

# SCANSOURCE EUROPE SIGNS PAN-EUROPEAN CONTRACT WITH DATALOGIC FOR A GLOBAL VALUE OF EURO 3 MILLION OVER 12 MONTHS.

Bologna, 12<sup>th</sup> January 2004 - ScanSource Europe, the leading international value-added distributor of speciality technology products, has signed a pan-European agreement with Datalogic, the largest European manufacturer of bar code readers and portable data collection terminals.

ScanSource will begin distributing Datalogic's Hand Held Readers and Portable Data Collection (PDC) Terminals across Europe. This agreement foresees sales revenues of Euro 3 million for Datalogic in the first year, and with the steady expansion of the ScanSource distribution channel across Europe, could reach up to Euro 12 million over three years.

Datalogic's Hand Held Readers include contact, instinctive, distance, 2D and mobile versions. The reliable products are designed with the highest quality and technology, ensuring increased productivity and ease of use. The PDC product range includes a variety of portable, compact and ergonomic terminals together with software development tools and solutions for wireless communication and networking.

ScanSource and Datalogic are working to provide resellers with the latest technological advancements to fit their customers' changing needs. "Datalogic has been a valuable partner to ScanSource in the UK," said Stephanie Greasley, managing director, ScanSource Europe. "Their products provide enhanced functionality, helping to improve efficiency in the workplace. We're pleased to be making them available to resellers across Europe."

"ScanSource not only provides our products quickly and efficiently to the reseller, they also add valuable services to the solution, such as education and training, technical support and online configuration tools," said Roberto Tunioli, Datalogic Vice Chairman and CEO. "It's a great partnership."

About ScanSource Inc.

ScanSource Inc. ([www.scansource.com](http://www.scansource.com)) is the 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; and converged communications products through its Paracon sales unit. ScanSource provides both value-added distribution sales and partner services to technology resellers.