

Lexmark again named a leader in Quocirca MPS Vendor Landscape

LEXINGTON, Ky., May 16, 2013 [PRNewswire](#)/ -- Lexmark International, Inc. (NYSE: LXX) announced it has again been positioned as a leader in managed print services (MPS) by leading European-based industry analyst firm Quocirca.

In the firm's report, Managed Print Services Landscape, 2013, Lexmark achieved the highest scores possible in the areas of MPS strategy, geographical reach, document workflow and mobile printing support, among others.

The report, which provides an independent evaluation of MPS providers, indicates that integration with business processes is becoming increasingly important, a strength of Lexmark's bolstered by its eight software company acquisitions since 2010. Quocirca raises this point as a key differentiator for Lexmark that should help the company drive broader MPS engagements that encompass advanced document workflow.

Quocirca also notes Lexmark's solutions expertise in regard to the company's vertical market focus, stating that "Lexmark shines in the depth of its industry solutions portfolio¹."

Lexmark has long had a reputation as a well established player in the MPS market, and is known for providing holistic MPS offerings to large, multinational enterprises distributed across the globe. The report indicates Lexmark dominates the market when it comes to integrated industry solutions across a range of vertical markets.

Quocirca defines a market leader as a provider that leads the MPS market in both strategic vision and depth of service offering. Leaders have made significant investments in their service portfolio and infrastructure and are supported by strong delivery capabilities.

Supporting Quote:

"Lexmark combines its industry expertise, customer intimacy and knowledge of business processes to deliver holistic, impactful MPS solutions to its customers," said Marty Canning, Lexmark executive vice president and president of Imaging Solutions and Services. "Quocirca's recognition confirms Lexmark's leadership and proven track record of providing MPS for many large companies all over the world with best-in-class solutions, services and innovative technology to transform business processes and help them grow their business."

Supporting Resources:

- [Quocirca MPS Report](#)
- [Lexmark MPS Brochure](#)

About Quocirca

Quocirca is a primary research and analysis company specializing in the business impact of information technology and communications (ITC). With worldwide, native language reach, Quocirca provides in-depth insights into the views of buyers and influencers in large, mid-sized and small organizations. Its analyst team is made up of real-world practitioners with first-hand experience of ITC delivery who continuously research and track the industry and its real usage in the markets.

Through researching perceptions, Quocirca uncovers the real hurdles to technology adoption – the personal and political aspects of an organization's environment and the pressures of the need for demonstrable business value in any implementation. This capability to uncover and report back on the end-user perceptions in the market enables Quocirca to provide advice on the realities of technology adoption, not the promises. For more information, please go to <http://www.quocirca.com/about-us>.

About Lexmark

Lexmark is uniquely focused on connecting unstructured printed and digital information across enterprises with the processes, applications and people that need it most. For more information, please visit www.lexmark.com.

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¹ Source: Quocirca Managed Print Services Landscape, 2013

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