



# Konica Minolta Continues its Enterprise Content Management Expansion with the Acquisition of Quality Associates, Inc. and DocPoint Solutions

## New Acquisition Delivers Additional Enterprise Content Management (ECM) Services and Expands the Company's Footprint in Maryland, DC Area

**Fulton, Md. – September 22, 2016** – Building on its strong imaging heritage and extensive experience in document and content management, Konica Minolta Business Solutions U.S.A., Inc. (Konica Minolta), today announced the acquisition of Maryland-based Quality Associates, Inc. (QAI) and DocPoint Solutions, LLC (DPS). The acquisition will add value and further enhance Konica Minolta's ECM capabilities through QAI's core competencies, namely SharePoint and Kofax and BPO scanning services in the East.

QAI is an established provider of enterprise-class services and customized solutions for content management, document imaging solutions and BPO scanning. The company also provides clients with cutting-edge solutions that address the many issues that document management brings to an ever-changing marketplace. DPS is a Microsoft Silver Certified Partner, with a specialization in the discovery, implementation, training and support of Microsoft SharePoint solutions.

Founded in 1986 and located in close proximity to both Baltimore and Washington, D.C., QAI marks three decades of delivering services to federal, state and local government agencies as well as commercial and private organizations across a wide range of industries. DPS, an affiliate of QAI, was established in 2008 and provides expertise in ECM and SharePoint solutions. QAI and DPS will operate as subsidiary companies that will be led by Les Walker, president, Business Intelligence Services, ECM, Konica Minolta.

The synergy between the organizations will provide new opportunities for both entities. Konica Minolta will benefit from QAI's and DPS's wide range of commercial industries and federal agencies, and grow its SharePoint and BPO practices in the East. QAI and DPS will join a workforce of over 8,000 employees in North America adding resources and scale to their existing operations. Additionally, they will benefit from Konica Minolta's expanded ECM solutions portfolio for both the Enterprise and Mid Markets.

"This acquisition underscores Konica Minolta's commitment to deliver expanded services in enterprise content management coupled with ongoing investment in Managed IT Services to further our transformation strategy," said Sam Errigo, executive vice president, Sales and Business Development, Konica Minolta. "This acquisition is perfectly aligned with our ECM strategy to expand our national capabilities and the ability to provide customers with the technology and services needed for those in the federal government, healthcare, education, finance and legal industries who are looking to stay ahead of the competition in today's digital age."

"We are excited to join forces with an industry leader such as Konica Minolta because of the company's strong background in serving both the federal and health science sectors," said Scott Swidersky, president, QAI and DPS. "This acquisition will allow QAI and DPS to maintain our corporate values and continue to provide outstanding support for our current customers, while providing a global platform for expansion into new markets."



## About Konica Minolta

Konica Minolta Business Solutions U.S.A., Inc. is a leader in information management focused on enterprise content, [technology](#) optimization and [cloud services](#). We are reshaping the Workplace of the Future™ ([www.reshapework.com](http://www.reshapework.com)). Our portfolio of offerings deliver solutions to improve our customers' speed to market, manage technology costs, and facilitate the sharing of information to increase productivity. The [All Covered IT Services](#) division offers a range of IT strategy, support, project and cloud computing solutions across all verticals. Konica Minolta has won numerous awards and recognition, including placement in the Leaders Quadrant on the Gartner [2014 Magic Quadrant](#) for Managed Print Services (MPS) and Managed Content Services (MCS). Konica Minolta has been recognized as the [#1 Brand for Customer Loyalty](#) in the MFP Office Copier Market by Brand Keys for nine consecutive years. Konica Minolta, Inc. has also been named to the Dow Jones Sustainability World Index for four years in a row. For more information, please visit: [www.CountOnKonicaMinolta.com](http://www.CountOnKonicaMinolta.com) and follow Konica Minolta on [Facebook](#), [YouTube](#), and [Twitter@konicaminoltaus](#).

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