

SAGEMCOM ANNOUNCES NEW RELATIONSHIP WITH IKON OFFICE SOLUTIONS, INC.

For Release 9:00 a.m. EDT - September 8, 2010

Sagemcom's comprehensive OpenLine™ PR Server fax & archiving solution (North American version), with XMediusFAX™ Fax over IP (FoIP) server technology embedded, will complement IKON's expanding document management portfolio.

Montreal, Canada — (Marketwire, September 8, 2010) — [Sagemcom](#), the global leader in advanced IP fax server solutions since 2002, has just signed a reseller agreement with [IKON Office Solutions, Inc.](#), a Ricoh company and leading provider of innovative document management solutions and services.

Under the new reseller agreement, IKON will be offering Sagemcom's North American version of [OpenLine PR Server](#) fax archival and approval routing solution to organizations looking to improve efficiencies within an application ecosystem encompassing Unified Communications (UC), Enterprise Resource Planning (ERP) and Enterprise Content Management (ECM).

With today's accelerating deployment of TDM-to-IP migration technologies, IKON can help customers facilitate the transition by offering Sagemcom's OpenLine PR fax archival & management appliance built on [XMediusFAX](#) Fax over IP (FoIP) technology, which can be deployed with multifunction printers (MFPs) and other network-based document management, ERP or ECM infrastructures.

Quotes:

Jean Champagne, General Manager, Sagemcom Canada Inc.

"Sagemcom's new partnership with IKON will open up many new avenues for us on the ECM, ERP and UC front. The IP fax ecosystem intersects all of these areas, representing significant market opportunities over the next few years for our OpenLine PR Server solution. OpenLine PR Server, with its hybrid fax archival/document routing engine, is cost- and application-optimized for ECM/MFP applications targeted by IKON. The OpenLine PR Server plays a dual role in helping SMBs and enterprises meet their integrated document management (IDM) and cost-effective faxing objectives for capturing, storing, managing and delivering documents across an enterprise or SMB."

R. Daniel Nero, Vice President, Professional Service Operations, IKON "IKON is pleased to partner with Sagemcom to extend the benefits of the OpenLine PR Server solution to our customers. We believe Sagemcom's industry-leading Fax over IP and enhanced IDM solutions will complement IKON's document management services, which encompass digital copiers, printers, MFPs, and workflow management systems. IP fax has emerged as a sought-after, mission-

critical application that many enterprises rely upon for secure and cost-effective document transmission and audit traceability.”

Fax server industry factoids:

- **Multifunction printers (MFPs)** are a major market driver for accelerating TDM-to-IP migration. According to a recent fax server analyst report, MFPs will drive the second most growth in the market, possibly “nearly one-half of total fax server revenues by the end of the forecast period (by 2013)”. (source: Davidson Consulting, "[Computer-Based Fax Markets, 2008-2013](#),")
- “The use of **fax servers in the enterprise** space will increase by as much as 80% by 2012.” (source: Gartner, “Tactical Guidelines for Reducing Your Fax Costs”, March 2009)
- The **global FoIP market** is forecasted to grow to \$345 million by 2013, from \$130 million in 2009. (source: Davidson Consulting, "Fax over IP Server Markets: 2008-2013")

About IKON

IKON Office Solutions, Inc. (www.ikon.com), a Ricoh company, is a leading provider of innovative document management systems and services, enabling customers to improve document workflow and increase efficiency. IKON integrates copiers, printers and MFP technologies, and document management software and systems, to deliver tailored, high-value solutions, implemented and supported by its team of services professionals. IKON leverages the manufacturing and engineering expertise of Ricoh, a more than \$21 billion global technology innovator, with the experience and reach of its locally based sales and services teams, to provide end-to-end solutions and one of the industry’s broadest portfolios of document management services, including on-site and off-site managed services, technical service and support, and customized workflow design and implementation.

ABOUT SAGEMCOM

Sagemcom, a French, international scale, high-tech group is working to establish itself as a leader in high added value communicating terminals. It specialises in broadband communications, telecoms and energy, and the document management sectors: consumer and professional printing terminals, digital TV set-top boxes, broadband and residential terminals, communicating management solutions, energy and systems management, telecom partnerships and convergence.

With a turnover of almost 1.2 billion euros, Sagemcom employs 6,000 people on five continents. It is headquartered in Rueil-Malmaison (France). Sagemcom’s sustainable development policy commitment starts right from the product design stage. It applies to the whole of the industrial process, from eco-design in accordance with ISO standards, reducing the energy consumption of its products, and all in the context of an ethical code of practice applicable on all its suppliers. Sagemcom was the winner of the 2009 and 2010 Telecommunication Product

category Customer Service Prize.

For more information: www.sagemcom.com

Sagemcom is the global leader in advanced fax server solutions for IP networks. Its field-proven XMediusFAX™ leverages IP telephony and Unified Communications (UC) systems to enhance productivity, collaboration, and ROI by integrating fax on the desktop. Deployed worldwide in enterprises and service provider sites since 2002, XMediusFAX is the most mature T.38 Fax over IP (FoIP) software on the market. It delivers scalable, secure and survivable FoIP solutions, empowering businesses to fulfill the compelling promise of UC.

For more information about Sagemcom and its line of fax servers:

Website: www.sagem-interstar.com

Corporate video: <http://www.youtube.com/watch?v=5qCm3Xz61N8>

Facebook page: <http://www.facebook.com/sageminterstar>

LinkedIn Group: <http://www.linkedin.com/in/sageminterstar>

Twitter: http://twitter.com/sagem_interstar

YouTube channel: <http://www.youtube.com/user/SagemInterstarVideo>

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