Our goal is to make our clients as successful as possible in achieving their business objectives.

LEVERAGING STRENGTHS

Working Together to Grow ECM Practice

Since we were acquired by Konica Minolta in September 2016, the DocPoint Solutions (DocPoint) and Quality Associates, Inc. (QAI) teams have become a true component of the larger Konica Minolta ECM BIS practice.

We continue our mission of supporting mid-size to large businesses, as well as federal agencies, while leveraging the vast resources of Konica Minolta to help support and expand our business process outsourcing (BPO) and content services (CS). In addition, our leadership teams are playing a role in the growth of the national Konica Minolta enterprise content management (ECM) practice.

Working Together To Grow A National Practice

As Konica Minolta looked to transform itself from a purely hardware provider to a solutions provider, the ECM practice was developed. Initially the practice was a regionalized offering. In the past year the sales and operations teams from across the ECM practice have worked together as one team to implement scalable, repeatable business processes. Those processes, in combination with showcasing the expertise of the employees throughout the practice, has allowed us to grow as a national organization.

Continued onto back cover.
New and existing clients will continue to be able to find the perfect solution to meet their needs, all under the Konica Minolta umbrella.
MESSAGE FROM THE PRESIDENT

Looking back at 2017 I can’t help but think about all that has changed; DocPoint completed its first year as a part of Konica Minolta Business Solutions U.S.A., Inc. (Konica Minolta). While we operated, and will continue to operate, as an independent subsidiary, we truly have become an integral part of the Konica Minolta team.

Just as we have expanded our BPO offerings over the past few years, Konica Minolta transformed itself from a hardware company into a leading player in the content services (CS) space. The DocPoint team spent the year working side-by-side with Konica Minolta by providing business insight based on the in-depth industry knowledge of our employees to help the CS practice grow.

It has become clear that the synergy between Konica Minolta, DocPoint and our affiliate, Quality Associates, allows us to provide our clients a complete paper-to-cloud solution. From mid- to high-volume document conversion hardware and services to BPO and ECM solutions, new and existing clients will continue to be able to find the perfect solution to meet their needs, all under the Konica Minolta umbrella.

While we have experienced many changes over the past year, our commitment to exceeding our customers’ expectations has remained the same. Clients have reaped the benefits from DocPoint’s wider range of offerings and our partners have realized the impact of having increased opportunities made available by our expanded Konica Minolta network. On behalf of DocPoint, I’d like to thank our clients and partners for their continued support. We value every relationship, new and old, and truly enjoy working with you. We look forward to the year ahead and having you as a part of it.
A LOOK AHEAD AT SHAREPOINT IN 2018

In late 2017, Microsoft released a sneak peak of its SharePoint Server 2019 product. Scheduled to be released in mid-2018, improvements were made to empower users to share and work together, optimize business processes and to harness collective knowledge.

Here is a look at the biggest improvements that will be made available to users in the coming months.

1. **New Admin Center.** SharePoint will be introducing a brand new Admin Center that will allow users to gain more visibility of all sites and activities in one place. This will include a new homepage displaying SharePoint and OneDrive notifications as well as a “recycle bin” which can recover the deleted sites.

2. **Migration Tool.** Newly designed to move content from SharePoint Server sites to Microsoft’s cloud-based SharePoint Online service in a much more efficient process than before.

3. **Compliance and Security.** Microsoft added “data residency and compliance” capabilities for both SharePoint Online and OneDrive, which are being called “Multi-Geo Capabilities in Office 365.” Organizations will be able to determine which users reside in which geographical locations, and apply policies depending on where they are.

4. **New Hub Sites.** Users can create a new hub site or designate an existing one, and then connect any other sites to that hub site with one setting. Those sites will inherit the navigational structure and the look and feel. Further, the news and activity feeds will roll up into the hub site.

5. **Personalized Search.** Users will experience faster search capabilities. When a user clicks the search bar, they will immediately see the most recent and relevant data before having to type a single character. Additionally, search results will be organized by content type and can be interacted with without having to leave the results page.

These are just a few of the new features that will be available with SharePoint 2019. Remember that 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.
THREE TIPS FOR A SUCCESSFUL SHAREPOINT DEPLOYMENT

Moving legacy file servers to a SharePoint environment is a huge undertaking and many don’t know where to start. Here are three tips to make sure your deployment is a success.

WORK WITH AN EXPERT
A SharePoint expert has seen challenges in all different kinds of organizations. Whether you are a small business, large enterprise, federal agency or private firm, a team of SharePoint experts can apply best practices to your project. In addition, by working with an outside party you gain a complete view of your organization and processes—many times revealing ways to improve business processes for maximum success.

START SMALL
When embarking on a project such as moving from a file server document management environment to a SharePoint enterprise content management environment, it’s natural to want to implement all of the bells and whistles from the start. However, it’s best to start small. This will help users not feel overwhelmed with the changes in their work environment. This is especially true if you are moving from file servers to SharePoint since it’s a huge visual change. Take the time to let staff members become familiar with the system before rolling out additional SharePoint features across the organization.

CUSTOMIZE TRAINING
Training is key in any successful SharePoint deployment. It ensures higher adoption rates and greater Return on Investment (ROI). In addition, it is important that the organization thinks of a SharePoint implementation as a new business tool with new processes instead of a technology that IT is imposing on staff members. Customize the training sessions to focus on the duties and responsibilities of the attendees.
Imagine capturing content using your existing multifunction device which now has a workflow that not only enables it to analyze and send documents to the appropriate folder within a CS system, but also extracts pertinent data from those documents so it’s ready for your staff to use right away...
THE PROMISE OF PAPER-TO-CLOUD

Despite the great promise of turning to cloud-based solutions to support information sharing across an enterprise in a more cost-effective, scalable and secure manner, the transition to the cloud has been slower than expected for many organizations. However, a company that embraces a total paper-to-cloud solution will be best equipped to manage its ever-growing quantities of critical data.

A recent survey conducted by the Association for Information and Image Management (AIIM) for our parent company Konica Minolta found that just 25 percent of respondents indicated they run a completely paper-free environment while another 46 percent of respondents noted that the demand for paperless is gradually on the rise. In the same study another 19 percent of respondents noted a rapid increase in paperless demand.

Today, it’s nearly impossible to discuss content services (CS) without mentioning the cloud. According to AIIM, respondents’ top reason for turning to cloud-based CS is to reduce costs associated with IT resources. In addition to saving back-office costs, a paper-free process can also speed up a company’s customer response and improve the customers’ experience.

What does a paper to cloud transition mean in the CS world? Instead of doing back file capture and then designing a day-forward strategy, imagine capturing content using your existing multi-function device which now has a workflow that not only enables it to analyze and send documents to the appropriate folder within a CS system, but also extracts pertinent data from those documents so it’s ready for your staff to use right away—and that’s just the beginning.

With this wealth of data available electronically, companies can work on business process automation. Companies can realize new efficiencies by initially conducting a business analysis, determining which of its current processes can be automated and creating the appropriate workflows within their CS system. Further, by transitioning from an on-premise solution into a cloud-based solution these workflows are available to employees whether they are working on site or off. This provides even more efficiencies throughout the business, as the move to the cloud reduces infrastructure costs.

Despite some stubborn holdouts, many enterprises are making an undeniable shift away from paper and physical storage toward cloud-based solutions. This shift will continue as the amount of data multiplies prompting more and more organizations to embrace a cloud-based solution.

DocPoint Solutions leverages synergy with its parent company Konica Minolta, which excels at managing the print aspects of content, as well as digitizing content, along with Quality Associate’s (QAI’s) customized document capture and imaging solutions. The result is a complete paper-to-cloud solution under the same umbrella. Contact us to learn more about how we can help your business transition from paper to cloud.
M-12-18 COMPLIANCE:
WHERE DOES YOUR FEDERAL AGENCY STAND?

MEMORANDUM M-12-18, MANAGING GOVERNMENT RECORDS DIRECTIVE, FROM THE OFFICE OF MANAGEMENT AND BUDGET (OMB) AND THE NATIONAL ARCHIVES RECORDS ADMINISTRATION (NARA) REQUIRES FEDERAL AGENCIES TO ELIMINATE PAPER AND USE ELECTRONIC RECORD KEEPING “TO THE FULLEST EXTENT POSSIBLE” BY DECEMBER 2019.

Beyond e-mail correspondence, M-12-18 mandates the permanent electronic management of records such as Microsoft Word documents, PDFs, traditional SMS texts, encrypted communications, messaging apps and even direct messages on social media platforms.

Despite another two years until the Directive’s final compliance deadline, federal agencies have their work cut out for them. Where does your agency stand?

AT THE STARTING LINE

Using scanning technology to merely digitize documents is not enough. A recent article in the Bulletin of the Association for Information Science and Technology labeled the content services (CS) system as “the cornerstone of a modern records management program” when it comes to compliance with the Directive. A content services system, such as Microsoft SharePoint, allows users to capture information, as well as manage access to specific documents and records.

COMPLETE THE CIRCUIT

Federal agencies that have already moved their documents to digital content services must ensure they see the process through to the end. A comprehensive document retention and disposition policy is a critical book-end to digital content services and should include storing, tagging and retrieving data, as well as disposition.

Once these policies are documented, agencies can work within their solution to build those policies into the system and, in some cases automate them. For agencies whose solution does not have built-in policies, or if your agency needs a more robust solution to policy management, there are a number of third-party solutions that will integrate seamlessly.

FINISH LINE AHEAD

Having a plan in place to meet the 2019 deadline is a must for federal agencies. Measures taken today shouldn’t just ensure compliance with the mandate, but should also look toward an increasingly digital future to ensure secure and efficient access to official documents going forward.
CUSTOMER TESTIMONIALS

SHANE PERRY
Program Analyst, The Centers for Medicare and Medicaid Services

Experiencing a lack of formal internal processes, The Centers for Medicare and Medicaid Services (CMS) was putting itself at risk for governance and compliance issues. We engaged DocPoint Solutions to help us gain back control of our operations by getting a handle on how we would manage projects, keep staff on track and ultimately design and deploy a proper project management lifecycle.

DocPoint has routinely gone above and beyond what we have asked for, especially when it comes to building upon our previously established relationship with Nintex and has been vital in the introduction of the AvePoint solution to support our SharePoint deployment. Previously, it took our staff 24-32 hours to complete helpdesk tickets. Now it only takes an average of 6-8 hours. As a result, our project workload has doubled from 30 projects on average to about 60 projects. In addition, we now know the status of every project in the lifecycle and we can better support our internal CMS customers with more accurate timeframes for resolving their business challenges.

As a direct result of our building Nintex workflows within our SharePoint environment instead of working with a separate contractor to build Access databases, our agency is saving approximately $1.5 million a year. We have realized an additional savings of $800,000 by replacing a few of our other outdated systems. We cannot say enough about the DocPoint Solutions team and truly appreciate their collaborative approach throughout every stage of the process.

www.cms.gov

MOHAMED OMER
Senior Project Manager, FDA Center for Drug Evaluation and Research (CDER), Office of Management (OM)

Prior to implementing SharePoint in September 2016, CDER Office of Management (OM) still had numerous manual processes and were looking for a collaborative and easily accessible system to automate workflows and provide business process automation services across the center. In addition, we wanted to adopt a reliable method for tracking approvals, such as ethics filing activity and public health data calls, to reduce the burden of the administrative processes on the Office of Management.

DocPoint provided the technical experience to take CDER OM to the next level and transform many of its processes. With the convenience of utilizing tools that are already available within our SharePoint environment, we could maintain our previous developments and accommodate our evolving requirements to meet the needs of our customers. Over the past year we have built a valuable collaboration with DocPoint that provides a significant value to our organization. As a result, CDER OM is more connected and in tune with our capabilities throughout the organization as a whole.

www.fda.gov
PSIGEN Software, Inc. (PSIGEN) is a global innovator of automated document capture, workflow, content management, and SharePoint solutions. The rise of SharePoint has prompted many organizations to look to scanning their images and to create a paperless environment. PSIGEN provides robust, scalable software to improve the processes around the capture and management of paper, digital documents and other mission-critical information. PSIGEN’s PSIcapture for SharePoint provides a feature-rich scanning and capture onramp for SharePoint.

The partnership between DocPoint Solutions and PSIGEN enables clients’ access to a full range advanced capture, scanning, document imaging and ECM software to meet their capture and document management needs. PSIcapture allows clients to capture/scan document images to SharePoint from a wide variety of scanning devices, including direct-connect scanners, copiers, MFPs and fax machines. With full access to PSIGEN’s technical support and training, DocPoint’s professional services team typically works with PSIGEN at the point of discovery from beginning to end on an as-needed basis.

“Our partnership with DocPoint Solutions, and by extension with Konica Minolta, is very important to PSIGEN,” said Chris Brown, Business Development Manager, PSIGEN. “From a Konica Minolta perspective, it is launching a new platform to tie the clients’ office together. That’s articulated more with the big data and artificial intelligence and as we look down the road I think you are going to see a demand to collect that information and put it in those larger systems. But who is going to put the data into the system? Who does the heavy lifting? When clients are asking these questions, DocPoint knows that including PSIcapture in its recommended solution not only answers these questions, but also eliminates the perceived burden of collecting and importing data. We look forward to seeing where this partnership takes us.”

www.psigen.com

At Gimmal, we believe organizations deserve to spend time on what really matters to them. We help our customers focus on their core missions by simplifying information and records management. Gimmal software solutions establish a new standard for productivity by providing a unique ability to manage information no matter where it exists, along with DoD 5015.2-certified archiving and records management in SharePoint. Our solutions ensure important information is managed across all systems with audit-ready policies on SharePoint, Office 365, Box, OneDrive for Business, legacy ECM platforms, file shares, and in physical formats. Content can be stored in secure record centers or managed in place. For SAP®, Gimmal simplifies business processes by unifying content and data with Office 365.

Gimmal customers realize their digital workplace strategies more quickly, ensure records compliance and security more easily, and connect content with business transactions to improve efficiency and lower costs.

Gimmal’s partnership with DocPoint Solutions allows us to deliver valuable records management solutions that are custom configured to solve the unique business challenges our customers face. Organizations will reduce administration costs, improve compliance with information management policies, and mitigate the risk of unmanaged content.

www.gimmal.com
Nintex is the recognized global leader in workflow and content automation (WCA) with more than 7,500 enterprise clients and 1,700 partners in 90 countries who have built and published millions of workflow applications. With its unmatched breadth of capability and platform support delivered by unique architectural capabilities, Nintex empowers the line of business and IT departments to quickly automate hundreds of manual processes to progress on the journey to digital transformation.

Nintex Workflow Cloud®, the company’s cloud platform, connects with all content repositories, systems of record, and people to consistently fuel successful business outcomes. Additionally, Nintex views intelligent process automation as the key to realizing untapped opportunities in the long tail of automation. These solutions offer a unique blend of ‘simplicity and sophistication’ and are designed to be used by information workers to accelerate digital transformation for corporations around the world.

Today Nintex provides DocPoint and Konica Minolta with the ability to better support clients on a national and global level. As the leading integrator and reseller of Nintex technology within the SharePoint environment, DocPoint is able to offer a best-in-class workflow solution that can help clients realize additional benefit from their CS deployment. As a result, DocPoint’s portfolio of solutions is much more comprehensive, allowing the organization to meet the needs of clients without requiring them to turn elsewhere for forms and workflow solutions.

“We love working with partners like DocPoint Solutions and Konica Minolta. DocPoint has especially helped us increase our visibility in the federal sector as it provides its clients with a best-in-class, easy-to-use workflow solutions within the SharePoint environment. We’ve also enjoyed collaborating with DocPoint on webinars, tradeshows, and other outbound marketing efforts that highlight the value our partnership can bring to technology adopters around the globe. We look forward to continuing to implement national-level programs that will support DocPoint Solutions, QAI and Konica Minolta clients as a whole.”

www.nintex.com
For the past 25 years, QAI has worked diligently to optimize its own internal processes. The team and these processes ultimately helped the company grow and continue to be profitable while becoming part of the Konica Minolta ECM BIS practice. So, it was only natural for the team to share what we have learned over the years with our teammates across the practice. While each office is different, the processes have remained similar throughout the group. Each office has baseline, repeatable processes in place and are able to add to those processes as customers ask for new options.

Chris Swidersky, technical director, QAI, said, “We are always trying to create living, repeatable processes that work from one place to the next that only require small enhancements to work with a custom solution. It is similar to the repeatable processes on a car assembly line. The base process of building the car is the same for each car; however, it has the flexibility to customize each car with any number of options.”

The effect of implementing even one repeatable process can be dramatic for your business.

For example, if staff functions within your business are siloed so that only one person within your organization is trained to do a certain aspect of a process, then when that individual goes on vacation or are sick, projects would be placed on hold until they returned. By implementing a “train the trainer” process, staff members would be trained on each aspect of a project. This one process improves efficiency and increases work capacity—leading to increased revenue and business growth.

In addition to working with our clients to implement repeatable processes, internally the Konica Minolta ECM BIS team continues to create, and then optimize, repeatable business processes across all our offices to increase efficiency and ensure each client receives the highest quality solutions.
Today’s organizations are looking for ways to leverage data to develop actionable plans based on insights into their business operations and customers. At QAI and DocPoint Solutions’ 9th Annual User Conference, more than 250 industry experts, thought leaders and technology professionals came together to discover the value of information by sharing and discussing the latest content management solutions, strategies and best practices that help businesses improve collaboration, develop efficient business processes and mine content for actionable data.

This year’s theme, Information in Motion, will provide an experience like never before. The day will begin with an insightful keynote presentation, followed by demos, customer-related case studies, workshops and breakout sessions featuring QAI and DocPoint subject matter experts, industry thought leaders and other technology professionals. New this year, we will also be featuring our “Conference Fair.” Attendees will have the unique opportunity to engage and interact with sponsors through workshops to learn more regarding the newest technologies that can help solve their most pressing business challenges.

We hope to see you at National Harbor on May 16!

For more information about the 2018 User Conference, visit: uc2018qai-docpoint.com. Please contact Ryan Bortz at Ryan.Bortz@docpointsolutions.com for the registration code.
Meet Ben Walsh, a SharePoint Engineer who joined the DocPoint Solutions family in February of 2015. Ben is responsible for both developer and administrative functions across different SharePoint environments and has gained experience working with the private and public sectors around the D.C./Baltimore area.

Interestingly enough, Ben was introduced to the company through a previous co-worker—Olivia Stewart—who is now DocPoint’s Senior SharePoint Architect and Developer.

“The people I work with are truly awesome and do outstanding work. My co-workers always push me to do better and go above and beyond my goals. It is a pleasure getting to work with them in an environment that I love.”

Outside of work, Ben enjoys spending time with his wife, Sonya, their newborn daughter, Scarlett, and his two dogs, Lucy and Titan. Notably, Ben graduated from Towson University and holds certifications for Nintex Forms and Workflow. He is currently working on obtaining certificates in SharePoint 2013 and SQL Server 2016.
events

DocPoint Solutions is attending the following upcoming industry events:

xchange 2018  |  Feb. 26-28  |  San Diego, CA
xchange, Nintex’s customer and partner conference, features three days of content and networking aimed at improving how you work.

nintex.com/company/events-webinars/events/xchange-conference

SharePoint Fest – DC  |  March 26-30  |  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

AIIM National Conference  |  April 10-13  
San Antonio, TX
AIIM18 brings together more than 600 participants from around the world and provides sessions, roundtables and customer case studies from dozens of the leading solution providers to show how the right processes and technology work together to complete digital transformation.

aiimconference.com/

American Association of Community Colleges Annual Convention  |  April 28-May 1  |  Houston, TX
The AACC annual convention is among the largest and most dynamic gatherings of educational leaders, attracting over 2,000 community college presidents and senior administrators, as well as international educators, representatives of business/industry and federal agencies.

aacc.nche.edu/events/annual-convention/

QAI and DocPoint’s 10th Annual User Conference  
May 16  |  National Harbor, MD
We are back at the Gaylord National Resort and Convention Center in National Harbor—but with a whole new view of the Potomac River. Once again, we will have an insightful keynote presentation, followed by demos, case studies, and workshops featuring QAI and DocPoint experts, industry thought leaders and other technology professionals. New this year, we will also be featuring our “Conference Fair” where attendees will have the opportunity to engage with sponsors to better understand the newest technologies that can help solve the most pressing business challenges.

uc2018qai-docpoint.com

SPTechCon  |  August 26 -29  |  Boston, MA
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

Meridian Imaging Solutions’ Technology Open House  
October  |  Alexandria, VA
Meridian Imaging Solutions invites local professionals to its headquarters in Alexandria, Virginia for a full day of networking and hands-on demonstrations of emerging office technologies, such as document management systems, automated business processes, production print solutions and multifunction devices.

whymeridian.com/openhouse

CUNY IT Conference  |  November 29-30  |  New York, NY
Each year, the conference offers overviews of the University and colleges’ key IT initiatives, discussions of how technology can support and advance teaching, scholarship, and administration and a chance to meet with vendors.

centerdigitaled.com/events/CUNY-IT-Conference.html

SharePoint Saturday DC  |  To Be Announced  
Washington, D.C.
This one-day event features sessions from influential and respected SharePoint professionals. Free and open to the public.

spsevents.org/city/DC

SharePoint Saturday Baltimore  |  To Be Announced  
Baltimore, MD
This one-day event features sessions from influential and respected SharePoint professionals. Free and open to the public.

spsevents.org/city/baltimore

Konica Minolta Innovation Showcases  |  Various Dates and Locations Throughout 2018
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
We understand that as your business grows, you have less control over your information. That is why over the past year, the teams within the Konica Minolta ECM BIS have worked together to learn all the services and solutions available to current and prospective clients—giving us the capability to better analyze, understand and meet customer requirements when it comes to document control, document management and workflows. It has always been, and will continue to be, our goal to make our clients as successful as possible in achieving their business objectives by offering the right solutions to effectively manage, share and collaborate on information across the enterprise.

The Future

Like any business, as the national ECM practice grows, the scalability of our solutions and services is critical for our success. Our team continues to optimize our processes across all divisions in order to continue to deliver solutions that are based on our clients current and future business needs—no matter how small or large the operation.