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TO: The Editor

**VARLINK ENHANCES STANDARD WARRANTY ON
PIDION BIP-5000 AND BIP-6000 SERIES TERMINALS**

Varlink, the York based Mobile Computing and Data Capture hardware distributor, have announced that they have, from August 1st 2009, increased the warranty period on Pidion (Bluebird) BIP-5000 & 6000 series enterprise class PDAs from 12 to 24 months. In addition Varlink are now offering warranty extension and enhancements for all Pidion terminals.

Bill Gordon, Technical Director, commented "We believe that this development makes a competitive product range even stronger. The BIP-5000 is one of the most comprehensively featured products on the market. This terminal has a laser scanner, a 3.5" touch screen, GSM, eGPRS (Edge), WiFi, Bluetooth, IrDA, a 2 megapixel camera, 128MB RAM, 128MB ROM, an IP65 rating and is delivered as a kit with desk charger cradle, hand strap, battery, stylus and USB synching cable. I am also pleased to announce that units shipping from September will also have GPS – previously only available in the car charger cradle".

Sarah Esders, Pidion Brand Marketing Executive added "The newly released BIP-6000 offers resellers the opportunity to provide their customers with a terminal that is delivered with only the features they require. This is a different approach to the BIP-5000, which delivers all possible features in one well priced kit, and one which should enable resellers to offer end users just what they need at the price they want to pay whilst retaining a good level of margin. The BIP-6000 can be delivered with laser scanner or 1D/2D imager, a 3 megapixel camera, HSDPA (3G), QWERTY or Numeric keyboard and RFID. The unit has a 3.5" VGA touch screen, runs on Windows Mobile 6.1

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operating system, and is IP65 rated. As with the BIP-5000, the BIP-6000 is delivered as a kit with a desk charger cradle, hand strap, battery, stylus and USB syncing cable”.

To coincide with the announcement that the warranty period for these terminals has been doubled, Varlink have announced that the reseller prices of all BIP-5000 and BIP-6000 series terminals have been reduced. Mike Pullon, CEO, commented “We have been working with Pidion for two years and have made good progress in establishing their products in a very competitive market. The BIP-5000 is selling well in a number of vertical markets and we have just delivered 400 BM-150R PDAs for a single order to a system integrator who selected the product after exhaustive testing. We believe that the combination of improved warranty, lower reseller prices and more variant options will encourage more resellers to offer Pidion products to their customers. To assist our customers to introduce these products, in the context of their solutions, we have produced a Pidion minicat that we will rebrand for any reseller that would like to use it to promote Pidion products to their customers. Full details of all products that we sell together with prices and stock availability can be found on our web sites www.varlink.co.uk and www.eposdistributor.co.uk”

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About Varlink

Varlink is a specialist distributor of mobile computing and associated barcoding and data capture products. Our products are marketed to specialist mobile computing solution resellers and to IT resellers & systems integrators who want to develop, or build, a position in the supply of mobile computing and data capture products or solutions.

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