

SCRIBONA

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Scribona signs cooperation agreement with Océ

Scribona's Toshiba Document Solutions Division and Océ to collaborate in Nordic region

Today Toshiba Document Solutions, part of the Scribona Group, and Océ in the Nordic region, a subsidiary of Océ Technologies N.V. (Netherlands), have signed an agreement to cooperate in the Nordic area to distribute and service multifunctional document solutions from Toshiba. According to the terms of the agreement, Toshiba Document Solutions and Océ will collaborate in eight regions in Sweden, Norway and Denmark. The two are already cooperating in two of these regions in Norway – in Stavanger and Bergen.

Océ, specializing in slightly heavier and larger products with associated software and implementation services, will now be able to offer more comprehensive solutions to satisfy customer needs in several areas. As a result of the new collaboration, Toshiba Document Solutions will gain access to a larger market in a quick, efficient and cost-effective manner. Toshiba Document Solutions will handle service and support for Toshiba products through its partners for customers that Toshiba Document Solutions and Océ have in common.

"We are very pleased to enter into this cooperation with Océ", says Håkan Wiktorin, Nordic Regional Manager for the Toshiba Document Solutions Division. "Océ is the perfect partner because they offer products that do not compete directly with Toshiba – they complement the Toshiba range instead, which also increases the value of Toshiba in the market, opens doors to establishing additional business relationships and creates a brand-new and broader customer base."

"Toshiba's professional distribution infrastructure and competence were of decisive importance to Océ when they selected Toshiba Document Solutions as a cooperation partner," says Anton Strand, Vice President, Division Océ Document Printing Systems Nordic. "Through this cooperation agreement, Océ can meet the market's growing requirements for complete solutions in the lower end of the segment in a much better way, and in combination with its own manufactured products, Océ can now offer the strongest and most cost-effective range in the market from a single supplier."

Toshiba Document Solutions, a division of the Scribona Group, is the general agent in the Nordic region for Toshiba copiers, copyprinters, printers, faxes and computer/video projectors. Toshiba Document Solutions' sales amounted to approximately SEK 720 million in 2001. For more information go to www.toshiba.se.

Océ N.V. is headquartered in Venlo, in the Netherlands. The group has more than 21,000 employees and is represented in more than 80 countries on all continents. Océ develops and manufactures software, server technology and scanner, printer and multifunctional units that are packaged in solutions for managing and controlling document flows and production. Sales amounted to €3.2 billion in 2001. For more information go to www.oce.com.

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