YOU DESERVE TO BE THE *b*EST !

KONICA MINOLTA

As a member of the bEST program, you'll have the inside track on superior digital productivity. In today's networked era, hardware/software integration is an advantage that no business can afford to miss. For MFP-based solutions in an increasingly complex IT environment, bEST certification provides an extra level of end-user confidence and ease of use, for increasing sales and building customer relationships.

To learn more, visit our website:
www.kmbs.konicaminolta.us/bEST

On the bEST website, you'll find complete information on the benefits of the bEST program, membership levels, terms and conditions, current bEST software solutions, and authorized bEST partners. In addition, you can apply online for membership in the bEST Developer Support Program.

Log on today, and join the bEST team in hardware & software – because you and Konica Minolta can be a powerful combination for growth, satisfaction, and success!

KONICA MINOLTA

bEST Developer Support Program

WHAT COULD BE BETTER THAN BEING THE bEST?

Do your customers demand the efficiency and convenience of being able to access your application directly from their Konica Minolta MFP?

*b*EST

bizhub Extended Solutions Technology

You and bizhub® – the bEST team in the business!

JOIN THE *b*EST IN THE BUSINESS.

The Konica Minolta bEST Developer Support Program

is your gateway to an exciting opportunity to lead the way in software development. Through Konica Minolta's bizhub® Extended Solution Technology (bEST), you will be able to provide a seamless interface between Konica Minolta bizhub MFPs and software applications residing on PCs or servers. Becoming a bEST member broadens the software solutions your company can offer to Konica Minolta customers. Developing customized software using bEST technology allows you to join leading software solution providers of print management, cost control, document management, "pull" printing, and other applications that enhance workflow productivity.

Membership in the bEST Developer Support Program is open to qualified software vendors, integrators, resellers, Konica Minolta dealers, as well as end-customers. Membership at all levels includes access to the latest documentation and communication specifications; at the Gold and Platinum levels, resources include an Integrated Web Browser, an Application Testing Simulator, and a comprehensive Software Development Kit. bEST members will have the tools needed to get your software solution up and running where customers' benefit the most – on the control panel of their Konica Minolta MFP.

As a bEST Gold or Platinum member, your software is eligible for open market certification for each application – with direct integration to bizhub MFP control panels for speed and convenience that allows end-users to do more work in less time. Once certification has been granted by Konica Minolta, you will be able to display the bEST Certified* logo to assure customers of superior performance and seamless integration with bizhub products. Likewise, your solution will be listed on Konica Minolta's public website as a bEST Certified solution.

For software developers seeking to build professional services revenue, the bEST program can provide you with the tools you need to integrate existing enterprise applications with Konica Minolta bizhub MFPs.

*Important: Certification of a bEST solution is in addition to membership in the bEST Developer Support Program.

Three levels of membership.

The bEST program provides three levels of membership: Silver, Gold, and Platinum. Each level has specific fees, benefits, and access to development tools and information.

SILVER *b* MEMBERSHIP

- Provides the latest communication protocol specifications and documentation for supported Konica Minolta bizhub products, such as MIB specifications and PCL.
- Access to our fee-based knowledge support center to answer questions in supported technology areas.

GOLD *b* MEMBERSHIP

- All Silver benefits, along with access to specifications for the web browser integrated within many bizhub MFPs.
- A simulator to test the compatibility of your web-based application(s).
- 2 Incident Support Packs for developer-level support.
- Access to the optional bEST Certification Program, which includes 2-days of hands-on testing at a Konica Minolta facility.
- Ability to purchase a "not for resale" Konica Minolta MFP at a reduced price.

PLATINUM *b* MEMBERSHIP

- All Silver and Gold benefits, plus:
- The Konica Minolta bEST Software Development Kit with all specifications and documentation for bizhub OP integration.
- A simulator to test your program.
- 5 Incident Support Packs for developer-level support.
- Access to the optional bEST Certification Program, which includes 3-days of hands-on testing at a Konica Minolta facility.