



“Azzurri were selected as an ‘Elite Partner’ because of their commitment to excellence in everything from customer service to product knowledge”.

Geoff Slaughter, Director of Indirect Channel

WORKING TOGETHER

Azzurri are Canon’s fourth largest dealer in the UK which is reflected in our buying power. Working with Canon not only enables us to ensure that we are the first with new technology but also that we get the technical and supply support that comes with being a top five dealer in the UK. Canon (UK) Ltd has rewarded Azzurri with their highest accolade in their Plus Partner Programme making us an ‘Elite Partner’ for our outstanding sales and service performance.

Canon have been the market leader in the copier technology market for well over 15 years and are one of the world leaders in new patents putting them at the forefront of new product technology.



AZZURRI HAVE BEEN AWARDED CANON (UK) LTD’S HIGHEST ACCOLADE IN THEIR PLUS PARTNER PROGRAMME MAKING US AN ‘ELITE PARTNER’.

ABOUT CANON

Canon (UK) Ltd is the UK marketing and sales operation for the US\$30 billion global company based in Tokyo, Japan. In the UK Canon employs over 2,000 people in various locations and achieved sales of £505m in 2003.

The main business focus for Canon (UK) Ltd, covers two clearly defined market segments: **Business Solutions** covering both the office and professional printing environments (including: multifunctional printers, IT consultation and peripherals: photocopiers, printers, fax machines, document management hardware & software, multimedia LCD projectors) and **Consumer Imaging** (input solutions: film and digital cameras, camcorders, binoculars and scanners; and output solutions: Bubble Jet printers, fax machines, desktop multifunctionals and multimedia LCD projectors).

Canon's success story began in Japan in the 1930s, when a small group of enthusiastic scientists set out to establish their presence in camera technology. The company first established a presence in the UK in 1976. At that time its activities were confined to the sale of calculators, micrographic equipment, copiers and similar products for the business market. In 1982 a separate camera sales operation was merged to form Canon (UK) Ltd, and since then the company has grown to become a world-leading provider of market-driven imaging solutions for the digital office and home environments.

Canon Business Solutions offers an extensive range of products including:

- colour and black & white multifunctional devices
- fax machines
- document management systems
- multimedia LCD projectors
- network solutions
- professional services and large format printers.



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