

Retail Reseller News

POS & Auto ID Channel Developments & Opportunities

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[Michael Kachmar](#), Editor



Penny Wise. Ounce Smart.

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PARTNER PROGRAMS

Epson Certifies Trio for Check 21

Epson (Long Beach, CA) has certified three more partners under its Scan21 Certification Program: Automated Systems (Lincoln, NE), BLM Technologies (Minneapolis), and Metropolitan Sales (Lynbrook, NY). To date, a total of eight partners have completed the program, which is designed to ensure successful sales, installation and support of Epson's TM-J9100 check-scanning printer.

The Epson Scan 21 Certification Program is open to all Epson Envision partners, which includes business partners, authorized distributors and VARs who purchase Epson product through OEMs or distribution. To qualify, partners must demonstrate that banking solutions are a key component of their business plan and must also demonstrate established technical support, integration and quality-assurance capabilities.