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InfoTrends Projects Double-Digit Growth for U.S. & Western European Network Document Solutions Market

(Weymouth, MA) January 26, 2011 . . . According to InfoTrends recently released market forecast for Network Document Solutions, double-digit growth is expected over the next five years for the U.S. and Western European markets. This double-digit growth will be seen for each of the four solutions categories, which include device management solutions, document capture/routing solutions, document management solutions, and document output management solutions.

Randy Dazo, Director of InfoTrends' Network Document Solutions Consulting Service, commented, "Despite the tough economic conditions, the network document solutions space is still an area for growth and opportunity. Although our predictions are lower than the previous year's forecast, the solutions market remains hopeful with many companies continually asking for cost-savings, security, and efficiency improvements. We also see MPS positively affecting Device Management and Output Management solutions in the short term as well as Scanning and Document Management solutions in the long run."

Document capture/routing solutions continued to be the largest revenue-generating category of the U.S. and Western European office document solutions market. This is due to typically higher purchasing costs of capture and routing solutions. Growth will slow slightly as other categories gain in importance.

In both regions, device management solutions and document output management are seeing a boost from the increased adoption of Managed Print Services (MPS). "These solutions enhance the MPS savings opportunity and offer a key competitive differentiator to vendors and dealers selling MPS to customers. It should be no surprise that these solutions categories are getting uplift from the MPS phenomenon," continued Dazo.

Document management solutions will grow in both the U.S. and Western European markets over the forecast period. Moss acts as a strong influence to growth, as SharePoint is extensively used across many organizations. As cloud computing adoption increases, this will also benefit document management category growth as companies look for more cloud Software-as-a-Service (SaaS) solutions.

In addition to solution category, InfoTrends' Network Document Solutions Forecast is segmented by revenue category, including:

- Software license revenues
- Software maintenance revenues
- Professional services/support revenues

It is also segmented by distribution channel, with categories including:

- Dealer
- Direct
- Facilities management
- Professional services organization
- Value-added resellers (VARs) & systems integrators (Sis)

The forecast quantifies and defines the current state and future growth prospects of the installation services, software applications, and professional consulting/implementation services being marketed with and around networked office equipment in the United States and Western Europe. This market estimate and forecast data focuses specifically on the class of software-based solutions that are targeting ad-hoc workgroup processes. These solutions can effectively integrate with workgroup-class networked copiers, printers, fax machines, and scanners.

For more information on InfoTrends' [U.S. Network Document Solutions Forecast](#) or the [Western European Network Document Solutions Forecast](#), visit our online store or contact Robyn Wuori at +1 781 616 2100 ext. 103 or e-mail robyn_wuori@infotrends.com.

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