

Xerox Corporation

BLI 2021-2022 PaceSetter
in Document Imaging Security: Office



Xerox Corporation has claimed a prestigious Buyers Lab (BLI) 2021-2022 PaceSetter Award in Document Imaging Security for the Office market thanks to its...

- Focus on security through a layered approach that encompasses hardware, software, processes, content, and services
- Security-oriented document imaging solutions that can be delivered on premise, in a private cloud, or via a Xerox native cloud application to meet the requirements of all customers
- Commitment to zero-trust initiatives, including MFPs that satisfy NIST SP 800-207 Zero Trust Architecture requirements
- Extensive training available for partners and a dedicated Partner Portal for authorized partners to access collateral, guides, presentations, and sales tools

Cybersecurity is a major issue facing all organizations. With products that sit at the intersection of the internal network and the public Internet, document imaging vendors are in a unique position to help customers secure their document streams as well as wider networks. To determine which OEMs lead the market in document imaging security and beyond, Keypoint Intelligence conducted an in-depth study covering a vendor's vision and market approach, security-related MFP hardware/firmware features and software offerings, security services, and more. This award recognizes Xerox Corporation as one of the OEMs that offers the strongest ecosystem of security products and services for business purchasers.

Xerox earned praise for its holistic approach to office security, starting with its AltaLink and VersaLink MFPs that deliver key security-integrity features, including advanced boot-up protection, McAfee whitelisting technology to prevent unauthorized code from running, and integration with leading security information and event management (SIEM) platforms. Xerox products also enable customers' IT teams to satisfy NIST SP 800-207 Zero Trust Architecture requirements through features that support Core Zero Trust Logical Components.

"Beyond the hardware itself, Xerox offers a range of MFP, server, and cloud solutions targeting document security, along with a growing IT services practice with expertise in cybersecurity," said Jamie Bsales, Keypoint Intelligence's Director of Smart Workplace & Security Analysis. "And to ensure this information gets to customers, the company offers extensive training for reseller partners, including a dedicated Partner Portal with up-to-date training tools and sales collateral."

About Keypoint Intelligence

For 60 years, clients in the digital imaging industry have relied on [Keypoint Intelligence](#) for independent hands-on testing, lab data, and extensive market research to drive their product and sales success. Keypoint Intelligence has been recognized as the industry's most trusted resource for unbiased information, analysis, and awards due to decades of analyst experience. Customers have harnessed this mission-critical knowledge for strategic decision-making, daily sales enablement, and operational excellence to improve business goals and increase bottom lines. With a central focus on clients, Keypoint Intelligence continues to evolve as the industry changes by expanding offerings and updating methods, while intimately understanding and serving manufacturers', channels', and their customers' transformation in the digital printing and imaging sector.

About BLI 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 technologies, services, and key vertical markets.

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