



ENGAGING HEALTHCARE TEAM EXPERTS

Use the expertise of our Healthcare Team to achieve success in your appointments.

Konica Minolta / All Covered offers our customers and prospects deep expertise in healthcare.

We offer a broad range of services, such as:

- HIPAA compliance, risk assessment, and training
- Cybersecurity
- Secure Print and Print Management
- Interoperability and Integration
- HIPAA Cloud services
- And more

You do not need to know everything about our portfolio of Healthcare services.

You do need to know that you have a team of experts to help you.

Some of our experts have well over 20 years of experience in healthcare.

- They understand the challenges.
- They know how to speak the language.

It is not always easy to spot opportunities to offer something from our portfolio of services to a client.

That's why you should call on the Healthcare Team for support with your appointments and opportunities.

Our Healthcare Subject Matter Experts are ready to

- Join you for a first-in appointment or a follow-up appointment
- Help you bring more value to your appointments
- Showcase Konica Minolta's deep expertise
- Help you build trust and credibility with your prospects

HOW TO ENGAGE THE ALL COVERED HEALTHCARE TEAM



You have identified a new prospect. What do you do?

Enter information in CRM, follow the same sales process



How do you connect with the All Covered ITSC?

You already have one associated with you, please reach out to them



You have a question that requires a quick connect with someone. Who do you call?

Your ITSC, if they cannot answer, they will reach out to the All Covered Healthcare team.



You really have a burning healthcare insights question. Do you have other options?

You can email or call Joe Cisna or Navin Balakrishnaraja. See contact info below.



You need to get in front of a client and you want to have someone on the All Covered Healthcare Team join you?

Call your ITSC, they will arrange for Navin Balakrishnaraja or Joe Cisna to join



What is the All Covered Healthcare Team and why are they different from any other at Konica Minolta?

They are a dedicated team of subject matter experts, engineers and operational staff that implements and supports healthcare opportunities.

Navin Balakrishnaraja: nbalakrishnaraja@allcovered.com
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