

SO YOU THOUGHT PRINT WAS DEAD?



IDC'S TOP PREDICTIONS FOR THE PRINT INDUSTRY IN WESTERN EUROPE IN 2019



Consolidation continues

Among channel, hardware, and software providers



Office page volumes continue to decline

Due to digitization, automation, and evolving office practices



Emergence of new pricing models

Subscription, license, per seat, per user



Shift to contractual from transactional

Enterprise and SMB



Acquisitions and strategic partnerships

To add skills, capabilities, and customer base



IT infrastructure outsourcing

Including print, especially for large enterprises



Move into adjacent markets

IT services, workplace services, and ECM



Industrial print is growing

Textile, label and packaging, digital signage, 3D ...



Security

Increased print monitoring and management solutions adoption



Inkjet technology adoption growth

In office and production



Emergence of new online providers

Of BPS and MPS