

How to become a valued RISO partner

RISO understands and appreciates the needs and objectives of both existing and new partners can be very different. That is why there is a variety of partner levels and we would be delighted to discuss the opportunities of your business working in collaboration with RISO. Please contact us today to register your interest in the RISO Partner Programme.



RISO Partner Programme



Welcome

“Customer satisfaction, product innovation and a collaborative approach are the foundations of what RISO Kagaku Corporation stands for. Our trusted and valued business partners share these beliefs and together we make a difference.”

Tatsuo Murakami
Managing Director, RISO UK

“Our Partner Programme is designed to help us share our expertise and product differentiation with each of our Partners. It is created for sharing opportunities and growing business together.

Our approved partners are invaluable to us and at RISO we are fully committed to a collaborative approach in taking our award-winning technology to market.”

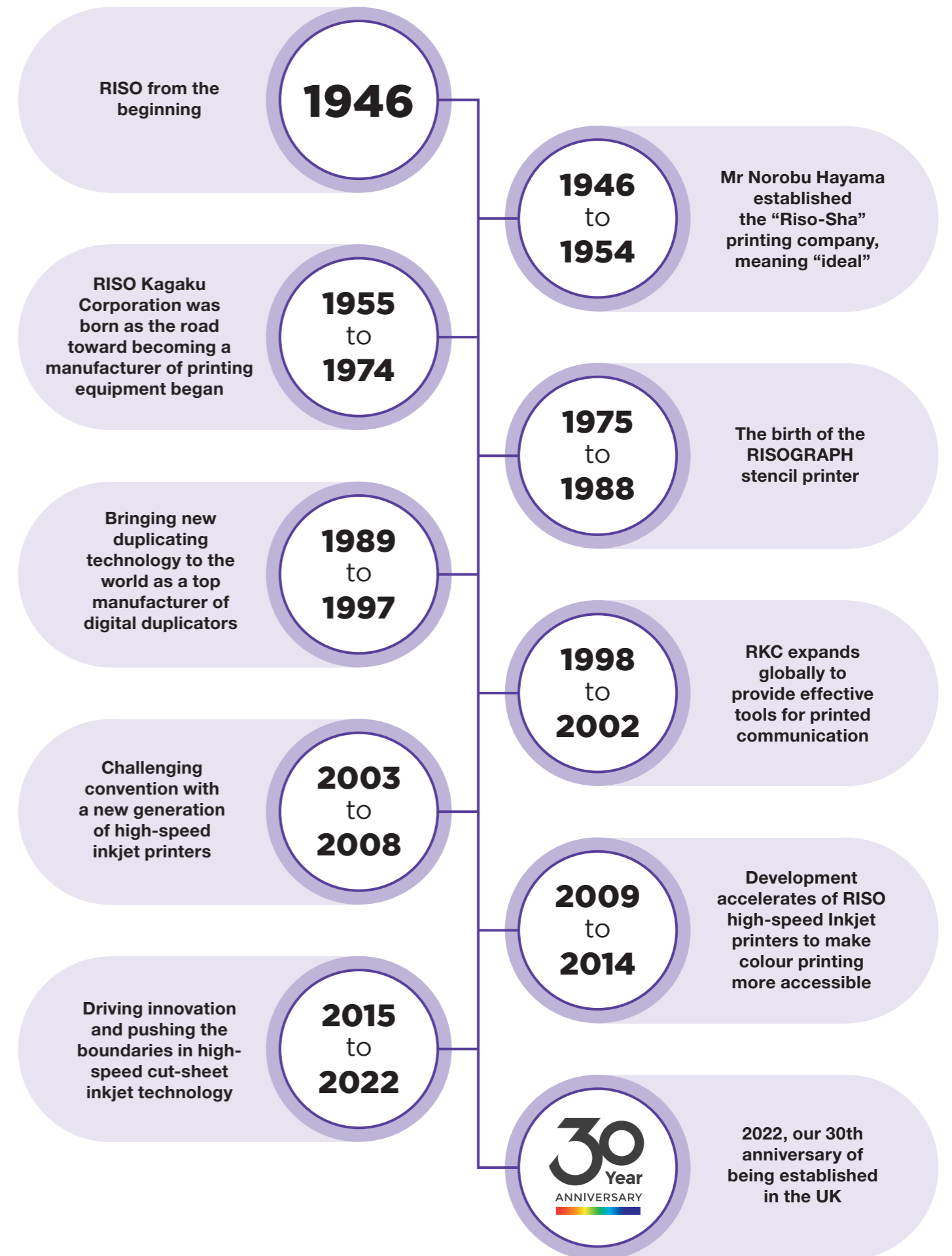
Russell Long
Head of Sales - UK, Ireland, and Nordics, RISO UK

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A recognised global leader and innovator in the development of high-speed cut-sheet inkjet printers operating in 190 countries.

In 1946, our founder Mr Noboru Hayama began developing his first mimeograph printer in Japan. His belief in print technology and a long-term sustainable strategy has steered the fortunes of RISO worldwide step-by-step to the strong position we are in today.



RISO Kagaku Corporation

The company has grown to a global presence, operating in 190 countries and regions, with a listing in the first section of the Tokyo Stock Exchange. Servicing a wide variety of clients in all markets, RISO has developed a strong global reputation for its products and customer service.

- Founded in 1946 in Tokyo, Japan
- Operates in 190 countries, with 26 subsidiary companies and over 3,800 employees
- 7 factories and 2 dedicated R&D centres
- Listed in the first section of the Tokyo Stock Exchange
- A recognised global leader in the development of high-speed cut-sheet inkjet printers since 2005
- Global footprint of research and development, manufacture and marketing of unique printing solutions



1st ¥ 
SECTION OF
TOKYO STOCK EXCHANGE



A GLOBAL FOOTPRINT
R&D, MANUFACTURE OF
UNIQUE 
PRINTING SOLUTIONS

RECOGNISED GLOBAL
LEADER SINCE
2005



26
SUBSIDIARY
COMPANIES



7
FACTORIES



2
R&D CENTRES



190
COUNTRIES

FOUNDED IN
1946 

RISO UK

RISO UK was established in 1992 and has a wide geographical coverage including the UK, the Nordics and Israel.

In the UK today our team of highly experienced and knowledgeable professionals work with customers and our valued partners to ensure they have the best printing solution to meet their needs. We are also proud of our milestones achieved along our journey that speaks to the scale and breadth of our success.

Over the last 30 years, our reputation in the UK has gone from strength to strength. We offer the highest quality printers, MFDs, and duplicators but perhaps most importantly, we take the time to work closely with our partners in order to help them identify the right solution to fulfil their customers unique printing specifications.

Our sales, technical, marketing and support teams are always on hand ensuring you have what you need to meet your customers' requirements.

Research and innovation are at the heart of all we do. With our unique technology, we are the proud creators of the world's fastest full-colour cut-sheet inkjet printer, and today our printers continue to deliver the fastest, lowest cost per full colour page printing solution.

RISO Partner Programme Benefits

RISO is a development-oriented company that strives for innovation, expertise and complete customer satisfaction whilst creating truly essential value.

Our partnerships are built to last and we have different tiers able to cater for the needs of a wide variety of partners. We are fully committed to supporting your business grow, through a collaborative approach in taking our award-winning technology to market.

RISO will continue to take on the challenge of creating new products and services to pursue the possibilities of new print work and ensure the satisfaction of customers the world over.

IBS Office Solutions achieved platinum status in 2022 and has recorded record sales since becoming a RISO partner. We receive excellent account management and use the RISO demonstration vehicle on a regular basis which customers really appreciate and gives us a unique offering – try before you buy.

RISO cold fuser technology is a different concept to toner based devices and the potential energy savings are excellent being a topical subject in

today's world. From a service perspective we are seeing less service calls and higher copy volumes between visits compared to toner based devices.

Overall, we are very happy, and the availability of equipment has been excellent.

IBS Office Solutions



As a RISO partner, you are valued, supported and part of an award-winning brand

With the benefit of our unique ForceJet™ inkjet technology, the support of your dedicated dealer sales manager and access to comprehensive business support, the goals of our partner programme are:

Growth

- RISO's unique technology helps you diversify into new markets
- Increase sales opportunities due to our innovative product range

Differentiation

- Stand out from the competition with RISO's unique product solutions
- Retain existing customers by offering new and unique product solutions
- Benefit from access to live demos from within our mobile showrooms

Increased Profitability

- Optimise your profits and the income from your RISO business with products that generate a higher margin

Advancement

In recognition of achieving your sales targets and your commitment to being a valued RISO partner, you have the opportunity of progressing to the next tier in the partner programme. This will give you access to even more resources and financial support from RISO.



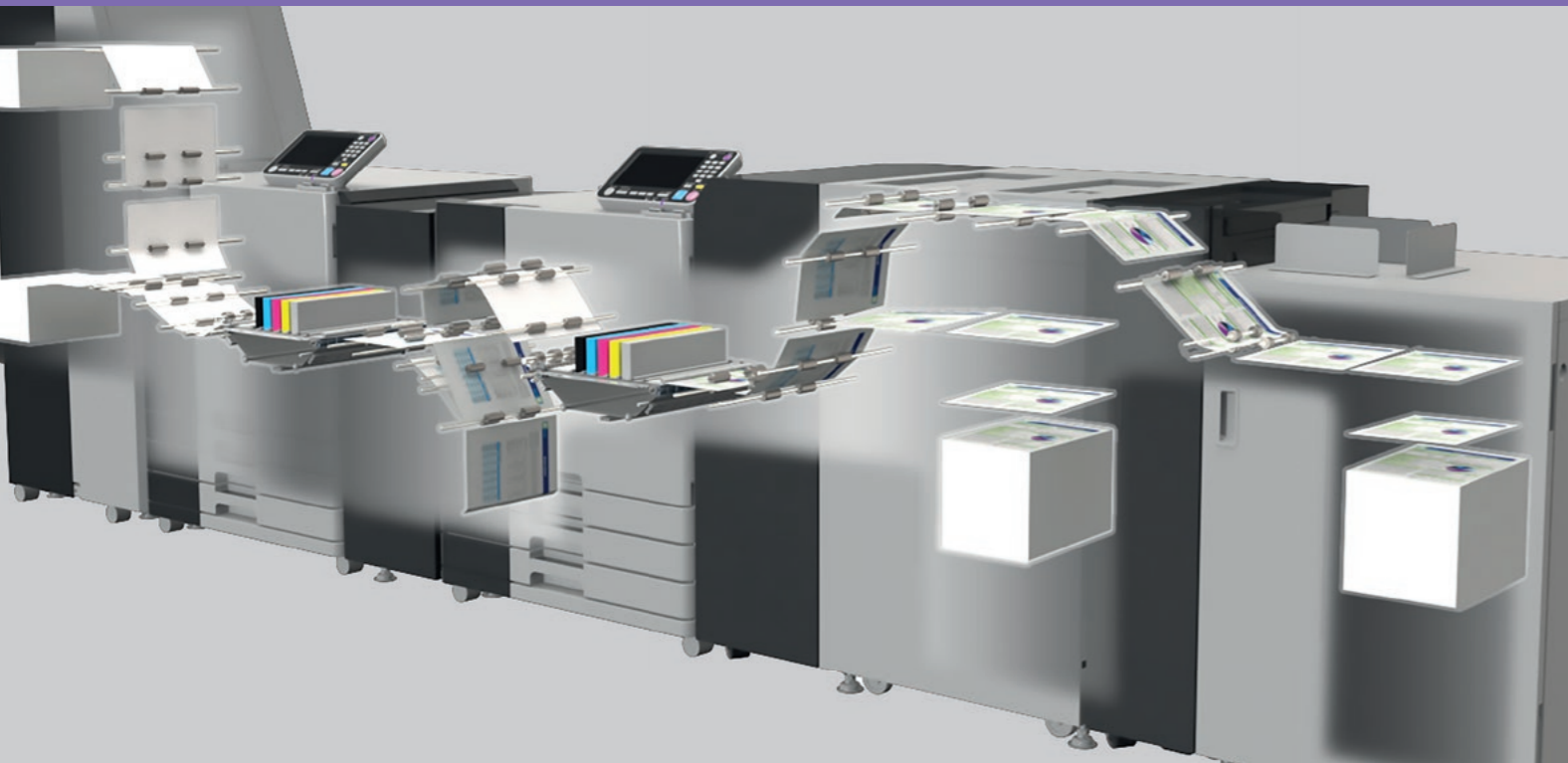
Sharp and RISO have worked in partnership to provide our clients with innovative print solutions for more than 20 years. RISO's products compliment our own offering perfectly, ensuring that we can recommend the best solution to suit the bespoke needs of the customer.

It speaks volumes that our partnership is still growing, and that is largely down to the levels of support that RISO provide. We deal with people

that understand our business and our objectives, and this ensures that the relationship is mutually beneficial, as any successful partnership should be.

RISO and their products are an important part of what we do, and we look forward to continuing to grow and develop our partnership.

Sharp UK



Unique Technology

With designing eco-friendly products in our DNA, our unique ForceJet™ inkjet technology has an environmental advantage which, when combined with superior productivity delivers a more productive, resource-efficient and sustainable way of printing that is better for the workplace and environment.

RISO inkjet devices deliver a low cost and low risk investment in terms of hardware and running costs. Right from the moment of installation their extremely low Total Cost of Ownership is enhanced further through considerable energy savings and a reduction in maintenance requirements. All this drives improved productivity and efficiency for the end user.

The price point and print volume combination of a RISO inkjet printer delivers an impressive TCO advantage against other devices.

Built to make a difference:

The combination of advanced durability with award winning reliability, impressive eco-credentials and the lowest running cost makes a RISO the perfect choice for anyone looking to maximise their productivity whilst improving their eco contribution.

RISO Partners benefit from being able to offer this unique technology in several ways:

High-speed Printing

- Ultra-fast printers with speeds of up to 165ppm increase productivity and efficiency which ultimately saves time and money.

Reliability and Increased Uptime

- RISO's cold inkjet technology, with a simple paper path and fewer replaceable parts, results in fewer technical call-outs when compared with toner-based devices, and therefore greatly increases machine uptime.
- As there are fewer parts that need regular maintenance on our inkjet printers such as drums, fusers, transfer belts etc. compared with toner devices, overall financial and maintenance costs, and strains on natural resources are reduced.

Cost

- RISO printers offer the lowest cost for full colour prints on the market.
- Our unique technology means our eco printers create less waste, reduce energy usage and offer the lowest cost of ownership compared with toner printers.

0% Harmful Emissions

- Unlike toner-based printers, RISO inkjet printers employ a cold imaging process that eliminates ozone and toner emissions making them much kinder to the environment and to the workplace.

Up to 91% Less Energy Used

- RISO's heatless inkjet imaging process is completely cold, unlike toner-based systems. No heat means up to 91% less energy is used, even when printing at maximum speed.
- Also the high print-speeds of the RISO significantly decreases the time spent printing, which therefore mean RISO printers use even less energy than toner devices.

Oil Based Ink and Cold Printing Process

- The use of oil-based pigment ink and RISO's unique cold printing process results in the printed sheets being produced cold, dry and absolutely flat. This allows post-printing operations such as collating, folding, inserting and binding to be carried out immediately and more efficiently.

RISO is proud to comply with many of the world's leading environmental directives, inc:

- Blue Angel – a major German certification for products and services that are environmentally friendly.
- Reach Regulation – an EC directive concerning chemicals and their safe use.
- RoHS Directive – an EU restriction of the use of certain hazardous substances in electrical and electronic equipment.
- ErP Directive – an EC requirement for eco-design of energy-related products.



Partner Levels

We provide all partners with comprehensive business support and full training to achieve the:
Goals of our programme - growth, differentiation and increased profitability.

Authorised

RISO authorised partners enjoy a range of both financial and non-financial benefits.

Benefits include:

FINANCIAL

- Authorised partner pricing
- Financial incentives for sales people

SALES

- Dedicated account manager support
- Sales training
- Field sales support
- Access to live product demos from within our mobile showrooms
- Engagement (inc invites to product launches and dealer meetings)

MARKETING

- Lead generation support
- Listing on the RISO UK website

TECHNICAL

- Technical reviews
- Training
- Technical support

Qualification Criteria:

- Activity business plan to achieve unit target
- Achieve unit target
- Fully trained engineers

Silver

Partners invited to join our silver partner tier enjoy all the benefits of authorised partners with added support and financial rewards.

Benefits include:

FINANCIAL

- Silver partner pricing
- Enhanced financial incentives for sales people

SALES

- Dedicated account manager support
- Sales training
- Field sales support
- Access to live product demos from within our mobile showrooms
- Engagement (inc invites to product launches and dealer meetings)

MARKETING

- Co-branded demand generation assets
- Lead generation support
- Listing on the RISO UK website

TECHNICAL

- Technical reviews
- Training
- Technical support

Qualification Criteria:

- Activity business plan to achieve higher unit target
- Achieve unit target
- Fully trained engineers

Gold

If invited to become a gold partner you will enjoy all the benefits of a silver partners with added support and financial rewards.

Benefits include:

FINANCIAL

- Gold partner pricing
- Enhanced financial incentives for sales people

SALES

- Dedicated account manager support
- Sales training
- Field sales support
- Access to live product demos from within our mobile showrooms
- Engagement (inc invites to product launches and dealer meetings)
- Lead management support
- Sponsored phone days

MARKETING

- Exhibition financial support
- Co-branded demand generation assets
- Lead generation support
- Listing on the RISO UK website
- Official partner plaque
- Marketing reviews

TECHNICAL

- Technical reviews
- Training
- Technical support

Qualification Criteria:

- Activity business plan to achieve higher unit target
- Achieve unit target
- Fully trained engineers

Platinum

Partners invited to join our platinum partner tier enjoy the highest levels of benefits, support and financial rewards.

Benefits include:

FINANCIAL

- Platinum partner pricing
- Enhanced financial incentives for sales people

SALES

- Dedicated account manager support
- Sales training
- Field sales support
- Access to live product demos from within our mobile showrooms
- Engagement (inc invites to product launches and dealer meetings)
- Lead management support
- Sponsored phone days

MARKETING

- Exhibition financial support
- Co-branded demand generation assets
- Lead generation support
- Listing on the RISO UK website
- Official partner plaque
- Review meetings

TECHNICAL

- Technical reviews
- Training
- Technical support

Qualification Criteria:

- Activity business plan to achieve higher unit target
- Achieve unit target
- Fully trained engineers

We have been a RISO partner for 10 years and have never regretted it. We have not only benefited from good levels of profit due to their total cost of ownership model, but also their unique product offering means we gain access to customers who need a range of other products that we can also provide, which is an added bonus for us.

Our sales team are also motivated by the financial sales incentives they receive from RISO so for us it's important to maintain a good partner status.

Postrum

Training

At our training academy we deliver tailored courses designed to meet the requirements of our partner programme. Technical training courses are delivered at no cost and are only available to RISO approved partners. We offer customised on-demand training and refresher courses which we find a more flexible approach for our partners. Our courses are designed to strict RISO Kagaku Corporation guidelines ensuring that you received the highest level of training to best support your customers.

Post-sign Support

Should on-site technical support be required we offer either a supporting visit, where a member of our technical team attends the customer site with the partner technician, or a solo visit where a member of the RISO UK technical team attends the customer site independently.

Full software solutions support is also available from our experienced team including for drivers, controllers and mobile printing.

Incentives / Rewards

As a valued RISO Partner you will enjoy a range of rewards

Individual Sales Rewards

- Monthly financial incentive scheme designed to help your sales team close more RISO businesses.

Annual Incentive

- Our highly regarded annual incentive motivates and rewards the top salesperson from across the partner programme and helps drive more sales opportunities.

Ad-hoc Rewards

- We run a variety of incentives/competitions throughout the year to motivate and reward your sales team.

Smarter for Your Business, Better for our Planet
Partnerships and Products that are Built to Last

Support Resources Include: (status dependent)

Online Resource Portals

- Login to our online partner portals for immediate access to a wealth of information including technical updates, product imagery and datasheets, to brochures, video content and much more.

Sales Support

- Regular RISO supported phone days to help increase sales opportunities.
- Your dedicated account manager will work with you to identify and drive lead generation opportunities through your pipeline.
- Regular live product demonstration support using our dedicated fleet of mobile showrooms.
- Lead management support – ongoing assistance with RISO sales opportunities.

Marketing Support

- Demand generation – co-branded marketing assets, and receive leads generated from RISO marketing activities.
- Co-branded events – financial support for joint events.
- Annual incentives.
- Ad-hoc reward programmes.

Technical Support

- All partners are assigned a regional technical manager responsible for technical support and equipment related queries.
- A comprehensive stock of spare parts for all current ranges.
- A dedicated parts and consumables ordering process together with a full and comprehensive warranties procedure.
- Login to an online portal giving access to technical bulletins, firmware updates and much more.

Joint Business Planning Reviews

- Dedicated account management and team specialists will work closely with you to help you achieve mutually agreed goals.

