

# Lexmark Quarterly Business Roundup

**- A review of Lexmark and Perceptive Software's significant news, which includes product introductions, industry recognition and organizational announcements, over the past quarter**

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## **News Facts**

### Corporate News

On the heels of Lexmark's 20-year anniversary, the company is continuing to evolve its hardware, solutions and services offerings to address expanding market opportunities to manage unstructured content for its customers.

Lexmark has made significant investments in its hardware capability with workflow-capable multifunction products (MFPs), as well as its solutions with Perceptive Software's enterprise content management (ECM) software. Additionally, Lexmark is bringing greater control and visibility to customers' printer fleets through a sophisticated Managed Print Services (MPS) offering, which is seeing rapid growth and currently outpacing the market.

- Lexmark announced financial results for the first quarter of 2011. To access the first quarter 2011 earnings news release, [click here](#), and for the earnings presentation information [click here](#).
- Lexmark held its 2011 Securities Analyst Meeting on May 11 at the Crowne Plaza Times Square in New York City. Highlighted topics included Lexmark's opportunities in the core imaging and software businesses, in addition to the strong performance of Lexmark's MPS business, which continues to significantly outpace the market with a [2010 growth rate of more than 25 percent](#). Shortly following the event, Lexmark Chairman and Chief Executive Officer Paul Rooke granted an [exclusive interview to Reuters](#) to discuss Lexmark's strategy and revenue growth.
- At its annual meeting of stockholders, the [Lexmark Board of Directors elected W. Roy Dunbar](#) to serve as a new director with a term expiring at Lexmark's 2012 annual meeting of stockholders.
- On March 27, [Lexmark celebrated its 20-year anniversary](#) and had employee activities worldwide. The company also announced a commitment for employees to contribute more than 20 years of volunteer service in 2011.
- Lexmark published its [2010 Corporate Social Responsibility Report](#), which highlights the company's ongoing social responsibility efforts worldwide, including environmental protection practices, as a good corporate citizen.
- Nearly 1,000 Perceptive Software customers, partners and associates gathered in Las Vegas in April 10-13 to attend Inspire 2011: the ImageNow User Conference. Inspire attendees improve their ImageNow skills, form meaningful connections with fellow users, interact directly with the Perceptive Software team of experts, and learn new ways to cut costs and increase operational efficiency with their technology investment. [Inspire 2012](#) will be held at the Fontainebleau Miami Beach on April 15-18.

### Industry Recognition

Lexmark continues to earn widespread recognition for being a progressive, forward-thinking company in the technology industry that focuses on providing sustainable, long-term value for its customers and stakeholders.

In addition, Lexmark and Perceptive Software's disruptive and differentiated product portfolio of hardware and software has garnered numerous accolades from top-tier industry publications and testing houses in the last quarter. Our extensive product technology lineup, both inkjet and laser, is the broadest and strongest it's ever been and continues to win distinguished awards. Lexmark has invested significantly in expanding its color laser technology, particularly in A4 smart MFPs, in addition to inkjet technology targeted to higher performance, higher usage business customers.

- At the Gartner Master Data Management Summit in Los Angeles held May 4-6, Gartner, Inc. announced that Lexmark was the winning company out of three finalists in their [2011 Gartner Master Data Management Excellence Awards](#). Summit participants voted Lexmark as the winner, the company that demonstrated the best example of MDM excellence using the Gartner Seven Building Blocks, a framework for success with MDM.
- Lexmark was selected for inclusion in [CRO magazine's 100 Best Corporate Citizens List for 2011](#), ranking No. 6 on environment, No. 8 on climate change and No. 8 on human rights.
- Lawson Software, a global provider of enterprise software, has chosen Perceptive Software as its [2011 Product Partner of the Year](#). The Lawson Partner Awards recognize companies within the Lawson Partner Network that have demonstrated outstanding business performance.
- [Perceptive Software has been rated in the top five percent best-of-the-best Professional Services organizations](#) benchmarked against more than 200 leading firms in this year's PS Maturity Benchmark Report from SPI Research.
- [Lexmark's X792 color laser MFP Series](#) and [C792 color laser printer Series](#) each have earned a 2011 Editor's Choice awards from Better Buys for Business.
- [Lexmark's X792de color laser MFP](#) earned a "Best in Class" recognition from Wirth Consulting in the A4 40+ ppm color MFP segment. The device was noted for its moderate acquisition price and lowest cost-per-page results in the group of competitive units evaluated in their testing.
- [Lexmark's C792de color laser printer](#) and [Genesis inkjet AIO](#) were both "Highly Recommended" with four out of five stars by PCMag.com.
- The [Lexmark X792de color laser MFP](#) recently earned a [2011 BERTL's Best Award](#) from BERTL, a leading independent testing laboratory, and was recognized as the Best Workgroup Color Multifunctional Printer.

## Products, Solutions and Services News

The first half of 2011 saw numerous software solutions and hardware announcements from Lexmark and Perceptive Software, expanding the company's industry-leading, business-focused product line. In fact, Lexmark has introduced more than 100 new products since fall 2008 as a result of strategic investments in the company's core business. Lexmark's continued investment in these high-value products and solutions are what will position the company's core imaging business to remain strong and accelerate growth.

- During the first quarter, Lexmark announced [Lexmark Print Release with My e-Task and Lexmark Accounting](#), a trio of solutions delivered on the [Lexmark Solutions Platform](#). The bundled solution gives users the flexibility to access and print from any enabled MFP on their company's global network. It also enhances security by holding jobs in the print queue until they are released by the user, eliminating unclaimed documents.
- Also in April, [Lexmark announced three new end-to-end, back-office solutions](#) that accelerate the flow of information and enable companies to improve compliance and productivity – [Recruitment and Onboarding](#), [Invoice Processing and Travel and Expense](#).
- Lexmark announced [two new SmartSolutions](#) to help businesses save time and money. With [LegalZoom print-on-demand forms](#), businesses can eliminate stacks of preprinted forms by printing the needed forms directly from the Lexmark AIO's touch screen. Lexmark's [Envelope Wizard SmartSolution](#) allows SMBs to quickly and easily address envelopes from the touch screen of a Lexmark Web-connected AIO printer, without the need for a PC.
- [Perceptive Software announced that Interact™ for Microsoft Dynamics AX is available for the financial management modules](#) including general ledger, accounts payable and receivable, and fixed assets. Dynamics AX is Microsoft's ERP solution for midsize and larger organizations.
- Strengthening its value proposition and leadership position in the education market, [Perceptive Software announced a partnership with Parchment™ for their Docufide® platform](#), offering an efficient process for receiving, capturing and linking documents to student records from K-12 and postsecondary institutions worldwide.
- In April, [Lexmark introduced two new color laser MFPs](#) powered with intelligent, productivity-enhancing solutions to streamline paper-intensive business processes. [The Lexmark X548de and X548dte color laser MFPs](#) deliver the high performance, wide-ranging capabilities, time-saving solutions and advanced security features representative of more costly devices in the market – but with a smaller footprint and at an affordable price point.
- [Lexmark announced four new smart devices](#) aimed at increasing productivity for heavy-usage workgroups and departments in mid-sized businesses and large enterprises. The [Lexmark X950 color MFP Series](#) and [Lexmark C950de color printer](#) are highlighted by a cutting-edge user interface and time-saving features, enhancing Lexmark's award-winning color product lineup and strengthening its position in a key market segment - color workgroup products.
- Lexmark and Office Depot recently teamed up on a special program to support [Operation Homefront](#), helping to give military families the products they need to stay in touch. Now through June 4, and again

from June 26 to July 9, Office Depot and Lexmark will donate a new Lexmark printer to [Operation Homefront](#) each time a customer purchases a Lexmark printer in an Office Depot store (regularly priced at \$199.99 and above) or online at [www.OfficeDepot.com](http://www.OfficeDepot.com).

## Supporting Resources

- [1Q11 Earnings News Release](#)
- [1Q11 Earnings Presentation](#)
- [Lexmark Print Release](#)
- [Lexmark Back-Office Solutions](#)
- [Perceptive Software and Microsoft Dynamics](#)
- [Lexmark X548 Color Laser MFPs](#)
- [Lexmark X950 Color MFPs](#)
- [Lexmark C950de Color Printer](#)
- [Lexmark 2010 CSR Report](#)
- [SmartSolutions Videos](#)
- [Operation Homefront](#)

## 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 stand-alone software business within Lexmark, is a leading provider of enterprise content management software that helps organizations easily manage the entire lifecycle of their documents and content, simplifying their business processes, and fueling greater operational efficiency. In 2010, 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](http://www.lexmark.com). For more information on Perceptive Software, please visit [www.perceptivesoftware.com](http://www.perceptivesoftware.com).

For more information on Lexmark, see the [Lexmark Facebook page](#) and follow us on [Twitter](#).

For more information about Perceptive Software, please visit the company's [Facebook](#) and [Twitter](#) profiles.

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