



Toshiba America Business Solutions receives CIO Enterprise Value Award

CIO Magazine recognizes Toshiba for adding value through the Encompass Document Analysis Program

Toshiba America Business Solutions Inc. (TABS) has been honored with a **CIO Enterprise Value Award** in CIO magazine's 14th Annual program. TABS was selected based on the development of its proprietary Encompass™ Document Analysis Program. Underscoring the collaboration between information technology (IT) and business management, this prestigious honor is bestowed upon a select group of organizations that clearly demonstrate how they leverage IT to achieve business objectives and produce a positive return on investment (ROI).



• TOTAL PRINT MANAGEMENT

TABS received the **CIO Enterprise Value Award** in the Retail/ Wholesale and Distribution category. The Encompass Program was developed in response to TABS' Total Print Management (TPM) strategy, which focuses on enabling customers to track and manage their document output devices, thus increasing profit and control enterprise wide. The Encompass Program is a six sigma-based process developed that enables its Toshiba to quickly and accurately assess the document production environment of their customers and provide recommendations that save money and improve office efficiency and productivity.



As a result of the Encompass Program, end users have benefited from a reduced total cost of ownership for their equipment fleet. Companies that have undergone the analysis and implemented the resulting recommendations have reduced annual operating costs by as much as \$350 per employee. The resulting fleet streamlining also spurred up to a 40 percent reduction in the cost of document output and up to an 85 percent reduction in supply items and consumables.

CREATING VALUE FOR OUR CUSTOMERS

Creating exceptional value for its customers through the Encompass Program has enabled TABS to grow its market share and realize a significant ROI as a result of increased sales. In addition, TABS has achieved strategic alignment with the company's vision to be recognized by its customers as a leader in the imaging and information workflow products industry, always challenging the status quo, and achieving superior performance.

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RIGOROUS JUDGING PROCESS

This year's CIO Enterprise Value Award applications were subjected to a rigorous judging process based on such business value criteria as the strategic, customer, social and financial impact, as well as technical excellence, of the nominated efforts. CIO editors and a review board of independent consultants and academics examined the nominations and spoke with representatives of the various companies to evaluate their systems' costs and returns, and impact on each company's overall operations. The team then presented their findings to a distinguished panel of judges, made up of prominent CIOs, for further evaluation. From there, the group selected 11 winning applications and two honorable mentions.

"In the 14 years we've been doing the CIO Enterprise Value Awards, we've seen a growing sophistication in the value of our winners' IT initiatives," says Abbie Lundberg, editor in chief, CIO magazine. "This year's winners hit more often and more deeply on multiple pillars of the different types of value we look at: the strategic, financial, operational, customer and even social impact of what they've achieved."

ABOUT TOSHIBA AMERICA BUSINESS SOLUTIONS, INC.

Toshiba America Business Solutions Inc. (TABS) manages product planning, marketing, sales, service

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support and distribution of copiers, facsimiles, multifunction printing products, network controllers, and toner products throughout the United States, Mexico, Latin America, and the Caribbean. Headquartered in Irvine, Calif., TABS has four divisions: the Electronic Imaging Division; the Toner Products Division; the Document Solutions Engineering Division; and TOPAC U.S.A., Inc., dba Toshiba Business Solutions (TBS), a wholly-owned subsidiary corporation of TABS, that operates a network of wholly owned office equipment dealers throughout the United States.

Named the most favored manufacturer seven times by the Business Technology Association (BTA), Toshiba's entire product line, customer support and marketing distribution policies are markers for the industry. Among the many other awards garnered in recent years, Toshiba was named the "Copier Manufacturer of the Year" six times by the Marketing Research Consultants (MRC), and has twice been named to the CIO 100 for being among the top 100 "bold" (2005) and "agile" (2004) companies in the world.

TABS is an independent operating company of Toshiba Corporation, the sixth largest electronics/electrical equipment company and the world's 72nd largest company in terms of sales. Ranked by

Fortune magazine as the 9th Most Admired Electronics Company in the World, Toshiba Corporation is a world leader in high technology products with more than 300 major subsidiaries and affiliates worldwide. Fiscal year revenue in 2004 was approximately \$55 billion.

For more information on Toshiba copier, facsimile, multifunction printing products, network controllers or toner products, or for a dealer in your area, call 800-GO-TOSHIBA or visit the TABS Web site at www.copiers.toshiba.com.

ABOUT CIO MAGAZINE

Launched in 1987, CIO magazine addresses issues vital to the success of chief information officers (CIOs) worldwide. The CIO portfolio includes a companion website www.CIO.com, CIO Executive Programs and the CIO Executive Council. CIO properties provide technology and business leaders with analysis and insight on information technology trends and a keen understanding of IT's role in achieving business goals.

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Encompass CIO Enterprise Value Award

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