



BLI PaceSetter 2017-2018 for Financial Services



HP Inc. has been honored with a prestigious BLI PaceSetter award in the Financial Services category from the analysts at Keypoint Intelligence - Buyers Lab (BLI) thanks to its...

- Wide portfolio of document capture and output devices to suit needs from the branch office to the central reprographics department
- PCs and servers to support desktop, mobile, and back-office computing needs
- Top-notch device security technologies to help keep PCs, MFPs, and printers from being unwitting entry points for malware and network attacks
- Industry-specific managed document services to handle fleet and output management, capture and workflow, collaboration, and more
- Extensive industry expertise and market leadership to implement best practices

For its PaceSetter study, BLI invited all leading document imaging OEMs to complete an exhaustive questionnaire detailing their offerings for banking and insurance providers in key areas including the vendors' hardware portfolios, software portfolios, service and support offerings, professional services capabilities, security offerings, and demonstrated market leadership. OEMs that opted to participate were also asked to make key personnel available for in-depth interviews with the Keypoint Intelligence analyst team to give a more complete picture of the vendors' strategies for the financial services market. After gathering all the data, the analysts used a proprietary rating scale to calculate point totals in the key areas studied.

HP earned points for its wide portfolio of imaging and computing hardware that can satisfy both branch-office and main-office needs. It also offers innovative, customizable software such as Account Opening Accelerator for banking and Claims Transformation Solution for insurance. Tackling the challenge of keeping large swaths of sensitive financial information confidential head-on, HP custom-tailored its Secure Content Management and Monitoring Solutions for the financial services industry to keep data secure at every tier: document, device, and network.

“Financial services providers face myriad challenges in their day-to-day workflows. Paper-intensive processes often require knowledge workers to track the status of documents, coordinate across departments, and collect signatures from multiple parties,” noted Jamie Bsales, Director of Solutions Analysis at Keypoint Intelligence. “In addition, this industry deals with highly sensitive personal information that banking and insurance providers must take measures to safeguard. HP has proven that it can empower banking and insurance providers while addressing these concerns.”

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. Buyers Lab evolves in tandem with the ever-changing landscape of document imaging solutions, constantly updating our methods, expanding our offerings, and tracking cutting-edge developments.

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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