



## Canon and HP broaden alliance

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Canon and HP have announced the expansion of a collaboration to market and distribute a new range of multifunction office systems.

The two companies said the alliance united "the best of both companies". By this Canon and HP are referring to being able to provide web-enabled solutions that combine Canon's multifunction device processing and imaging systems with HP's device manageability, IT integration and office workflow capabilities.

The two companies said that with a broad range of software and services from HP company EDS, HP managed print services and Canon services and support that the alliance can offer enterprise customers access to one of the most complete offerings in the industry, delivering improved efficiencies and greater cost savings.

Current and future product portfolios from both companies will be included in the alliance. The two companies said this would provide companies greater fleet compatibility across their entire office printing infrastructures. Canon and HP said they will also benefit from access to each other's management and third-party development software portfolios.

The expanded portfolio of products and services is expected to be available to customers in North America and Europe, as well as global customers from these regions.

"Through this new alliance with HP, we look forward to bringing the advantages of Canon's high-versatility, high-performance multifunction products to an expanded user base," said Masaki Nakaoka, Chief Executive, Office Imaging Products Operations. "We expect this will maximise benefits for both companies' customers while also paving the way to increased growth for both Canon and HP."

"HP has long been an industry leader with a portfolio of products, software, services and solutions that enable enterprise customers worldwide to improve their imaging and printing efficiencies

without compromising the reliability, quality or professionalism of their documents,” said David Murphy, SVP, Imaging and Printing Group, HP. “In growing our relationship with Canon to offer customers value-added and more holistic IT solutions, we are confident organisations will enhance productivity with their imaging and printing and overall business workflow needs.”

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