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**PRESS RELEASE**

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## **Quatech Introduces Industry-Leading Program for Resellers**

**Resellers of serial connectivity products can increase sales and profits while gaining priority status in service and support**

HUDSON, OH, April 21, 2003 -- Quatech, a world-class manufacturer of reliable serial connectivity solutions, today announced it has launched the Q-Partner Reseller Program. The program rewards Resellers, VARs, and System Integrators with industry-leading benefits, including priority service and support as well as considerable financial incentives.

Quatech serial connectivity solutions are used in a wide variety of industries including financial services, retail, aerospace, and industrial process control. Quatech provides the vital serial connectivity link that ties systems together in such applications as banking teller stations, POS networks, GPS navigation systems, and CNC production lines.

"Our combination of diverse multi-industry experience, product reliability, customer service, and partner support solidifies our standing as the leading supplier of serial connectivity solutions," said Steve Runkel, Quatech President and CEO. "Because of our rapid growth, we're committed to finding new ways to best serve our customers, including opening new channels and offering creative packages full of support and incentives. We are proud to offer our partners a formal program that recognizes their dedication to both their customers and to Quatech."

By enrolling in the Q-Partner Program, Quatech's channel partners enjoy benefits designed to be among the best in the industry: For example, Q-Partners will earn significant rebates for attaining certain levels of sales, and have access to unprecedented marketing and sales assistance such as customized promotional materials and joint sales calls. Q-partners can also expect priority technical, pre-sales and post-sales support.

Other program benefits include:

- Up to 60 percent discounts on demo units
- An expedited return and replacement policy, with the exclusive REACT™ Advance Exchange program. This industry-leading program promises same-day shipment of replacement product upon proper notification (low volumes only), rather than upon arrival of returned unit
- Opportunities to influence product development and prioritize introduction of new features
- Exclusive partner promotions and other co-marketing support



Known for its commitment to reliable performance, and responsive and knowledgeable customer service, Quatech has achieved an aggregated 80 percent growth over the past 3 years. The QPartner Program is the latest innovation to help Resellers, VARs and System Integrators maximize their selling efforts and deliver high quality serial connectivity products to their customers.

Quatech products include:

- Serial boards for UniversalPCI, PCI, and CompactPCI
- Serial Device Servers
- Serial PCMCIA Cards
- USB to Serial Adapters

For information, please see <http://www.quatech.com/sales/resellerProgram.php>, email [sales@quatech.com](mailto:sales@quatech.com) or call 800-553-1170.

### **About Quatech**

Quatech is focused on delivering the industry's most reliable serial connectivity solutions. Through quality design, superior manufacturing, and world-class service and support, Quatech maintains the highest levels of reliability that our customers need to achieve lower total cost of ownership for themselves and for their clients. Customers include Fortune 500 companies and government agencies as well as VARs and System Integrators in a variety of industries including financial services, retail, industrial process control, security, aerospace, and hospitality. Quatech is the number one provider of serial connectivity to financial institutions, serving five of the top 10 U.S. banks. Founded in 1983 and headquartered in Hudson, Ohio, Quatech sells and supports its solutions both direct and through a global network of distributors. [www.quatech.com](http://www.quatech.com).

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