

Leading analyst firm names Lexmark in Leaders Quadrant of 2012 MPS Magic Quadrant

LEXINGTON, Ky., Oct. 29, 2012 /PRNewswire/ -- Lexmark International, Inc. (NYSE: LXX) today announced its positioning in the Leaders quadrant by leading industry analyst firm Gartner, Inc. in their "Magic Quadrant: Managed Print Services Worldwide" report¹.

To view the multimedia assets associated with this release, please click: <http://www.multivu.com/mnr/48243-lexmark-managed-print-services-gartner-mps-magic-quadrant>

In the Gartner Magic Quadrant report, Lexmark was evaluated on "completeness of vision" as well as its "ability to execute." According to Gartner, "Leaders provide MPS to a wide range of customers, including the largest and most geographically dispersed, so they must demonstrate a truly global reach. They must demonstrate not only the skills to deliver today's MPS, but also the understanding, initiative and resources to prepare for tomorrow's MPS. Leaders characteristically augment the full scope of MPS with a wide range of added-value services. As a result, they are frequently shortlisted by large and midsize customers."

Lexmark offers a comprehensive set of managed print services and capabilities that provide a consistent, global infrastructure to manage devices effectively and drive significant cost reductions. In addition, Lexmark's dynamic solutions are customized to bring unique value to each customer when deployed in an MPS environment. By streamlining complex and dysfunctional business processes, Lexmark's MPS has the capacity to deliver an immediate return on investment through increased worker productivity and effectiveness – enabling Lexmark's customers to better focus on their core business and clients at the point of service.

Within the last 24 months, Lexmark competed for and won 17 new MPS contracts with companies listed on either the Global 500 or Fortune 500 lists, which is all new business to Lexmark. As a trusted source to many of the world's largest companies, Lexmark also realized a 100 percent contract renewal rate with its MPS customers in 2011.

Supporting Quote:

"We take a thoughtful, methodical approach with our customers to deeply understand their output needs and then provide an optimal MPS solution that's tailored to meet their immediate and long-term business objectives," said Marty Canning, Lexmark executive vice president and president of Imaging Solutions and Services. "Our customers rely on us as a committed, strategic partner to deliver an output strategy that unlocks the hidden savings in their print environment and unleashes worker productivity through business process optimization."

Supporting Resources:

- [Lexmark MPS Video](#)
- [Lexmark MPS Brochure](#)

[1] Gartner, Inc., Magic Quadrant for Managed Print Services, Worldwide, Ken Weilerstein, Cecile Drew, Yulan Li, October 25, 2012.

About the Magic Quadrant

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About Lexmark

Lexmark International, Inc. (NYSE: LXX) provides businesses of all sizes with a broad range of printing and imaging products, software, solutions and services that help customers to print less and save more. Perceptive

Software, a Lexmark company, is a leading provider of process and content management software that helps organizations fuel greater operational efficiency. In 2011, Lexmark sold products in more than 170 countries and reported more than \$4 billion in revenue.

To learn more about Lexmark, please visit www.lexmark.com. For more information on Perceptive Software, please visit www.perceptivesoftware.com.

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