



## CANON INFORMATION & IMAGING SOLUTIONS

### **FOR IMMEDIATE RELEASE**

**Canon Information and Imaging Solutions, Inc.**  
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### **Fujitsu to Resell Forms and Print Services for Salesforce Application from Canon Information and Imaging Solutions**

**LAKE SUCCESS, NY – Sept. 18, 2012** – Canon Information and Imaging Solutions, Inc., a wholly-owned subsidiary of Canon U.S.A., Inc., announced today that leading IT solutions provider Fujitsu has become an American reseller of Canon's Forms and Print Services for Salesforce, an application that brings to Salesforce users a new capability to turn their Salesforce data into attention-grabbing reports, proposals or other documents, created automatically and printed easily without the need for any print drivers\*.

As one of the leading providers of IT solutions, Fujitsu has implemented salesforce.com solutions for hundreds of customers within Retail, Insurance, Consumer Product Goods (CPG), and Financial Services industries. The Fujitsu team of certified salesforce.com professionals will now be able to provide the Forms and Print Services for Salesforce solution to help mobile salespeople, logistics managers and other clients to:

- Present sales results and forecasts with charts and graphs,
- Create professional-looking proposals for clients, at the touch of a button,
- Retrieve documents at any US FedEx Office® location,
- Batch print transactional documents such as invoices or shipping documents.

Forms and Print Services for Salesforce allows users to unify dispersed Salesforce data, by pulling it into dynamic PDF forms, where predefined fields, charts and calculations are automatically populated with relevant values, to convey meaningful information, easy to present and analyze. When used for creating various reports, such as sales results or account comparisons, the solution can help save time, previously spent on copying and formatting data, standardize reporting across the organization, and allow for easy

comparison with past results. To further maximize work efficiency, Forms and Print Services for Salesforce enables batch printing of transactional documents such as invoices, statements or shipping documents, to name a few. The solution brings to life new value with its dynamic, highly visual PDF forms, which are created in the cloud and can be printed on the road, without print drivers\*.

“With their expertise in developing and deploying cloud-based solutions for clients in a variety of industries, Fujitsu has established a reputation in truly understanding the customer needs and is therefore an ideal partner to provide our Forms and Print Services for Salesforce solution,” said Satoshi Nagata, executive vice president, Canon Information and Imaging Solutions. “Fujitsu and Canon are long-time partners and we are pleased to team up with them on this initiative to jointly deliver this capability for Salesforce users.”

“Many of our clients are looking for additional ways to access and utilize their salesforce.com solutions,” said Simon Goodman, VP of Fujitsu America’s SaaS business. “Having the Forms and Print Services for Salesforce solution in the Fujitsu portfolio now allows us to meet this important need.”

The Forms and Print Services for Salesforce solution is offered as a monthly package subscription, payable on an annual basis. Canon Professional Services will be utilized to design sophisticated, customized forms and to implement and facilitate the use of the application for customers in the United States. In addition to its being resold by Fujitsu, Forms and Print Services for Salesforce is also available via the AppExchange at <http://appexchange.salesforce.com/> and through Canon Authorized Dealers, Canon Business Solutions, and Oce North America.

## **About Fujitsu**

Fujitsu is the leading Japanese information and communication technology (ICT) company offering a full range of technology products, solutions and services. Over 170,000 Fujitsu people support customers in more than 100 countries. We use our experience and the power of ICT to shape the future of society with our customers. Fujitsu Limited (TSE:6702) reported consolidated revenues of 4.5 trillion yen (US\$54 billion) for the fiscal year ended March 31, 2012. For more information, please see <http://www.fujitsu.com>

Fujitsu America, Inc. is a leading ICT solutions provider for organizations in the U.S., Canada and the Caribbean. Fujitsu enables clients to meet their business objectives through integrated offerings and solutions, including consulting, systems integration, managed services, outsourcing and cloud services for infrastructure, platforms and applications; data center and field services; and server, storage, software and mobile/tablet technologies. For more information, please visit: <http://solutions.us.fujitsu.com/> and <http://twitter.com/fujitsuamerica>.

## **About Canon Information and Imaging Solutions, Inc.**

Canon Information and Imaging Solutions, Inc., a wholly owned subsidiary of Canon U.S.A., Inc., was formed to harness the power of two of Canon's greatest intangible assets: In-depth knowledge of information flow and the best imaging technology. Utilizing Canon's vast collection of imaging technology and development tools along with select third-party enterprise applications, Canon Information and Imaging Solutions will deliver compelling market-driven solutions in the area of cloud computing and business process integration. Additional information about the company, its programs and mission can be found at: [www.ciis.canon.com](http://www.ciis.canon.com).

## **About Canon U.S.A., Inc.**

Canon U.S.A., Inc., is a leading provider of consumer, business-to-business, and industrial digital imaging solutions. With approximately \$45.6 billion in global revenue, its parent company, Canon Inc. (NYSE:CAJ), ranks third overall in U.S. patents registered in 2011† and is one of Fortune Magazine's World's Most Admired Companies in 2012. In 2012, for the ninth consecutive year, Canon U.S.A. has received the PCMag.com Readers Choice Award for Service and Reliability. Committed to the highest level of customer satisfaction and loyalty, Canon U.S.A. provides 100 percent U.S.-based consumer service and support for all of the products it distributes. Canon U.S.A. is dedicated to its Kyosei philosophy of social and environmental responsibility. To keep apprised of the latest news from Canon U.S.A., sign up for the Company's RSS news feed by visiting [www.usa.canon.com/rss](http://www.usa.canon.com/rss).

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\*No print drivers are needed when printing to Canon imageRUNNER ADVANCE multifunction printers. If not printing to a Canon imageRUNNER ADVANCE multifunction printer, users can download and print a PDF from any other printer with the use of a printer driver.

†Based on weekly patent counts issued by United States Patent and Trademark Office.

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