

## Ricoh's Tablet Business

Written by Marco Attard  
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Ricoh launches eWriter Solutions-- a business-class tablet and back-end service combination for moving paper processes online.



The Solution consists of the eQuill tablet coupled with eWriter Workflow Services.

The eQuill connects with eWriter Workflow Services (via either wifi or 3G) and acts as a digital clipboard, taking care of paper-based workflow (forms setup, photocopying, scanning, archiving and paper disposal).

Users cannot install apps on the eQuill, and all data on the device is automatically encrypted.

Ricoh says the tablet has 20 hours of continuous battery use.

The company's new business unit, Ricoh eWriter Solutions (EWS) is currently looking for channel partners (through whom it will exclusively sell the eQuill tablet). But the question you have to ask is **why Ricoh would jump into the dangerous waters of the tablet market.**

The answer is Ricoh's back-end services on Workflow. With its heritage in office automation, Ricoh understands document flow and believes it has much to offer enterprises: just as the iPad is more about apps than the tablet itself, Ricoh will be more about giving enterprises

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much-needed help with the organization and management of documents. Value-added channel partners who want to join in should show some background in document management.

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