Leading Vendors Honored for Their Expertise in the Healthcare Market by the Analysts at Keypoint Intelligence

*Keypoint Intelligence - Buyers Lab (BLI), the world’s leading independent evaluator of document imaging software, hardware, and services, today announced the recipients of its BLI PaceSetter awards for the Healthcare vertical.*

FAIRFIELD, N.J. (PRWEB) February 07, 2019 -- Keypoint Intelligence - Buyers Lab (BLI), the world’s leading independent evaluator of document imaging software, hardware, and services, today announced the recipients of its BLI PaceSetter awards for the Healthcare vertical. Based on research conducted in the North American market, these accolades recognize those document imaging OEMs that have proven that they offer the hardware and software portfolios, professional services, support, and thought leadership to best serve healthcare customers.

The winners for 2019–2020 are:

CANON U.S.A., INC.
BLI PaceSetter 2019–2020 for Healthcare: Hospital Networks

HP INC.
BLI PaceSetter 2019–2020 for Healthcare: Group Practices

KONICA MINOLTA BUSINESS SOLUTIONS U.S.A., INC.
BLI PaceSetter 2019–2020 for Healthcare: Hospital Networks
BLI PaceSetter 2019–2020 for Healthcare: Group Practices

LEXMARK INTERNATIONAL, INC.
BLI PaceSetter 2019–2020 for Healthcare: Group Practices

RICOH USA, INC.
BLI PaceSetter 2019–2020 for Healthcare: Hospital Networks

“Healthcare providers at every level face mounting pressure to improve care and reduce medical errors, adhere to strict patient-privacy mandates, ensure security and regulatory compliance, move from paper records to electronic ones, and trim costs wherever possible,” said Jamie Bsales, Keypoint Intelligence’s Director of Solutions Analysis. “Today’s multi-faceted document imaging vendors offer more than just printing hardware, and they’re uniquely positioned to help address these challenges with solutions and services that streamline processes and bring together the worlds of paper-based and electronic information.”

For this one-of-a-kind study, Buyers Lab invited all leading document imaging OEMs to complete an exhaustive questionnaire and provide in-person briefings to detail their healthcare-relevant offerings in eight key areas: Hardware, Software, Service and Support, Professional Services, Security, Industry Certifications, Vertical Leadership, and Overall Value. The analysis included a proprietary scoring rubric to codify a vendor’s relative strengths in each of those areas, and those that receive the top scores in the study are named as PaceSetters for the industry.
Canon garnered top marks in the Hardware category thanks to its strong portfolio of imageRUNNER ADVANCE, imageCLASS, and imageFORMULA document imaging devices. But the company’s hardware offerings go beyond document imaging to include a varied mix of equipment that includes digital radiography and ophthalmology equipment, MRI and CT systems, and smart security cameras for monitoring indoor and outdoor premises.

HP’s unique mix of both document imaging and computing hardware means customers have a one-stop shop when outfitting an office with printers, scanners, MFPs, tablets, and other computing devices. The company’s MFPs and printers have demonstrated award-winning reliability in Buyers Lab testing, and when it comes to the security posture of output devices, HP is undeniably pushing the industry forward.

Konica Minolta had a strong showing for both Hospital Networks and Group Practices in the study, thanks to its array of healthcare-specific IT services supported by its All Covered division, its parent company’s stable of medical equipment, and its portfolio of healthcare-focused document imaging hardware (such as its bizhub SECURE Healthcare MFPs) and software (including Dispatcher Phoenix for Healthcare).

Lexmark earned points for its impressive portfolio of lab-tested, reliability-proven color printers and MFPs to suit the needs, space requirements, and budgets of group practices and similar healthcare providers. Lexmark can also provide the software solutions necessary to make such environments more efficient, such as Lexmark Document Distributor, Downtime Assistant, and Total Agility.

In the study, Ricoh stood out for its medical software and solutions, healthcare-specific professional and IT services, and its demonstrated thought leadership for the industry. The company employs a team of strategists who can pull from both Ricoh’s trove of intellectual property and services as well as from partners’ technology stacks to tailor solutions from initial vision to final implementation.

ABOUT KEYPOINT INTELLIGENCE - BUYERS LAB
Keypoint Intelligence is a one-stop shop for the digital imaging industry. With our unparalleled tools and unmatched depth of knowledge, we cut through the noise of data to offer clients the unbiased insights and responsive tools they need in those mission-critical moments that define their products and empower their sales.

For over 50 years, Buyers Lab has been the global document imaging industry’s resource for unbiased and reliable information, test data, and competitive selling tools. What started out as a consumer-based publication about office equipment has become an all-encompassing industry resource. In a landscape that’s ever evolving, we change with it.

ABOUT BUYERS LAB PACESETTER AWARDS
Based on exhaustive questionnaires, in-depth interviews, and a proprietary rating scale, Buyers Lab PaceSetter awards recognize those document imaging OEMs that have shown market leadership in a variety of categories, including Document Imaging Security, MFP Platforms & App Ecosystems, Mobile Print, and key vertical markets.

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