

“Reformation of business structure is our top-priority as we approach our 100<sup>th</sup> anniversary in 2024. With Fuji Xerox’s know-how and technology, we aim to change the working style across the company using optimized office environment.”

KOKUSAI PULP&PAPER CO.,LTD.

Senior Executive Officer

General Manager, Head of General Affairs & Personnel Div.

Kunitoshi Nishimura



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## Objectives

Kokusai Pulp & Paper Co., Ltd is aiming to reform its business structure toward its 100<sup>th</sup> anniversary in 2024, and aiming to take the company to public.

The Company needed to tackle the following issues:

- Improve security and implement corporate governance throughout KPP Group
- Establish a flexible office environment to quickly adopt to upcoming reformation of business structure
- A shift of working style to enhance the productivity in midst of the changing business environment

## Solutions

- Develop security environment by using IC card authentication and technology to prevent unattended printing, erroneous copy and erroneous fax transmission while ensuring traceability
- Develop office print policy to raise the awareness of each employee
- Optimize input/output environment standardized throughout KPP Group
- Track and monitor usage of input/output devices and analyze workflow on individual/department basis
- Establish an office environment to promote changes in working style, including mobile work and usage of cloud environment

## Results

- Reduction of incidental work by integrating the maintenance contract related to input/output devices and supplies
- Regulation of output volume by usage tracking
- Off-balancing of input/output devices
- Optimization and integration of devices (reduced 50%)
- More than 45% reduction of TCO\* (Total Cost of Ownership)
- Flexible office infrastructure which can easily meet and adapt to any changes in business and organizations

\*TCO(Total Cost of Ownership) : Indicator that represents total expenses related to implementation, maintenance, management, etc.

## Future

- Establish high security level to gain trust from stakeholders
- Activate KPP’s internal communication through improved workflow
- Enhance productivity through shift to new working style

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## Toward structural reformation and group-wide governance

Kokusai Pulp & Paper Co., Ltd. (KPP) is a leading company in the paper and pulp trading industry. It has been a challenging business recently as the paper and pulp market is gradually declining effected by digitization of information. KPP, which celebrates its 100<sup>th</sup> anniversary in 2024, has set a long-term vision to reform its business structure to promote new growth. Moreover, the Company is in urgent need to enhance group-wide governance as it has stock listing in view to boost corporate value.

## Chosen for proposal based on actual four-year data

Fuji Xerox, who has been responsible for management and operation of input/output environment of KPP headquarters and branch offices since 2010, has successfully reduced their incidental work and total cost. As a next step, Fuji Xerox conducted workshops with KPP's staffs in charge, interviewed frontline staffs, and analyzed the operational data for the past four years—all to support KPP reform its business structure and strengthen governance. Then, Fuji Xerox presented KPP's ideal office environment that enhances group-wide security as part of corporate governance and promotes a flexible working style.

Why did KPP choose to continuously partner with Fuji Xerox? Mr. Kunitoshi Nishimura, Senior Executive Officer, said,

“Fuji Xerox understood our business environment and the situation that we are facing through four years of services operation, and presented specific issues that we need to tackle to approach our goals.

They visualized our issues in numerical values using actual data, and proposed a tailored service offering along with a roadmap based on existing services.”

## Build a secure environment to strengthen governance

Next, Fuji Xerox will tackle on security enhancement to strengthen governance by optimizing the arrangement of input/output devices and developing the standardized input/output environment throughout KPP Group. Fuji Xerox will develop an environment to prevent unattended printing and information leakage, and to ensure traceability if by any chance the information is leaked. With stock listing in view, Mr. Nishimura said, “We had been aware of the need to enhance security. It is very important not only to prevent security accidents, but be well prepared and develop an environment that can minimize the effects in case any information leakage occurs.”



Project Members of KOKUSAI PULP&PAPER and Fuji Xerox

## Shift to new working style using the standardized input/output environment

Currently, using the office input/output environment, Fuji Xerox is starting to establish a system to scan and share documents for document management, while identifying documents to be managed. Also, by linking the input/output environment to digital and cloud environment, Fuji Xerox is establishing an environment to support new working style that employees can work anytime, anywhere with security maintained.

Specifically, Fuji Xerox will promote digitization of the vast amount of KPP's contract-related documents, and also improve the daily fax-related works common to its affiliates and partners. Fuji Xerox will continuously support KPP reform its working style by using the standardized input/output environment.

In closing, Mr. Nishimura said,

“We can boost work efficiency, activate internal communication, and strengthen customer relations by improving our workflow in an office environment that is continuously optimized. With Fuji Xerox's know-how and technology, our next challenge is to innovate working style across the company using optimized input/output environment that has been standardized throughout KPP Group.”

### About Fuji Xerox Global Services

Our business professionals, having abundant knowledge and experience gained from previous achievements, collaborate closely with our global active clients.

We are continually improving upon and optimizing our document processes so that we can help clients achieve success. Clients can expect a wide range of results all designed to improve their businesses, including but not limited to: increasing productivity, cutting costs, reducing carbon footprints and improving security.