

**FOR IMMEDIATE RELEASE****FMI MARKETECHNICS**  
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**New Relationship Enables Delivery of One-Source ECC Solutions for Retailers**

**Washington – Feb. 13, 2005** –Today at the FMI Marketechcnics show, Epson, a leading supplier of value-added Point of Sale (POS) solutions, announced a distribution relationship with Agilysys, Inc., a leading provider of enterprise computing products and services for the retail, supermarket and hospitality industries. The Epson/Agilysys partnership pairs both companies' offerings to yield complete, one-source electronic check conversion (ECC) solutions, and other value-added printing solutions for retailers, which will be sold and supported through the Agilysys established sales, service and support network throughout the United States and Canada.

Research indicates that a full 65% of retailers are currently using or evaluating an ECC solution to reduce check handling and processing costs.\* ECC has proven to yield significant savings, with mid-sized retailers recognizing reductions of more than \$1.5 million a year in labor, bad check costs and bank fees.\*\* “In light of the demand for ECC solutions, the Epson partnership was a natural fit,” said Pete Coleman, executive vice president, Agilysys. “Epson’s TransScan™ digital check imaging technology allows us to broaden our strategic offerings for retailers. We already have extensive experience integrating in-store technologies, and now we can deliver end-to-end customized ECC solutions—from needs assessment, planning and piloting, through system integration, rollout and ongoing support.”

The Agilysys relationship will strengthen Epson’s market reach and penetration for its ECC and digital check imaging products. “Agilysys has a strong reputation as a value-added distributor and integrator in the retail and supermarket industries,” said Bud Weist, vice president of sales and marketing, Epson System Device Group. “We knew they had the experience and resources to add significant value to our TransScan check imaging technology, and we were comfortable that they could optimize the benefits of ECC for the retailer.”

### **About Agilysys, Inc.**

Agilysys, Inc. is one of the foremost distributors and premier resellers of enterprise computer technology solutions. It has a proven track record of delivering complex servers, software, storage and services to resellers and corporate customers across a diverse set of industries. In addition, the company provides customer-centric software applications and services focused on the retail and hospitality markets. Headquartered in Cleveland, Agilysys has sales offices throughout the United States and Canada. For more information, visit the company's website at [www.agilysys.com](http://www.agilysys.com).

### **About Epson**

Epson offers an extensive array of POS printers and transaction terminals for the retail, hospitality, supermarket and banking markets. Founded in 1975, Epson America, Inc. is the U.S. affiliate of Japan-based Seiko Epson Corporation, a global manufacturer and supplier of high-quality technology products that meet customer demands for increased functionality, compactness, systems integration and energy efficiency. Epson America, Inc. is headquartered in Long Beach, California. For more information, please visit [www.pos.epson.com](http://www.pos.epson.com).

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\* Source: Martin Akel & Associates Retail Market Study, December 2004.

\*\* Savings based on 100-store supermarket chain with \$550 million in check transactions per year.

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