

*For immediate release*

## **Fuji Xerox (Hong Kong) and HKBN Enterprise Solutions Form Strategic Partnership to Expand SME Market Reach**

Hong Kong, 25 February 2021 – **Fuji Xerox (Hong Kong)** and **HKBN Enterprise Solutions (“HKBNES”)** jointly announce a strategic partnership in Hong Kong that will see both companies leverage their combined expertise to help SMEs up their technology game for the emerging new economy. The partnership between the two technology solutions experts will culminate in advanced service models as well as a wider range of innovative document management solutions, along with versatile technology support for customers, that are purpose-fit to accelerate business growth, productivity and innovation, and to create win-win partnership with the SME community.

Fusing professional office printing equipment by Fuji Xerox (Hong Kong) with HKBNES’ technical support expertise, this complementary partnership builds upon Fuji Xerox (Hong Kong)’s office essentials of multifunction printers and consumables to paper and office automation support with HKBNES’ full-service solutions tailored to help streamline and digitise operations under the new normal, enabling SMEs to emerge from COVID stronger and capitalise on tomorrow’s opportunities.

“The biggest winners in this partnership are our clients,” said **Yasuyuki Matsumoto, Managing Director of Fuji Xerox (Hong Kong)**. “Using innovative products from Fuji Xerox (Hong Kong), combining the professional services from HKBNES, our clients will be better able to deal with today’s disruptions, and tomorrow’s digitally-driven challenges.” Yasuyuki Matsumoto continued, “The disruption we’ve all experienced in 2020 has called for us to focus on our key strengths, and to connect with partners whose competencies complement ours. Thanks to HKBNES’ broad reach of local SMEs, we are now even better positioned to deliver our common objective: helping SMEs solve complex challenges and capture growth opportunities in a time of digitally-driven change.”

“With our incredible reach of over 100,000 companies or 1-in-2 active companies in Hong Kong, we are here to massively scale our combined strengths,” shared **Billy Yeung, HKBN Co-Owner & Chief Executive Officer – Enterprise Solutions & JOS Group**. “This is an exciting co-growth opportunity for both companies and the customers. We will give best-in-class service offerings and support to SMEs, helping them improve efficiency and grow through digitalised, remote-capable operations and best-fit technology solutions.”

HKBNES and Fuji Xerox (Hong Kong) join force to deliver the best document management, printing systems and technical support solutions for SMEs, including installation, maintenance and daily service support. This enables customers to enjoy the new one-stop printing solutions with greater efficiencies in cost and resources, brought by the renowned printing technology from Fuji Xerox (Hong Kong) and HKBNES’ extended professional technical support. For details, please call 128 1111 or email to [product\\_cpe@hkbn.com.hk](mailto:product_cpe@hkbn.com.hk).



**Photo Caption:** Fuji Xerox (Hong Kong) and HKBN Enterprise Solutions join hands for a strategic win-win-win partnership with the local SME community, offering new one-stop printing and office technical solutions for SME to accelerate business growth, productivity and innovation.

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