

## **Fujitsu signs distribution agreement with EPoS Distributor**

**London, December 21 2009** – Fujitsu, a leading IT systems, services and products company, has signed a three-year deal with EPoS Distributor, a specialist retail IT distributor. The agreement will see EPoS Distributor become the first UK distributor of Fujitsu's point-of-sale (PoS) retail hardware products.

EPoS Distributor will commence reselling Fujitsu's retail hardware products in January. The agreement spans the entire range of products from the TP-X II terminal to the TP-TRIO series including terminals, printers, screens and cash drawers. All the terminals have the ability to run complex multi-media / multi-screen applications and are designed to support the latest software innovations.

EPoS Distributor will also distribute Fujitsu's new lightweight tablet device, TeamPad 700, as well as its mobile EPoS and payment terminal, the B-Pad - a lightweight mobile computer which is among the first to allow retailers to take customers' orders and receive secure payment from one device. It offers multiple functionality, including order processing, mobile payment, stock management and self-checkout and is widely used by a number of leading companies in the hospitality, leisure and retail sectors.

EPoS Distributor was established in July 2009 and has a wide network of resellers in the UK.

Commenting on the deal, Jim Stockley, Retail Products Group director at Fujitsu UK & Ireland said: "EPoS Distributor is the fastest growing distributor of retail products supplying the reseller market in the UK and this agreement will enable us to reach new customers in this market. We also feel that the level of ongoing product support which retailers receive from the resellers will enable them to use the hardware in the most efficient way to build sales."

Mike Pullon, CEO of EPoS Distributor, comments: “Over the last few months our resellers have reported a rise in the number of enquiries for POS terminals and we are looking forward to being able to supply them Fujitsu’s hardware. The products are reliable, efficient and competitive, which will enable us to continue to recruit new retail resellers.”

#### **Note to editors**

##### **About Fujitsu**

Fujitsu is a leading provider of IT-based business solutions for the global marketplace. With approximately 175,000 employees supporting customers in 70 countries, Fujitsu combines a worldwide corps of systems and services experts with highly reliable computing and communications products and advanced microelectronics to deliver added value to customers. Headquartered in Tokyo, Fujitsu Limited (TSE:6702) reported consolidated revenues of 4.6 trillion yen (US\$47 billion) for the fiscal year ended March 31, 2009. For more information, please see: [www.fujitsu.com](http://www.fujitsu.com).

Fujitsu UK and Ireland is a leading IT systems, services and products company employing 14,000 people with an annual revenue of £2 billion. Its business is in enabling its customers to realise their objectives by exploiting information technology through its integrated product and service portfolio. This includes consulting, applications, systems integration, managed services and product for customers in the private and public sectors including retail, financial services, telecoms, government, defence and consumer sectors. For more information, please see: [uk.fujitsu.com](http://uk.fujitsu.com)

##### **Retail Customers**

In the retail sector, Fujitsu’s customers in the UK include Marks & Spencer, The Co-operative Group, Vodafone, Royal Mail and Whitbread. In Europe its retail customers include La Rinascente (Italy), Carrefour (Spain) Auchan (France), The EDEKA Group (Germany) and Kesko (Finland).

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