

NEWS RELEASE



KONICA MINOLTA

150

YEARS

KONICA MINOLTA AWARDED MULTI-YEAR GOVERNMENT CONTRACT FOR TECHNOLOGY SERVICES

Ramsey, NJ, (March 2024) [Konica Minolta Business Solutions U.S.A., Inc.](#) (Konica Minolta) announced the County of Fairfax, Virginia (Fairfax County) has awarded the company a multi-year contract to provide multi-function devices (MFD), print production solutions, enterprise scanning and electronic record services to its constituents.

The unique RFP to which Konica Minolta responded linked categories never before combined to give government and educational entities across Maryland, Virginia and the DC area a leg up to further achieve IT goals and initiatives.

Through the five-year contract – which has options to extend up to ten years – Konica Minolta will provide services in four award categories, including:

- Multi-function devices (MFD), secure print and scan/workflow software
- Production print solutions, including finishing equipment
- Enterprise scan solutions to help with digitization initiative
- Records compliance and preservation solutions – digital conversion of fragile, physical format documentary materials

“We are proud to have earned Fairfax’s business and look forward to providing the state and local agencies they serve the opportunity to incorporate best-in-class technologies to support their innovation and digital transformation,” said Sam Errigo, President and CEO, Konica Minolta. “Our teams did an outstanding job throughout the rigorous evaluation process to differentiate us from the competition by proving the capabilities of our solutions.”

The RFP process was extensive and comprehensive, taking over 15-months from RFP announcement to final award. Fairfax County has ranked 1st among America’s top ten in the 2023 Digital Counties Survey. As a result of this award, Konica Minolta looks forward to assisting the County in achieving its technology initiatives as listed in their 2024 [IT Plan IT Plan | Information Technology \(fairfaxcounty.gov\)](#).

Konica Minolta’s aim is to align its teams with County’s priority areas and satisfy core Government objectives by providing a wide range of business tools that are cost effective and conform to even Government’s tightest budgets. Digitalization, automation, workflow efficiency and security are all key to running facility operations smoothly and fortifying the future ahead. Local Agencies in DC, MD and VA can also access these solutions through Fairfax County Contract. More information on these technologies is available at [Government Technology Solutions](#).

