

## Ricoh partners with Microsoft to grow its cloud and IT services offering

Sydney, Australia, April 8 – Ricoh has introduced a suite of Microsoft technologies to its offering, including Microsoft Azure, as it continues to shore up capabilities as a major IT services provider. The company recently joined the Microsoft Partner Network and has achieved Gold Competency as a Midmarket Solution Provider, placing it within the top tier of Microsoft’s partners. This achievement comes as Ricoh strengthens its cloud, mobility, digital transformation and collaboration offerings to deliver more versatile and integrated solutions to its growing IT services customer base. “Ricoh Australia is three years into building a strong local IT services offering, and partnering with leading vendors is a critical component of our strategy to expand beyond managed print services. Working with Microsoft demonstrates our ability and commitment to delivering best-in-class technology and services that meets the evolving IT needs of businesses today, and creates true value for our customers,” said Matt Dixon, General Manager - IT Services at Ricoh Australia. “As a reseller of Microsoft technologies, including Office 365 and Microsoft Azure, Ricoh can provide customers with advanced productivity and cloud solutions. Coupled with Ricoh Finance, which offers flexible payment options, customers can access this technology without any immediate capital expenditure,” said Dixon. Microsoft Azure is the latest addition to Ricoh’s expanding Integrated Cloud practice offering, enabling the company to deliver value hybrid cloud offerings. These include cloud migration project services; legacy workload engineering; management of complex hybrid cloud models; performance monitoring, management and support for cloud apps and infrastructure; and managing consumption and commercial applications to support public cloud platforms. “Ricoh is serious about supporting customers’ transition to the cloud. Our strong global commitment to IT services and a team of more than 1,500 service delivery professionals worldwide is backed by more than 20 years of IT services expertise in Australia. We also offer a complete cloud advisory and readiness assessment to guide customers through the transition, ensuring the right solution is chosen to maximise value for their business. “The Microsoft products resonate strongly with our customers and we look forward to extending our scope of work with them, providing them with market-leading technology and capability that facilitates more efficient, connected and convenient workplaces,” said Dixon. Ricoh customer DFP Recruitment has praised the company for its Microsoft capabilities. “Ricoh has been our partner of choice for more than three years to assist with Microsoft licensing. The team has continued to demonstrate a deep understanding of the sometimes complicated requirements, delivering efficiently every time. Ricoh offers very competitive pricing which, over the course of switching providers, has saved DFP thousands of dollars,” said Ben Albani from DFP Recruitment. The Microsoft partnership is the latest in a series of strategic vendor agreements with leading players, including Cisco, Veeam, Citrix, HP and Kaseya. -Ends- Media contact: For further information, please contact: Kim Viney or Jessica Fell, Write Away Communication + Events kim\_viney@writeaway.com.au, 02 9978 1410 | jessica\_fell@writeaway.com.au, 02 9978 1413 About Ricoh Ricoh is a global technology company that has been transforming the way people work for more than 80 years. Under its corporate tagline – imagine. change. – Ricoh continues to empower companies and individuals with services and technologies that inspire innovation, enhance sustainability and boost business growth. These include document management systems, IT services, production print solutions, digital cameras, and industrial systems. Headquartered in Tokyo, Ricoh Group operates in over 190 countries. In the financial year ending March 2015, Ricoh Group had worldwide sales of 2,231 billion yen (approx. 18.5 billion USD). For further information, please visit [www.ricoh.com.au](http://www.ricoh.com.au) ###

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