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PRESS RELEASE

FOR RELEASE January 2, 2004

Inside Business Magazine Recognizes Quatech, Inc. as one of Northeast Ohio's Top-Performing Companies

AKRON, OH - January 2, 2004- Quatech, Inc., an industry-leading supplier of serial connectivity solutions, is proud to announce that they have been recognized as one of Northeast Ohio's top-performing companies, and that they will receive a 2004 NEO Success Award.

For the eighth year, Inside Business Magazine is acknowledging business leaders in Northeast Ohio because their commitment to excellence creates growth, wealth and jobs for the area. The award ceremony will take place on January 23, 2004 at Executive Caterers at Landerhaven, with a keynote address from Anthony J. Alexander, President, COO and Acting CEO of First Energy Corp.

"We are extremely proud to have been honored with the 2004 NEO Success Award," said Steve Runkel Quatech's President and CEO. Runkel, along with company Chairman William Roberts, led an investment team that purchased Quatech in 2000. Today, Quatech is one of the fastest-growing companies in its market. "Our growth is directly linked to our strong commitment to providing a reliable, high-quality product at a reasonable price." Runkel said. "Our ability to succeed, especially in this tough economic climate, is a direct result of our customer-first approach."

The 2004 NEO success Award winners were determined based on a two-year-growth formula that incorporates revenue growth, employee growth, and profitability. The winners have shown sustained success growing their companies through increased sales, impacting their communities by boosting payrolls, and increasing profit for their shareholders. "These companies found innovative ways to continue generating revenue during difficult times," says John R. Brandt, editorial director of Inside Business Magazine, the region's largest business publication. "We're proud to throw a spotlight on these examples of business excellence in Northeast Ohio."

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.

About NEO Success Awards

The NEO Success Awards recognize the top-performing companies in the 18 counties of Northeast Ohio. Formerly the 9/90 Awards, the program was established in 1997 to recognize the 90 top-performing companies in the nine-county region made up of Cuyahoga, Geauga, Lake, Lorain, Median, Portage, Ashtabula, Stark and Summit. In 2000, Inside Business Magazine expanded the award's regional focus.

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