

IDC MarketScape again names Lexmark an industry leader in Managed Print and Document Services

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- Lexmark International, Inc. (NYSE: LXX) has been recognized as a Leader in managed print and document services (MPDS) again by leading IT market research and advisory firm IDC in its 2014 MPDS IDC MarketScape report¹. The report analyzes the strategies and current capabilities of companies providing managed print and document services.
- "Among the vendors we evaluated, Lexmark has the longest history of providing specific horizontal and vertical business solutions, backed by a vertically-aligned organization, a mature global infrastructure, and a focus on execution excellence," IDC wrote in this year's report. "Lexmark continues to make strategic acquisitions to augment its strong software portfolio."
- IDC also noted, "Lexmark's solution catalog has the most depth of all of the vendors we evaluated."
- The report states that Lexmark differentiates its offerings from competitors in a number of ways including: broad technology ownership, deep industry expertise, global capabilities and customer intimacy.

Supporting Quotes:

"Lexmark owns a broad technology portfolio for MPS and MDS including content, capture, process, search, services, software and hardware," said Holly Muscolino, Research Vice President, IDC, Document Solutions.

"Lexmark's unique portfolio of products and services, and our highly focused customer-centric approach, have resulted in MPS growth rates exceeding the industry average as we help our customers better manage their paper-based and digital content," said Marty Canning, Lexmark executive vice president and president of Imaging Solutions and Services. "We are honored to again be named a leader in Managed Print and Document Services from IDC.

"Such accolades, combined with our relentless push to exceed customer expectations, have helped Lexmark obtain an exceptional renewal rate for MPS services across markets and industry segments around the globe," Canning added.

Supporting Resources:

- [2014 IDC MPDS MarketScape excerpt](#)
- [Lexmark.com/mps](#)
- [Contact us for more information about Lexmark MPS](#)

About IDC MarketScape

About IDC MarketScape: IDC MarketScape vendor analysis model is designed to provide an overview of the competitive fitness of ICT (information and communications technology) suppliers in a given market. The research methodology utilizes a rigorous scoring methodology based on both qualitative and quantitative criteria that results in a single graphical illustration of each vendor's position within a given market. IDC MarketScape provides a clear framework in which the product and service offerings, capabilities and strategies, and current and future market success factors of IT and telecommunications vendors can be meaningfully compared. The framework also provides technology buyers with a 360-degree assessment of the strengths and weaknesses of current and prospective vendors.

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 IDC MarketScape: Worldwide Managed Print and Document Services 2014 Vendor Assessment - Focus on Managed Workflow Services September 2014, IDC #250631

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