



Konica Minolta Relies on MOBOTIX to Expand its Global Video Solution Services

Konica Minolta combines MOBOTIX cameras with AI apps for its corporate focus on 'ensuring social security'

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Langmeil / Tokyo, January 2023 – Konica Minolta has defined 'ensuring social security' as one of its business areas. Through its business operations, the company aims to help solve challenges such as the growing risk of disasters due to climate change or the diminishing workforce due to aging societies. To ensure people's safety and improve industry productivity, it is increasingly necessary to solve social problems through digital transformation (DX), Konica Minolta believes. AI-assisted, real-time, on-site detection and assessment using Konica Minolta's FORXAI IoT imaging platform offers excellent solutions. Konica Minolta relies on robust, high-performance, decentralized video technology and the highest cybersecurity-oriented MOBOTIX video technology.

The global market for video surveillance solutions is attractive. While the worldwide market volume in 2021 was still around 44 billion US dollars, the various market research institutes forecast a volume of 70 - 90 billion US dollars for 2026, with a compound annual growth rate (GAGR) of 8 - over 13%.

Expanding the Service System for Video Solutions in Konica Minolta's Global Sales Network

Konica Minolta's global sales companies provide video solution services based on MOBOTIX products and services to digitize customers' workflows. During the Corona pandemic in the first half of fiscal 2022, Konica Minolta increased its video technology sales by 50% with a body-surface temperature-screening solution. As a result, the company began integrating product sales with those of MOBOTIX in North America in April 2022. In Europe, Konica Minolta opened a showroom in Prague in June 2022 and introduced new services related to the FORXAI Video Analytic Solution and FORXAI Visual Quality Inspection. In addition, Konica Minolta began building a service unit for video solutions in October 2022. The company will also hire additional sales engineers who can develop suitable solutions for customers. Toshiya Eguchi, Konica Minolta's Executive Vice President and Executive Officer in charge of Technologies and Imaging-IoT Solution Business, commented: "MOBOTIX products and services have been instrumental in enhancing security for our customers - and that is our goal."

Konica Minolta opens up new business areas with solutions from MOBOTIX subsidiary Vaxtor Ltd.

Vaxtor Ltd. (Vaxtor), which MOBOTIX acquired in May 2022, offers solutions for automated license plate recognition (ALPR) and optical character recognition (OCR). Vaxtor OCR technology can be used, for example, to manage, monitor, and control trucks and containers at ports. It scans and recognizes license plates from more than 150 countries and can guide drivers on-site and check access authorizations. In addition, by collaborating with MOBOTIX, Konica Minolta aims to expand into new business areas by providing more excellent value to its transportation and logistics infrastructure customers using AI technology to scan license plates and containers.

MOBOTIX CEO Thomas Lausten is proud of the increased Konica Minolta investment, "We are confident that our products and solution services can solve many more social challenges. Konica Minolta's global sales network and support service system will allow us to leverage this potential even more. I expect we will work with Konica Minolta to develop new video solution services."

Please also read the corresponding [news release of Konica Minolta](#).