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**150**  
YEARS

**How would you describe the journey of your company since its inception? What are some of the key milestones of the company in recent years?**

Globally we have had the privilege of serving our customers with humility for the past 150 years and yet we feel that we have just begun. Our exciting journey in India began in 2010 with a 16-member team. We built a strong foundation & invested time understanding the customers and their requirements to work towards bridging the gaps with our offerings. Through the years we built our Brand, Team, Infrastructure, System, Processes & our Partner network. We grew from a single place of operation to 16 branch offices, 35 warehouses & 700+ members strong organisation. Few of our Key Milestones:

- Grew turnover at a CAGR of 21% from FY2011 to FY2022

- Initiation of our Production Print direct business which provided an opportunity for creating a new segment of photo printing with wide gamut toner-based devices
- Dominating the market as No.1 in Production Printing business & recognised as Leaders of the Decade
- Won Prestigious Brand of Asia in the Printing Solutions category
- Diversified our portfolio beyond printing to Digital Workplace Solutions

**How does your organization leverage technologies and digital transformation to drive business solutions?**

We see technology & digital transformation as enablers to drive our business. Internally we focused on managing data efficiently via our unified DX platform which helped in automating the Contracts, Accounts Payable & other processes to have a smoother transition during the pandemic. As a result, we reduced the usage of paper & improved information security. We managed to prevent printing 14.7+ Lakh pages in the span of 1.5 years. This in turn helped us to reduce time / costs in documentation & increase productivity.

**What has been the success mantra of your company?**

Our success mantra is "Realising a sustainable society" via our customer-first & employee-first approach. We seek out unidentified challenges, uncover real problems, and solve them with new technologies by using scientific analysis of facts and data to deliver excellence even in adversity. In turn, this empowers our customers, employees, and society to "Rethink What is Possible" To "Empower Growth."

**What are some of the key products/services offered by the company?**

We are dedicated to the transformation of the printing business through our Products & Solutions. Our products cater to a wider range of audience via office, production & industrial print engines. With our Managed Services we offer cloud-based solutions leveraging AI/ML for enhanced productivity and efficiency. We have also collaborated with genre-top partners such as MGI; Mobotix; etc. to assure that our customers get the most premium quality services, in multiple market segments.