



MAJOR ACCOUNT PARTNERSHIP

Customer satisfaction is our top priority. The Major Account initiative is about forming partnerships with customers to build useful systems together.

PRINCIPLE BENEFITS

- Direct relationship with the manufacturer
- A wide variety of marketing programs and options with flexible terms and conditions
- National consistency in pricing and contract
- Planned implementation schedule, timely installation and prompt service
- Nationwide network of over 650 dealer locations that need stringent financial and technical qualifications backed by National Service Support in all 50 states
- Global distribution and service network in 130 countries
- Centralized account management reporting

Major Account partnership means understanding a customer's business needs and applying our resources to solve them.



eBUSINESS QUESTIONS AND INQUIRIES CONTACT:

RICOH

Marketing and Program Development
Ricoh Corporation
5 Dedrick Place
West Caldwell, NJ 07006
Phone: 973.882.3904
Email: ebusiness@ricoh-usa.com

eBUSINESS



We're in your corner.



eBUSINESS

Ricoh's eBusiness solution delivers Ricoh customers the most customized experience possible.

RICOH eBUSINESS SITE

The system is designed to help us serve you better while allowing you to serve yourself.



CAPABILITIES

- Complete Web Based solution for transacting business with Ricoh
- Personalized experience
- Secure electronic network
- Help information available to users on every Web Page
- Standardization of site provides cost reduction to purchasing

Our delivery of benefits to customers is based on open communication, trust and a solution-oriented approach.

KEY FEATURES

- Single point of contact
- Ability to configure your order to meet your specifications
- Shopping category offers storing, product comparison, customer catalog, product configuration and pricing
- Ability to click on any product for additional information and literature
- Ability to punch out from Trading Hub onto the Ricoh site
- Ability to track your own orders through a special web page



MAKING A DIFFERENCE

RICOH IS CHANGING... FOR THE CUSTOMER

In today's highly competitive environment, applying our resources can improve your efficiency, productivity and competitiveness.



eBusiness represents the future of business communication and Ricoh is making this future a reality.

We're in your corner.

RICOH
Image Communication