IDC MarketScape

IDC MarketScape: Worldwide High-Speed Inkjet 2025 Vendor Assessment

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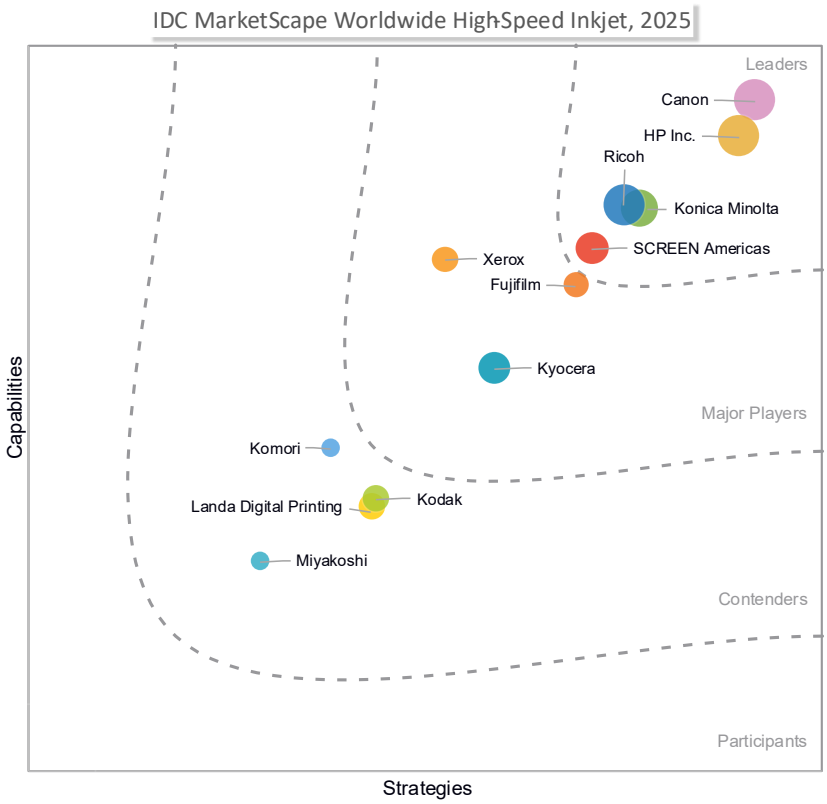
THIS EXCERPT FEATURES KONICA MINOLTA AS A LEADER

IDC MARKETSCAPE FIGURE

FIGURE 1

IDC MarketScape: Worldwide High-Speed Inkjet Vendor Assessment



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Please see the Appendix for detailed methodology, market definition, and scoring criteria.

ABOUT THIS EXCERPT

The content for this excerpt was taken directly from IDC MarketScape: Worldwide High-Speed Inkjet 2025 Vendor Assessment (Doc # US52990625)

IDC OPINION

This IDC MarketScape assesses vendor activities in the worldwide high-speed inkjet (HSIJ) press market. This document uses the IDC MarketScape research methodology to evaluate multiple quantitative and qualitative criteria to measure each vendor's position in the market. The evaluation is based on a standardized set of parameters, which IDC used to produce a comparative analysis of these high-speed inkjet press market participants.

The high-speed inkjet market is a segment of the production printing business that holds a lot of promise, but in some ways, the technology is ahead of demand. The speeds of these high-speed inkjet systems continue to increase as improved inkjet printheads, ink, and drying technologies come online. In fact, IDC sees that equipment manufacturers continue to innovate on all fronts to improve the quality available from high-speed inkjet presses, even as they improve the economics of digital printing and make presses easier to operate.

Since it is a market with large stakes, the segment sees significant activity, with more than 10 major global suppliers operating as manufacturing suppliers.; Athey should because print shops that have invested in high-speed inkjet systems are reporting dynamic growth, and the suppliers are seeing double-digit growth in page volume through those installed devices. Furthermore, as print quality improves, high-speed inkjet systems are able to produce a greater volume of high-coverage print jobs, which means more revenue per job.

As Costs Go Up, They Must Come Down

Print service providers are often shifting offset print volumes onto high-speed inkjet presses for cost reasons, such as:

- The cost of materials, such as paper and aluminum, is going up. Paper costs are pushing companies to switch to digital production because digital has less paper waste than traditional offset. Also, the cost of aluminum is increasing, so making aluminum offset plates is becoming more expensive, changing the dynamic

between offset and digital production. Print service providers recognize the trend toward smaller runs, which magnifies these costs and drives investments in digital production equipment.

- Labor costs are escalating. According to IDC's 2025 *Production and Large Printing Survey*, about 40% of print service providers report having labor issues within the past 12 months. If print shops can't find employees to operate their equipment, they occasionally change to digital equipment so that it is easier to operate and to find employees whom they can train to operate it. Another effect of rising labor costs is the need for more highly automated equipment. Through this research, IDC has encountered multiple operations that used to have four employees operating a single press; now they have one or two employees operating two or three production digital printers.

IDC MARKETSCAPE VENDOR INCLUSION CRITERIA

The inclusion criteria for this document are that the vendor must offer a product that falls within IDC's definition of a high-speed inkjet for document printing. That means document printers that start at printing 150 A4-size documents per minute. These solutions must be commercially available worldwide, or at least in several major regions, and ideally would have at least a handful of users who can report on their satisfaction with the company's products and services. This analysis includes 12 vendors that are known OEMs that meet these criteria.

ADVICE FOR TECHNOLOGY BUYERS

It would be an overstatement to report that commercial printers and others in the high-volume document production business are rapidly adopting high-speed inkjet presses. However, the major value propositions of high-speed inkjet — greater speed and lower operating costs — do increasingly meet the needs of those in the production printing market. IDC's 2025 *Production and Large Format Printing Survey*, indicates that up to 66% of print jobs need to be produced within three days of when the order is placed, which is a fast turnaround time. Furthermore, print service providers report in that same survey that keeping up with changing technologies and understanding and maintaining profitability are some of the biggest challenges they face in the production market. Users further report high levels of interest in new technology investments, to remain as competitive as possible, and high-speed inkjet solutions.

However, high-speed inkjet presses remain a considerable investment. In these times of high interest rates and fast expectations for ROI, print service providers are not just looking for a supplier; they are looking for a technology partner. As such, print service providers are interested in more than the solutions a company offers; they also

consider the financial health of their suppliers. Nobody wants to invest in a device only to have service and support evaporate as the equipment vendor or its representatives move on because supporting existing customers is not as profitable as selling more machines. Customers increasingly want a two-way relationship with their technology partners where they can provide feedback and get fast support. They want to be able to make suggestions so that their solutions can be as productive and profitable as possible. To that end, IDC offers some suggestions to equipment vendors:

- **AI and automation:** At the recent Printing United event, one print service provider reported that while their production print volume had grown nicely over the past few years, the number of jobs had grown approximately tenfold. That means that the amount of work that goes into prepress may have expanded at the same rate. This is the type of proof point that illustrates the need for equipment vendors to consider every facet of the production workflow to seek ways to streamline and automate production. Many manufacturers have embraced AI tools to create opportunities to have elements of a workflow, such as file prep and imposition, automated to streamline production.
- **Proof:** Reporting better economics is easy to say, yet harder to prove, but the data is there. Manufacturers should use real-world operating and print job data to show how high-speed inkjet printing can help companies produce more revenue and profits, not just on a hardware-related "per sheet" basis but by improving the speed at which they can move work through their operation and meet tighter deadlines, use less expensive substrates, and lower power consumption.
- **Creating a community:** Some of the established digital print solutions vendors have created wonderful events and user groups to facilitate communication between their end users. Sometimes those groups provide feedback that perhaps, technology vendors don't like to hear, but they always provide feedback that vendors need to hear. All manufacturers should provide the kinds of mechanisms that allow users to learn from each other, network, and even offer technical and business advice to one another. It doesn't have to be a major production; even an online community is better than none. Manufacturers should be involved and closely monitor these communities to make determinations about future products, directions, and necessary partnerships.

Significant High-Speed Inkjet Trends

- **Wider variety of media equates to more applications:** Many vendors report that customers are asking them to create solutions that push the boundaries of materials, both in size and basis weight, so that they can produce a wider range

of applications. More applications mean greater print volumes, and higher print volumes equate to faster ROI.

- **Sustainability:** According to IDC's 2025 *Production and Large Format Printing Survey*, 58% of print service providers report that they are seeing a growing demand for more sustainable printing. What that often means is that they are being asked to print on papers and films with a higher percentage of recycled materials, use different hardware and ink combinations, or produce products that consume less energy. The demand for more sustainable production aligns directly with the growing demand for high-speed inkjet solutions that use water-based inkjet, along with less energy-intensive drying mechanisms.
- **Faster turnaround and ecommerce:** Per that same IDC survey, as many as 40% of print service providers offer online order taking. So end users expect to be able to submit online orders and get fast turnarounds, almost as if their print service provider is Amazon.com. In fact, many of the online providers offer the kind of fast turn, instant fulfillment that Amazon does. This places a tremendous stress on production equipment and front-end and finishing systems, but these are all being automated to amplify their capabilities to meet those customer needs.
- **Modern and upgradable systems:** If the business model for printed products increasingly mirrors Amazon.com, then the business model for production digital printing systems more closely mirrors Tesla. Print service providers want solutions that like Tesla cars, get better with age. They want production solutions that are modern and upgradable so they can evolve as customer needs mature.

VENDOR SUMMARY PROFILE

This section briefly explains IDC's key observations resulting in a vendor's position in the IDC MarketScape. While every vendor is evaluated against each of the criteria outlined in the Appendix, the description here provides a summary of each vendor's strengths and challenges.

Konica Minolta

Konica Minolta (KM) is positioned in the Leaders category in this 2025 IDC MarketScape: on worldwide high-speed inkjet.

Konica Minolta, founded in 2003 (following the merger of Konica and Minolta), is headquartered in Tokyo, Japan. Konica Minolta has built an impressive portfolio and a road map for future products that offer very high levels of productivity and print quality based on the company's extensive inkjet technology. Konica Minolta has achieved significant success and progress since the last iteration of this IDC MarketScape. The

company has continued to evolve both its high-speed cutsheet inkjet solutions and its adjacent portfolio with toner-based products for the document and label printing markets.

Quick facts about Konica Minolta include:

- **Employees:** Approximately 39,000 worldwide
- **High-speed inkjet printer portfolio:** Konica Minolta's high-speed inkjet offerings feature the AccurioJet KM-1e and new AccurioJet 30000 UV inkjet presses (B2+ format, up to 3,000 sheets/hour simplex, 1,500 sheets/hour duplex, 1,200 x 1,200dpi, LED UV ink). Konica Minolta has also previewed the AccurioJet 60000, a high-speed B2 press that the company expects to be available in the next couple of years. The AccurioJet 60000 is in beta now. Konica Minolta also partners with MGI for the AlphaJET, a B1-sized, single-pass inkjet press that uses pigment-based aqueous inks. The AlphaJET is an integrated production line that does printing and finishing (varnish, foil) on B1-sized sheets from 2mm to 135gsm thick.
- Konica Minolta offers a number of adjacent products, including toner-based digital printers (AccurioPRESS), toner-based label presses (AccurioLABEL), and large-format digital printing systems (AccurioWIDE).
- **Global market coverage:** Konica Minolta has a broad reach, supporting installations, sales, and service worldwide through direct branches and distribution partners.
- **Main industry focus:** Commercial print, packaging, signage, photo books, art books, and specialty print markets
- **Ideal customer size:** Midsize to large commercial printers, packaging converters, and specialty graphics providers seeking high-volume digital inkjet versatility
- **Distribution methods:** Direct sales, authorized dealers, and global service/support networks
- **Core capabilities:** Konica Minolta's patented Dot Freeze Technology and LED UV inks deliver high image consistency and vibrant color, print on diverse substrates, and offset-rivaling print quality. Presses enable print versatility for short- and medium-run jobs, duplexing, and specialty applications.

Strengths

AccurioJet series presses provide very high levels of print quality with true 1,200 x 1,200dpi resolution and Dot Freeze Technology, producing sharp images and smooth solids. In addition, Konica Minolta has codeveloped color profiling tools with third-party

RIP and color software vendors to ensure consistent, offset-like output across diverse substrates.

Customers report that in terms of operating costs, the Konica Minolta high-speed inkjet press in practice has delivered even more operating cost advantages than the print service provider expected or that they theorized in developing their analysis pre-acquisition.

The new high-speed inkjet platform launched in 2025 has several important core technologies that illustrate the payoff from KM's investment in technology and continuous improvement. The AccurioJet 30000 includes new-generation heads, a new inking system, and a new RIP system.

The installed base of Konica Minolta AccurioJet high-speed inkjet presses and the number of experienced and satisfied customers continue to expand. KM reported an installed base of 350+ units in 2025. Many of KM's customers have added a second or third device, or want to add another KM press, which is a strong indicator of the press' performance.

Konica Minolta has addressed print service providers' and their customers' sustainability initiatives through eco-certifications, using inks that contain no volatile organic compounds, require low power consumption, and meet European toy safety standards.

Konica Minolta presses support a wide variety of standard, textured, metallic, plastic, and recycled substrates up to 0.6mm thickness. Konica Minolta has made a concerted effort over the past two years to work with substrate suppliers to enhance their ability to expand applications and capture new markets in packaging, labels, art books, and signage.

Konica Minolta has its own extensive inkjet printhead technology portfolio and a number of commercially viable products based on it. KM recently developed a long-throw inkjet head that can print up to 15mm from the surface, which could be an important development in the packaging and signage markets.

Konica Minolta continues to automate prepress workflows through JDF/JMF connectivity. In addition, the company has also worked to strengthen partnerships with workflow and automation providers to streamline prepress, finishing, and job management to enable end-to-end production efficiency.

Konica Minolta offers many financing packages to help customers adopt the technology, including creative options that allow customers to be in control of how they fit high-speed inkjet into their operations.

Konica Minolta has increased the number of service engineers to keep up with press installations. It also continues to invest in technologies such as augmented reality, AI, and remote diagnostics to help maintain higher levels of uptime. Furthermore, KM has begun designing presses that can be more easily serviced by end users to increase equipment uptime. Customers with Konica Minolta high-speed inkjet presses rate Konica Minolta service technicians highly.

Konica Minolta pairs its hardware with robust automation and remote diagnostics tools, offering labor savings, improved uptime, and fast ROI through its "White Glove" customer support and machine learning maintenance features.

Challenges

Konica Minolta has to continuously balance the dedication of resources for the development of both its inkjet and toner-based production printing systems.

Konica Minolta does not have an entry-level inkjet press at this time. The up-front investment for B2+ and wide-format high-speed inkjet presses may challenge smaller providers, especially in markets with strong price competition or lower print volumes.

As the digital print landscape rapidly evolves, Konica Minolta will need to maintain its fast pace of innovation and focus on further developing product features, portfolio breadth, and ultra-high-volume requirements.

Consider Konica Minolta When

Consider Konica Minolta if your business seeks high levels of image quality and productivity, versatility across offset and specialty substrates, and robust support for short- and mid-run commercial, packaging, or specialty print production in a globally serviced, automated solution.

APPENDIX

Reading an IDC MarketScape Graph

For the purposes of this analysis, IDC divided potential key measures for success into two primary categories: capabilities and strategies.

Positioning on the y-axis reflects the vendor's current capabilities and menu of services and how well aligned the vendor is to customer needs. The capabilities category focuses on the capabilities of the company and product today, here and now. Under this category, IDC analysts will look at how well a vendor is building/delivering capabilities that enable it to execute its chosen strategy in the market.

Positioning on the x-axis, or strategies axis, indicates how well the vendor's future strategy aligns with what customers will require in three to five years. The strategies category focuses on high-level decisions and underlying assumptions about offerings, customer segments, and business and go-to-market plans for the next three to five years.

The size of the individual vendor markers in the IDC MarketScape represents the market share of each individual vendor within the specific market segment being assessed.

IDC MarketScape Methodology

IDC MarketScape criteria selection, weightings, and vendor scores represent well-researched IDC judgment about the market and specific vendors. IDC analysts tailor the range of standard characteristics by which vendors are measured through structured discussions, surveys, and interviews with market leaders, participants, and end users. Market weightings are based on user interviews, buyer surveys, and the input of IDC experts in each market. IDC analysts base individual vendor scores, and ultimately vendor positions on the IDC MarketScape, on detailed surveys and interviews with the vendors, publicly available information, and end-user experiences in an effort to provide an accurate and consistent assessment of each vendor's characteristics, behavior, and capability.

Market Definition

The study comprises inkjet presses (both continuous form and sheetfed/cutsheet) capable of printing 11 x 17 pages or greater width and at speeds in excess of 90ppm (A4), and only includes document presses (excludes label and packaging presses).

The main production print markets include transaction (statements, envelopes), publishing (books, magazines, and newspapers), direct mail (catalogues, brochures, marketing collateral, and postcards), and general commercial print.

Inkjet presses within the study's scope include a variety of inkjet printhead types, including thermal, continuous, and piezoelectric, mainly using aqueous pigment or dye-based inks.

LEARN MORE

Related Research

- *New Large Format and Production Print Products from Printing United* (IDC #US53905525, November 2025)
- *Kyocera and Xerox Connect for Cutsheet High-Speed Inkjet Press* (IDC #lcUS53717025, August 2025)
- *U.S. Production Print Market Shares, 2024: Driving Value in Challenging Times* (IDC #US53257625, March 2025)
- *IDC MarketScape: Worldwide High-Speed Inkjet Press 2023 Vendor Assessment* (IDC #US50450723, April 2023)

Synopsis

This IDC study assesses the vendor activities of the major players within the high-speed inkjet market.

"The high-speed inkjet market is among the most competitive segments of the production printing market, with important product entries from essentially all of the market leaders," said Tim Greene, an analyst covering the production printing market at IDC. "We're seeing that high-speed inkjet increasingly addresses the market needs and customer demand for high quality, fast turnaround, and lower operating costs, so it is a critical segment of the total print market."

ABOUT IDC

International Data Corporation (IDC) is the premier global provider of market intelligence, advisory services, and events for the information technology, telecommunications, and consumer technology markets. With more than 1,300 analysts worldwide, IDC offers global, regional, and local expertise on technology, IT benchmarking and sourcing, and industry opportunities and trends in over 110 countries. IDC's analysis and insight helps IT professionals, business executives, and the investment community to make fact-based technology decisions and to achieve their key business objectives. Founded in 1964, IDC is a wholly owned subsidiary of International Data Group (IDG, Inc.).

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