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**PRESS RELEASE**

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## Quatech Signs Distribution Agreement in Canada

*Full line of data connectivity products now available through The Software Group*

Hudson, OHIO, July 15, 2004 -- Quatech Inc., one of the world's leading manufacturers of data connectivity products, announced that it has entered into an agreement with The Software Group to stock and distribute Quatech products in Canada. The Software Group, a specialized supplier of data communication equipment, will provide quick product turnaround and expert service and support for Quatech's complete product line in Canada.

"While Quatech has had a presence in Canada for many years, this new partnership with The Software Group offers our Canadian customers the convenience of increased in-country availability and support of our products," says Steve Runkel, Quatech's President and CEO. "We believe that The Software Group is an ideal partner because of its deep understanding of the market and its strong technical sales and support infrastructure".

According to Derek Vair, The Software Group's General Manager, the choice of Quatech to join their select group of manufacturer partners was based on the company's wide range of serial communication products for mobile, desktop, network, and standalone applications. "Our customer base of systems professionals demands application-specific solutions, world-class manufacturing standards, and product durability," he said. "Quatech's commitment to quality was a key factor in our decision."

Quatech's main product lines include multi-port serial and parallel connectivity products for PCMCIA and CompactFlash, USB serial adapters, wired and wireless Ethernet serial device servers, and RS-232 and RS-422 serial boards with Universal PCI (Low Profile), PCI, and CompactPCI interfaces. Detailed specifications and ordering information for Canadian customers is available at [www.wanware.com](http://www.wanware.com), or by calling The Software Group at 705-725-9999.

**About Quatech:** Quatech delivers the industry's most reliable data connectivity solutions. Through quality design, superior manufacturing and world-class support, Quatech maintains the highest levels of reliability that our customers need to achieve lower total cost of ownership. Customers include Fortune 500 and SMB companies as well as OEMs, VARs and System Integrators in industries such as 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).

**About The Software Group:** The Software Group is an international supplier of data communications solutions. Selling to integrators, resellers, OEMs and VARs, The Software Group is focused on professional markets such as telecommunications, factory processing, material handling, and security. Key applications in these markets include remote access, Point of Sale Terminals, terminal servers, access control, data collection, industrial automation, security checking, broadcast video control and automotive testing. The Software Group sells and supports products for Windows, Linux, Solaris, SCO OpenServer and Unixware based systems. The company was founded in 1983 and is based in Barrie, Ontario (Canada). [www.wanware.com](http://www.wanware.com).

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