



## **POSIFLEX and Squirrel Systems Announce Partnership**

*POSIFLEX Business Machines, Inc, a worldwide engineering and design point-of-sales hardware manufacturer, and Squirrel Systems, a hospitality industry point of sale and management systems solution provider, today announced they have formalized an OEM business alliance.*

### **FOR IMMEDIATE RELEASE.**

Hayward, CA and Vancouver, BC – July 24, 2006 – POSIFLEX Business Machines, Inc, a worldwide engineering and design point-of-sales hardware manufacturer, and Squirrel Systems, a hospitality industry point of sale and management systems solution provider, today announced they have formalized an OEM business alliance. Under the agreement, Squirrel Systems will offer customers a bundled solution comprised of POSIFLEX touch screen computers and related peripherals, and Squirrel software technology. The new offering is designed to provide organizations within the hospitality industry with access to a more powerful management solution at a lower cost.

The partnership agreement is a natural step for the two companies as over 60 percent of Squirrel Systems channel partners in North America already resell the POSIFLEX Jiva 5000 series along with other offerings. The current step in the collaboration between Squirrel Systems and POSIFLEX will simplify the purchasing process for customers—providing them with a single point of contact. The move will also streamline service and support for customers leveraging POSIFLEX and Squirrel Systems terminals, as Squirrel Systems is an authorized POSIFLEX service and repair facility enabling them to service all POSIFLEX hardware sold to its clients.

“We’re thrilled to enter into a hardware OEM partnership with POSIFLEX, we see this as a win for both Squirrel Systems and our customers,” said David Atkinson, Vice-president of Marketing Squirrel Systems. “Through this agreement we will be able to ensure that chain restaurants and hotels can be confident that along with industry leading software solutions, their investment in POS hardware is also secure and flexible with a leading edge world class design, and manufacturing. This move also helps our company gain a competitive edge in the chain store, channel partner, and small systems markets so we are happy to embark on this joint venture with POSIFLEX.”

Together Squirrel and POSIFLEX produce a highly competitive solution with proven demand in the hospitality market. The POSIFLEX 8000 Series provides high performance P4 computer processing, and small restaurant operators can use the POSIFLEX 8415 workstation as a POS and a complete business solution. As Squirrel Systems will support Microsoft Office and Internet Explorer as well as other productivity applications running with SquirrelOne on the POSIFLEX 8415, the solution will offer customers a POS system with all of the capabilities of a desktop computer—making it a perfect fit for the small restaurateur with a limited budget and space.

POSIFLEX is part of a select group of manufacturers that design and produce its own products in two ISO certified factories located in Taipei, Taiwan. With a complimentary line of peripherals, POSIFLEX offers its customers the conveniences of one stop shopping.

“We are extremely honored and excited to add Squirrel Systems as a strategic partner.” said Tim Becerra, Executive Vice President of Business Development and Sales, POSIFLEX USA. “Squirrel’s legendary foodservice reputation will have a very positive impact with the POSIFLEX global community. Squirrel’s due diligence was an extensive process. We view this partnership as validation not only for POSIFLEX, but for all our esteemed business partners who have embraced POSIFLEX over the years.”

## **About POSIFLEX**

Since 1984, POSIFLEX Incorporated has established itself as a leading professional manufacturer of all-in-one touch based systems and related peripherals serving a variety of point-of-service market segments. Conducting business worldwide POSIFLEX designs and produces all products in its own ISO 9001/9002/14001certified laboratory and factory in Taipei, Taiwan. All products include a standard three-year warranty. POSIFLEX has been awarded several patents worldwide for its innovative product design features. To learn more about Posiflex, visit [www.posiflexusa.com](http://www.posiflexusa.com).

## **About Squirrel Systems**

Squirrel Systems is a leading total solutions provider of point of sale and management systems for independent and chain establishments, including restaurants and food and beverage operations in hotels, resorts and clubs. Headquartered in Vancouver, Squirrel Systems and Squirrel Systems Canada are privately held companies. In its 20 years of profitable operation, Squirrel has earned a reputation for innovation and excellence by meeting and exceeding the needs of more than 10,000 customers with 50,000 installed Squirrel workstations. As the first company to introduce touch-screen ordering into the restaurant market, it has a long track record as an innovator. To learn more about Squirrel, visit [www.squirrelsystems.com](http://www.squirrelsystems.com).

For more information please contact:

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