

Epson Launches Program For Check 21 Partners

The new Epson Scan 21 Certification Program is designed to promote successful sales and installations of the company's TM-J9100 banking inkjet printers, which enable check and ID imaging at the teller station. The program will equip certified resellers, distributors and OEMs to sell, install, support and service a complete check imaging solution at the point of presentment. The certification program strives to ensure success of the Check Clearing for the 21st Century Act (Check 21) banking solutions by ensuring that customers, working with any certified Epson partner, gain a rapid payback from the technology. The TM-J9100 printer has gained support from a number of ISVs, including Alogent, Data Financial Business Services, Nexus Software and PTC Banking Systems.

■ www.pos.epson.com/banking

[MARKETS]

ScanSource Exclusively Offers Specialized Retail Bundles

ScanSource has partnered with Microsoft to create four specialized retail bundles featuring Microsoft Retail Management System and products from many of ScanSource's best-of-breed manufacturer partners. The specialized bundles are targeted at four vertical markets: beer/wine/liquor, apparel, sporting goods and gift. By bundling a cost-effective package of hardware, including a comprehensive point-of-sale system and peripherals, with Microsoft's customized POS software, resellers are able to help their end-user customers better automate and run their specialty businesses. The bundles are fully integrated at the ScanSource System Integration facility, where they are tested and loaded with the appropriate software and hardware, making it easy for resellers to provide a vertical-specific turnkey solution to their customers.

■ www.scansource.com, www.microsoft.com

[APPOINTMENTS]

SATO America Introduces New Northeast Regional Manager

SATO America announces the appointment of Mike Sabatini as the new Northeast Regional Manager. Reporting to Robert Linse, vice president of sales and marketing, North America, Mr. Sabatini will be responsible for the continued development and growth of channel business for SATO's printers, labels, ribbons, and new RFID opportunities. Mr. Sabatini will also concentrate on securing new reseller agreements and working with existing SATO Business Partners to offer new DCS (data collection systems) and labeling solutions.

■ www.satoamerica.com



[APPOINTMENTS]

President of Intermec Receives ID Leadership Award



Tom Miller, president of Intermec Technologies, is one of the recipients of this year's ID PEOPLE Awards, presented in occasion of the ID WORLD International

Congress, the networking event for the RFID, cards and biometric industries. The ID PEOPLE Awards are presented to the outstanding individuals of the ID community who have distinguished themselves in 2004 for their vision, commitment, leadership and achievements, in fostering the deployment of advanced ID concepts. Miller receives the ID Leadership Award, assigned to a recognized leader who has catalyzed the attention of leading players to foster initiatives that benefit the entire industry. Throughout his career at Intermec, he has focused on expanding the company's leadership in the AIDC market and leveraging Intermec's strong heritage in technological innovation.

■ www.intermec.com

[CHANNEL PROGRAMS]

TimeSpring Software & Raymark Announce Reseller Agreement

TimeSpring Software and Raymark Xpert Business Systems, Inc. have entered into a reseller agreement whereby Raymark will combine TimeSpring's TimeData software with its proprietary XEIS multidimensional reporting application to provide retailers with a real-time, offline database for analysis, reporting and testing. The combined system offers retailers the ability to analyze and report data in real-time without slowing down production or transaction processing. Raymark's XEIS enables retailers to extract and view crucial information gathered in their retail management solutions.

■ www.raymark.com, www.timespring.com