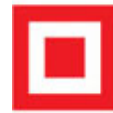




KONICA MINOLTA



All Covered®

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News Releases

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All Covered Acquires Managed IT Services Practice of LAN Associates in New York

Division of Konica Minolta Business Solutions U.S.A. Expands Vertical Presence with In-depth Legal Expertise

Redwood City, Calif. and Ramsey, N.J. – September 1, 2011 – [All Covered](#), a division of Konica Minolta Business Solutions U.S.A. ([Konica Minolta](#)) focused on delivering high-performance Managed IT Services to small- and medium-sized businesses, is pleased to announce that [LAN Associates](#), a premier provider of networked computing solutions for legal and corporate customers in the Northeast and Mid-Atlantic States, has joined All Covered.

With this addition, All Covered significantly expands its legal vertical market presence in the New York, Washington D.C. and North Carolina markets, and brings on board a talented group of Managed IT Services professionals along with an impressive list of clients.

“Today more than ever law firms are leveraging Managed IT Services to help drive business goals such as cost savings or meeting compliance and security regulations,” said Todd Croteau, President of All Covered. “LAN Associates provides us with in-depth vertical expertise to meet the growing demand for comprehensive managed technology services for the legal community. In addition, today’s news demonstrates our continued vertical market focus to expand our breath and depth of services across Konica Minolta and All Covered clients.”

“Having worked with Konica Minolta and LAN Associates, both companies share a similar philosophy and dedication to customer service,” said Patricia Isaacson, Firm Administrator at [Seeger Weiss](#) and board member of the NYC Chapter of the Association of Legal Administrators. “This is a perfect marriage of companies as there are a number of synergies within IT and print infrastructures. With All Covered, Seeger Weiss will have a trusted provider we can count on to help us organize, secure and manage our information more efficiently.”

LAN Associates, headquartered on Long Island, New York, has been providing clients a wide array of legal solutions, including document management, document imaging, and litigation support, as well as Managed IT Services for more than 25 years. The company was named “Best IT Outsourcing Provider” in the 2010 *New York Law Journal* Rankings Survey, awarded Microsoft Eastern Region Partner of the Year and is a National Alliance Partner in the Workshare Partner Program, which provides software technology solutions to more than one million legal professionals in 65 countries. LAN Associates’ strong presence in the legal sector aligns with Konica Minolta’s strategy to expand services, solutions and products in key [vertical markets](#).

Richard Schulman, President and CEO of LAN Associates said, “All Covered and Konica Minolta are both great matches for us in terms of vision and culture. By combining forces, we will be able to give employees additional growth opportunities and offer customers expanded services to help meet their evolving business needs.”

About All Covered

All Covered, a division of Konica Minolta Business Services U.S.A., Inc., is the nation’s leading IT services company serving small to medium-sized businesses. For over 14 years, All Covered has been helping businesses across all verticals with their IT support needs. All Covered has local offices in over

20 cities with more than 250 engineers, and is fully certified in all major technologies. Across the U.S., more businesses trust All Covered for their IT support than any other company.

About Konica Minolta

Konica Minolta Business Solutions U.S.A., Inc. is a leader in advanced imaging and networking technologies for the desktop to the print shop. For the fourth consecutive year, Konica Minolta was recognized as the [#1 Brand for Customer Loyalty](#) in the MFP Office Copier Market by Brand Keys. BLI has named Konica Minolta 2011 "[Line of the Year](#)" award winner for the company's award-winning line of bizhub Color and Monochrome Multifunctional Products. For more information, please visit www.CountOnKonicaMinolta.com and follow Konica Minolta on [Facebook](#), [YouTube](#), and [Twitter](#).

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