

Konica Minolta Sales Guide: PCC



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PointClickCare Integration Value Proposition

- Konica Minolta HCMFP is integrated to Kno2fy – **Kno2fy subscription with PointClickCare connector sold separately***.
 - **Kno2fy is integrated with PointClickCare** – All received documents can be downloaded directly to the resident’s chart
 - **Scan documents into PointClickCare using the HCMFP** – Scan and save documents into resident’s chart in PointClickCare via Kno2fy.
 - **Kno2’s cloud faxing** – paperless solution, no more printing and scanning
 - **SSO** – Utilize PointClickCare credentials for login. SSO also available for Microsoft Entra (Azure) or Okta

* Acquire Kno2fy’s PointClickCare’s connector for each location, from Kno2. Cost is based upon care setting and size of each location.

Konica Minolta Resource Hub

Under PointClickCare in the Konica Minolta Resource Hub, downloadable files and tools are available to assist in the sales cycle.

This page is password protected. Contact your manager if you don't have the password.

Go to: <https://kno2.com/konica-minolta-resource-hub/>

Ideal Markets – Healthcare Settings

- Independent Living (IL)
- Assisted Living (AL)
- Skilled Nursing Facilities (SNF)
- Memory Care
- Senior living campuses called Continuing Care Retirement Communities (CCRCs) with all care settings

Client FAQ

Question	Answer
Who can see documents received to my Kno2fy account?	Your IT administrators can set-up rules based on your receiving Direct address or fax number. Rules can also be set based on the sender's Direct address or fax number.
How am I notified when a document is received?	3 ways 1. Directly login to the portal to view newly received documents at any time 2. Receive Email notifications based upon your preferences within Kno2 3. Desktop notifications when using Kno2 desktop
How can I send a document?	1. From your new HCMFP 2. Print from PointClickCare using Kno2 "printer" that is included with Kno2 Desktop 3. Drag and Drop or File Upload via the portal in your browser 4. Drag and Drop or File Upload via the Desktop app
May I keep my current fax number(s)	Yes, you can port them from your current telephony provider to your Kno2fy subscription(s)
Where does the document go in PointClickCare?	The "Misc" tab in the resident's chart in PointClickCare.

Example Sales Cycle

Phase 1: Lead

1. Confirm client has PointClickCare(PCC) as their Electronic Medical Record (EMR) / Electronic Health Record (EHR) system

Phase 2: Sales Demonstration if needed (*Kno2 is in the PCC Marketplace with the demonstration video*)

1. Kno2fy Portal with PCC Integration
2. MFP / MFD Demonstration with Kno2fy API integration app

For information on example video demonstrations or PowerPoint examples, see section above [“Sales Demonstration Collateral”](#)

Phase 3: Preliminary Pricing

1. Client requests Kno2 Quote either through PCC marketplace or by submitting the [Client Questionnaire - PointClickCare](#) completed.
2. Gather the information required in the Client Questionnaire by sending a link from the [Konica Minolta Resource Hub](#), under Sales Tools.
3. Inform Kno2 questionnaire has been sent.
4. Kno2 sends end user quote.
5. Provide client with ROI comparison when appropriate.

Phase 4: Quotes and Closing the Deal

1. Konica Minolta closes deal for Konica Minolta HCMFP – Signed Quote from Client
2. Client signs to close deal with Kno2

Phase 5: Integration Request

1. Client requests access to the integration via PCC marketplace for Kno2

Phase 6: Implementation

1. Client will go through the implementation process. An implementation guide can be downloaded from the [Konica Minolta Resource Hub](#).