

PRESS RELEASE

SEEBURGER and ScanSource Form Distribution Agreement

ScanSource to Supply SEEBURGER's RFID Middleware, Furthering Its 'RFID Edge' Initiative for Resellers

DALLAS (RFID World, March 1, 2005) --- SEEBURGER Inc., a global provider of advanced business integration solutions, today announced the selection of its RFID Workbench software suite as a core middleware offering in the RFID portfolio of well-known distributor ScanSource, Inc. SEEBURGER's RFID Workbench data management software will link directly to tags and readers via integration adapters and form a key feature of ScanSource's recently announced RFID Edge program, a comprehensive training, qualification, educational and support program designed to assist its value-added reseller network in successfully and profitably selling RFID solutions.

"To date much of the RFID focus has been on hardware, but an RFID deployment is not complete unless it includes the ability to filter and interpret the massive data streams so that meaningful actions can be taken and communicated to an organization's ERP/WMS system," said Paul Constantine, Vice President of Solutions and Services for ScanSource. "Middleware is the missing link, and SEEBURGER brings an impressive collection of capabilities that will enable our resellers to offer a complete solution from simulation to full-blown integration on the same platform."

Specific factors behind ScanSource's selection of RFID Workbench included the suite's comprehensive functionality, scalability, ease of use, platform-independent Java-based architecture, and fast integration with any ERP or warehouse management system. Another key consideration was SEEBURGER's 19 years of business integration experience across diverse vertical markets, which will assist ScanSource in its efforts to educate the reseller community about industry-specific RFID applications in areas ranging from consumer product goods and retail to the automotive, healthcare and pharmaceutical sectors.

"Barcode system resellers like ScanSource's customers are ideal candidates to aid customers looking to integrate RFID into their existing AutoID processes, but they need considerable support to fully understand RFID technology and assemble complex RFID solutions," said Philip Calderbank, SEEBURGER Vice President of RFID. "Through its RFID Edge program, ScanSource is the first organization to establish a program to assist resellers in this way, and this partnership provides an excellent opportunity for us to share our knowledge of RFID and software integration by supplying our middleware as well as supporting ScanSource's educational programs."

SEEBURGER's RFID Workbench is EPC-compliant and available in various versions tailored to comply with most RFID market applications. It comes in three editions designed to meet an organization's needs at different RFID implementation phases:

- **RFID Workbench/Light**, a simulation and development tool allowing users to model and fine-tune RFID infrastructure and processes;

- **RFID Workbench/Standard**, a standalone RFID solution including full event management and alarm activation as well as features such as tag verification, EPC/UPC product code matching, local event configuration, and graphical displays.
- **RFID Workbench/PRO**, enabling full integration of RFID tag data to an organization's ERP/WMS/MES systems, linking of databases for filtering, comparison and analysis of RFID information, and forwarding of data to external partners for use in managing the supply chain.

The SEEBURGER software is the latest enhancement to ScanSource's RFID Edge program aimed at meeting the need for RFID-trained resellers to support an ongoing expansion in RFID compliance mandates. The RFID Edge initiative will encompass educational events, best-of-breed vendor partnerships, internal expertise, a comprehensive web portal, and a full complement of RFID products from leading suppliers. These include handheld and fixed readers, thermal label printer/encoders, RFID tags and smart labels, as well as access to application software and middleware partners.

For more information on SEEBURGER's RFID Workbench middleware solutions, visit http://www.seeburger.com/com/solutions_f.htm For more information on ScanSource's RFID Edge initiative, visit www.scansource.com/rfidedge or call 800.944.2432.

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About SEEBURGER

SEEBURGER is a leading provider of global business integration solutions designed to optimize transactions throughout the extended enterprise by automating trading relationships with all partners regardless of their size and technical resources. Launched in 1986 to provide integration solutions to the automotive industry in Germany, the company today serves more than 6,000 customers in 35 countries and more than 15 industries through its flagship Business Integration Suite (BIS) and related products and services. SEEBURGER has global offices in Europe, Asia Pacific and North America, including a U.S. office that has attracted blue-chip clients ranging from Hyundai to Whirlpool, Sega of America, Bosch-Siemens, Sunny Delight Beverage Company, C&H Sugar and Goodyear since it opened in 1998. For more information, visit www.SEEBURGER.com

About ScanSource, Inc.

ScanSource, Inc. is a leading international distributor of specialty technology products, including automatic identification and data capture (AIDC) and point-of-sale (POS) products through its ScanSource sales unit; Avaya voice, data and converged communications products through its Catalyst Telecom sales unit; communications products from Intel and NEC through its Paracon sales unit; and electronic security products through its ScanSource Security Distribution unit. The company serves the North American marketplace and has an international segment which sells AIDC and POS products in Latin America and Europe. Founded in 1992, ScanSource markets products from more than 90 technology manufacturers to over 15,000 value-added technology resellers and is committed to empowering them with tools and services designed to help them grow. For more information, call the toll-free sales telephone number at 800.944.2432 or visit www.scansource.com.

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