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BAI Epson Booth # 6050

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EPSON LAUNCHES SCAN21 CERTIFICATION PROGRAM TO SUPPORT PARTNERS COMMITTED TO CHECK 21 BANKING SOLUTIONS

LAS VEGAS, NV, November 16, 2004 – Today at the BAI show, Epson, the leading supplier of value-added banking solutions, announced the introduction of the Epson Scan21™ Certification Program, designed to ensure successful sales and installations of the company's TM-J9100 banking inkjet printers – the only banking printers available that enable check and ID imaging at the teller station, dramatically lowering check processing costs and losses due to check fraud.

The most comprehensive program of its kind, Epson's Scan21 Certification Program will equip certified resellers, distributors and OEMs to sell, install, support and service a complete check imaging solution at the point of presentment. Unlike traditional vendor certification programs designed to provide technical competence within a narrow product focus, Epson's approach strives to ensure the ultimate success of Check Clearing for the 21st Century Act (Check 21) banking solutions by ensuring that customers, working with any certified Epson partner, gain the most rapid payback and greatest economic advantages of this technology. "Implementing Check 21-compliant banking solutions requires a seamless end-to-end solution involving hardware, software and the bank," said Bud Weist, vice president of sales and marketing, Epson System Device Group. "This program arms resellers with the knowledge and support they need to deal with these complexities. Banks will feel more confident embracing cost-saving Check 21 technologies when resellers are able to provide and implement complete solutions."

About Epson's Banking Technologies

By integrating digital check and ID imaging technology into a multifunction inkjet printer, Epson enables banks to capitalize on the tremendous cost-saving advantages of Check 21, while dramatically improving document handling and printing speed. With its drop-in auto-feeder, the TM-J9100 allows tellers to scan up to 25 checks at a time, and a patented check sensor virtually eliminates the risk of double check feeding. By enabling banks to digitally capture account holder identification at the teller station via an integrated ID scanner, the TM-J9100 helps banks comply with the USA PATRIOT Act, which requires all financial institutions to establish a Customer Identification Program (CIP), in which they obtain, verify, and record information that identifies each person who opens an account. In addition,

using stored ID information, check fraud can be detected faster, enabling banks to increase their recovery rates on bad checks and minimize the costs associated with prosecuting fraud.

Scan21 Program Benefits

Epson recognizes that successfully implementing Check 21 banking solutions requires a fully trained network of partners, as well as considerable partner expertise and coordination between multiple vendors. Epson's banking inkjet products provide certified partners with a strategic value-added technology that differentiates them in their markets, positions them for industry leadership, and delivers the high business potential that protects their margins. Epson's Scan21 certification offers resellers, OEMs, and distributors the training and credentials they need to gain end-user confidence and credibility.

Eligibility and qualification

Epson's Scan21 Certification Program is open to all Epson Acclaim business partners, authorized distributors, as well as 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. Partners must assign dedicated sales and technical staff to complete comprehensive training courses and actively support all banking solutions-related business.

Epson performs certifications following a standardized three-step course and testing process that ensures partners are qualified and able to maintain a dedicated commitment to the technology. For more information on Epson's Scan21 Certified Partner program, how you can apply for certification, or how you can find an Epson Scan21 Certified Reseller, contact your Epson representative.

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 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 about Epson's banking products, visit www.pos.epson.com/banking.

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Collection, use and sale of personally identifiable information is subject to various laws. Anyone intending to use an ID scanner should check and comply with applicable laws.

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