

News Release



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XEROX AND *spencerMETRICS* CONNECT FOR PRODUCTIVITY

Melville, NY – 26 September 2016 – SPENCERMETRICS LLC, the leading provider of analytics for production printing productivity, announced today that Xerox Corporation (NYSE: XRX) is now a worldwide Authorized Reseller of the *spencerMETRICS*® CONNECT® system.

The *spencerMETRICS* CONNECT system automatically captures digital pressroom data augmented with shop floor knowledge in order to reduce downtime and maximize productivity with actionable information. The system supports the flagship Xerox® iGen5® Press as well as other printing devices in the Xerox Production Printing portfolio, both cut sheet and continuous feed, monochrome and full color, toner and inkjet and more – with either Xerox FreeFlow™ print servers or Xerox print servers powered by Fiery®.

The CONNECT solution helps Xerox customers achieve the high productivity these presses are designed to deliver. By identifying root causes of bottlenecks and wasted time with real metrics, users report cost savings through reduced waste, overtime, and downtime, as well as improved asset utilization – all leading to increased profits. CONNECT job cost data can improve job estimating, scheduling, and throughput time. The cloud-based system is designed for today's security and IT environments, and can be installed and operational in days, not weeks.

“...provides Xerox customers with outstanding value by leveraging technology to increase productivity ...realize cost reductions in waste, overtime and downtime within a few months”

–David R Spencer, *spencerMETRICS*

Through the teaming of Xerox technology and *spencerMETRICS* CONNECT, users can harness the power of on-demand analysis and automatic calculation of Operational Equipment Effectiveness (OEE) metrics to realize the productivity and profitability goals of Lean Best Practices and Six Sigma process improvement. Production targets can be monitored in real-time with up-to-the minute analysis available anywhere, anytime from any browser. With these actionable insights, users can expect opportunities for increased productivity and utilization, increased cost savings, and higher returns-on-investment.

“This *spencerMETRICS* partnership provides Xerox customers with outstanding value by leveraging technology to increase productivity. With this cost-effective solution, users can realize cost reductions in waste, overtime and downtime within a few months of use”, said David R Spencer, *spencerMETRICS* president/CEO.

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About Xerox

Xerox is helping change the way the world works. By applying its expertise in imaging, business process, analytics, automation and user-centric insights, it engineers the flow of work to provide greater productivity, efficiency and personalization. Its employees create meaningful innovations and provide business process services, printing equipment software and solutions that make a real difference for its clients and their customers in 180 countries. On January 29, 2016 Xerox announced its plans to separate into two independent, publicly traded companies – Xerox Corporation, which will be comprised of the company’s Document Technology and Document Outsourcing businesses, and Conduent Incorporated, a business process services company. The company is on track to complete the separation by the end of 2016.

About SPENCERMETRICS LLC

Dedicated to serving the user needs of modern production printing through innovative software solutions and services, SPENCERMETRICS LLC was recently spun off from the *spencerLAB*[®] division of SPENCER & ASSOCIATES PUBLISHING, LTD. SPENCERMETRICS is dedicated to providing operational insight and reducing wasted downtime in production printing.

Since 1989, the *spencerLAB* independent testing facility has earned an international reputation for expertise in benchmarking color print quality, consumable yield/cost-per-print, reliability, usability, and especially productivity for a wide variety of printing technologies. *spencerLAB* also provides focus group management, benchmark test software/hardware, and custom consulting.

For further details please visit www.spencermetrics.com.

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