion for developing solutions to help their business processes run smoother.

"Being a member of the DocPoint team has provided me with the opportunity to dive deep into each client's current processes during the business analysis phase. I think this, along with the amount of freedom I have to create solutions to help clients work more efficiently, are the best parts of my job."

In her spare time, Olivia enjoys her other hobby—swimming. She competes in U.S. Masters Swimming meets locally, as well as finals that take her across the country. And, while winter months may force her inside, she loves open water swimming. Olivia lives in Laurel with her husband, Dwight, and their two cats Quint and Gizmo.



## DOCPOINT SOLUTIONS IN THE NEWS

As an industry leader, DocPoint's news and views continue to generate a buzz. Recent media highlights include:

### *PYMNTS*

"B2B PAYMENTS Why eProcurement May Boost The Government's Digital Reputation."

### *The Baltimore Sun*

"Maryland adds 200 jobs, unemployment rate drops to 4.6 percent."

### *KMWorld*

"DocPoint Adds Project Hosts' Cloud Solutions and Services to its GSA Schedule 70 Offerings."

### *ENX Magazine*

"DocPoint Solutions Partners with eSignLive to Offer SharePoint-Integrated E-Signatures."

### *GovCon*

"Concept Searching Added To DocPoint Solutions GSA Schedule 70."

### *ECM Connection*

"Quality Associates, Inc. Lands \$5M Task Order Contract From The Office Of Medicare Hearings And Appeals (OMHA)."



## EVENTS

DocPoint Solutions is attending the following upcoming industry events:

### **InspireX 2017 | Feb.13-15 | New Orleans, La.**

InspireX, Nintex's customer and partner conference, features three days of content and networking aimed at improving how you work. DocPoint's Olivia Stewart will present "Architecting Nintex Content Databases: What You Don't Know May Kill You" at the event. The session will include best practices for architecting Nintex databases in large SharePoint environments, as well as provide tips for ongoing maintenance.

[nintex.com/company/events-webinars](http://nintex.com/company/events-webinars)

### **SPTechCon | April 2-5 | Austin, Tx.**

SPTechCon offers more than 80 classes and panel sessions for IT professionals, business decision makers, information workers, developers and software and information architects.

[sptechcon.com](http://sptechcon.com)

### **SharePoint Fest – DC | April 17-20 | Washington, D.C.**

SharePoint Fest – DC offers technical classes, workshops and sessions created to help SharePoint administrators, software developers, information architects and knowledge workers leverage SharePoint in their current environment.

[sharepointfest.com/DC](http://sharepointfest.com/DC)

### **DocPoint and QAI's 9th Annual User Conference June 15 | National Harbor**

Every year, DocPoint and QAI carefully design a conference to bring attendees first-hand knowledge on the latest, most innovative content management trends, tools and technologies. And, we do so in a fun, relaxed, educational and unique environment.

[uc2017qai-docpoint.com](http://uc2017qai-docpoint.com)

### **Microsoft Inspire 2017 | Jul. 9-13 | Washington, D.C.**

Connect with Microsoft employees, industry experts and partners at Microsoft Inspire, formerly known as the Microsoft Worldwide Partner Conference. Join us in Washington, D.C. to build connections, increase engagement with Microsoft, and transform your business with innovative sessions and experiences.

[register.inspire.microsoft.com](http://register.inspire.microsoft.com)

### **Microsoft Ignite 2017 | Sept. 25-29 | Orlando, Fl.**

The best and brightest minds will be all in one place to talk cloud infrastructure and management, productivity, big data and the internet of things, unified communications, mobility and more. So welcome, thinkers. And get ready for a glimpse at what's possible today and in the future.

[ignite.microsoft.com](http://ignite.microsoft.com)

### **SharePoint Saturday DC | TBA | Washington, D.C.**

This one-day event features sessions from influential and respected SharePoint professionals. Free and open to the public.

### **SharePoint Saturday Baltimore | TBA | Baltimore, Md.**

This one-day event features sessions from influential and respected SharePoint professionals. Free and open to the public.

### **Konica Minolta Innovation Showcases Various Dates and Locations Throughout 2017**

Konica Minolta's Innovation Showcases highlight products and solutions that focus on technological innovation that deliver on the company's vision and strategy for transforming businesses so customers can capitalize on opportunities brought on by the connected world. These showcases provide best-in-class practices for any company size and demonstrations that will give attendees hands-on experience.

[kmbs.konicaminolta.us/kmbs/about/events](http://kmbs.konicaminolta.us/kmbs/about/events)

# EXPANDED OPPORTUNITIES

## Joining the Konica Minolta Team

*Continued from cover.*

"DocPoint has continuously grown over the past five years due to our in-depth knowledge of SharePoint and our commitment to develop solutions that meet the clients' current and future business needs," said Scott Swidersky, president, DocPoint Solutions. "It is clear that the Konica Minolta team values our experience."

Konica Minolta brings DocPoint the resources to expand our existing services nationally and internationally. With offices and personnel around the globe, DocPoint can now locally serve clients anywhere in the world. Additionally, if partners have a project outside of the Mid-Atlantic region, DocPoint is able to partner with them without the extra travel costs.

Since the acquisition, DocPoint has continued to be profitable every month while establishing relationships with the other members of the Konica Minolta ECM team. As the team gains insight into each individual business area within Konica Minolta, we are finding ways to create further synergy within the company.

"Moving forward we anticipate tremendous growth as Konica Minolta continues to become a prominent player in the ECM space," said Swidersky.

**syn•er•gy** /'sinərjē/ noun: synergy; plural noun: synergies; noun: synergism; plural noun: synergisms: **the interaction or cooperation of two or more organizations, substances, or other agents to produce a combined effect greater than the sum of their separate effects.**



**DocPoint Solutions**  
8161 Maple Lawn Blvd, Suite 200  
Fulton, MD 20759  
301.490.7725 | [DocPointSolutions.com](http://DocPointSolutions.com)



**KONICA MINOLTA**



**Microsoft  
Partner**



Gold Cloud Productivity  
Gold Collaboration and Content