

# Fuel

SCANSOURCE PARTNER CONFERENCE 2013

Prints From Any Mobile Device  
Supports POSReady 7/Linux  
Enables Cloud-Based Services  
Ideal For Web-Based POS  
No Drivers Required

# Meet The Game Changer

## INTRODUCING EPSON'S OMNILINK SOLUTIONS FOR RETAIL

Easy To Use/Maintain  
Award-Winning Design  
Small, Compact Footprint  
Empowers Sales Associates  
Offers Platform Stability  
Epson Quality And Reliability

### Mobile. Smart. Connected. The Smarter Way to Run Retail.



Epson delivers the next generation of POS technology with our intelligent OmniLink™ solutions. Small and compact, they are designed to meet the needs of today's retailers from mobile printing and enabling cloud-based services to supporting thin client POS. Best of all, they offer the quality and reliability that Epson is known for.

► Contact us at [omnilink@ea.epson.com](mailto:omnilink@ea.epson.com) or 401.378.4704.

[pos.epson.com/omnilink](http://pos.epson.com/omnilink)

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**EPSON**  
EXCEED YOUR VISION

## WELCOME TO FUEL!

WE'RE SO GLAD TO HAVE YOU HERE WITH US  
IN AUSTIN FOR WHAT PROMISES TO BE OUR  
BEST AND MOST MEMORABLE EVENT YET.



With two of our sales units under one roof, you're in the right place to get serious horsepower and opportunities for your business. First, get revved up at the Solutions Expo, where the souped-up exhibit floor will showcase the industry's best products. There is so much for you to see and learn about – our vendor partners can't wait to share their new products with you, and key ScanSource representatives are ready to help you put new business plans into action and get them off and running.

Then, buckle up for a turbocharged Tuesday, which includes keynote speaker Jeremy Gutsche. A trend-spotter, Jeremy has built a career around finding out what's cool before it's cool, and in his presentation, he'll show us how we can use chaos to create opportunity, build a culture of innovation, utilize trend-spotting and communicate infectiously... prepare to be blown away.

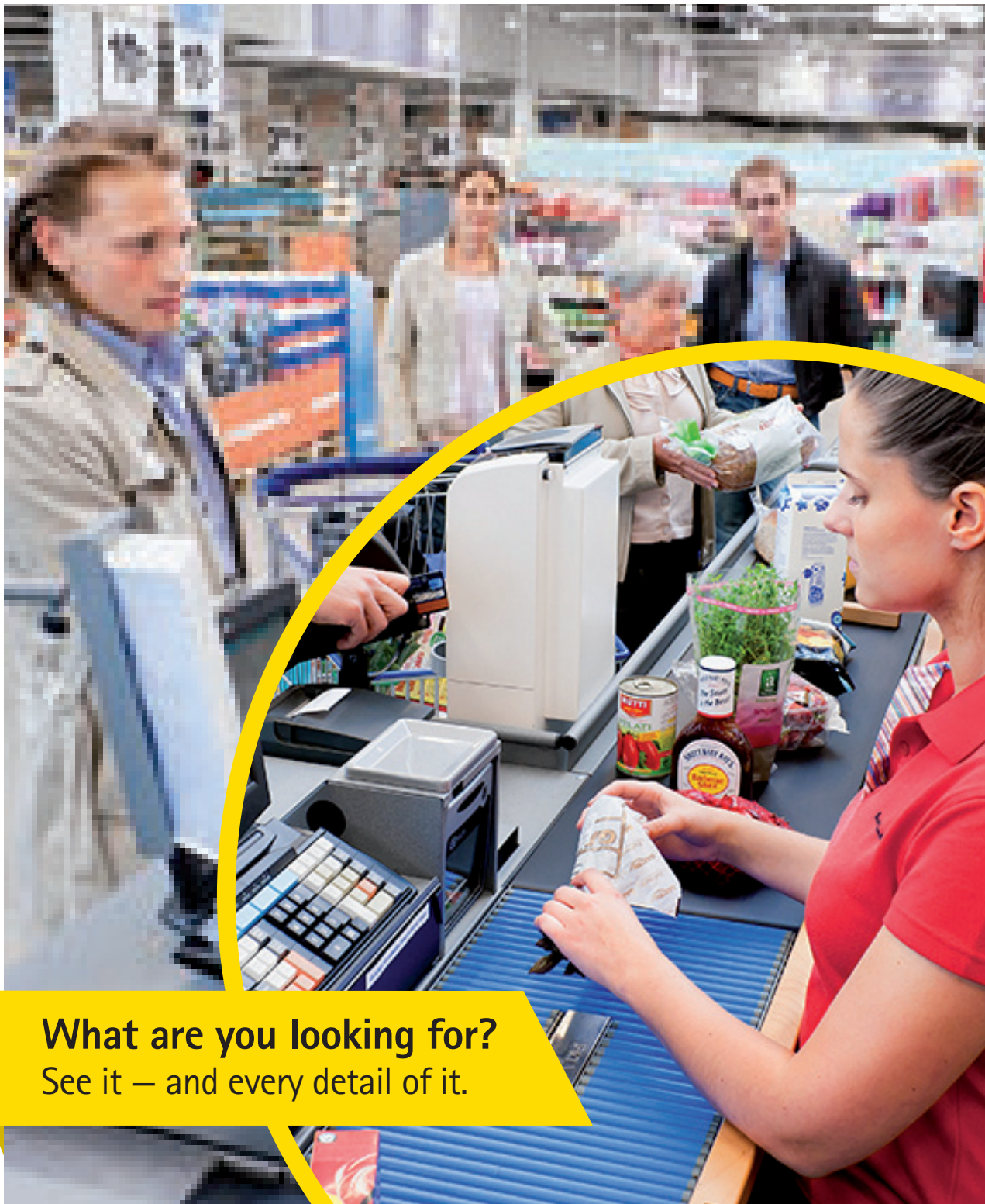
All of us at ScanSource POS and Barcode and ScanSource Security designed this partner conference to offer something for everyone – whether you are just starting out or are already a seasoned reseller. So get pumped up by the presentations, fill up your tank in the breakout sessions, and don't forget to save a little energy for our evening of BBQ at The Salt Lick!

Get ready to be inspired. Your FUEL is here.

Sincerely,

*Buck Baker*

Buck Baker  
Worldwide President  
Barcode and Security



**What are you looking for?**  
See it – and every detail of it.

All images are conceptual. For product information and actual footage from Axis cameras, visit [www.axis.com](http://www.axis.com)

Image quality is always important, but the benefits are really determined by how you will use the images. We make your job easier, by focusing on **image usability** first. Utilize our competence and our comprehensive range of image features such as HDTV, Wide Dynamic Range and Lightfinder.

As the world leader in network video, we ensure you always get video you can use – no matter what the conditions are.

**Get the Axis picture. Stay one step ahead.**  
Visit [www.axis.com/imageusability](http://www.axis.com/imageusability)



Axis network cameras with HDTV performance deliver true color representation and high quality images. An appealing solution when every detail matters.



# AGENDA

## \*\*\*MONDAY, OCTOBER 14, 2013\*\*\*

- 3:00 – 6:00 pm **Registration** Salon C Prefunction, 4th Floor
- 6:30 – 9:30 pm **Welcome Reception and Solutions Expo** Austin Grand Ballroom, 6th Floor

## \*\*\*TUESDAY, OCTOBER 15, 2013\*\*\*

- 7:30 – 8:15 am **Breakfast Buffet** Austin Grand Prefunction, 6th Floor
- 7:30 – 8:15 am **Registration** Salon C Prefunction, 4th Floor
- 8:30 – 10:30 am **Opening Joint General Session** Salon A-C, 4th Floor
- 10:30 – 12:00 pm **Business Unit General Sessions**
  - ScanSource POS and Barcode Salon A-C, 4th Floor
  - ScanSource Security Meeting Room 400-402, 4th Floor
- 12:00 – 1:15 pm **Lunch** Austin Grand Prefunction, 6th Floor
- 1:30 – 4:20 pm **Breakout Sessions**

	ROOM 415	ROOM 416	ROOM 615	ROOM 616
1:30 - 2:00 pm	AXIS COMMUNICATIONS	MOTOROLA SOLUTIONS	TOSHIBA GLOBAL COMMERCE SOLUTIONS	ZEBRA TECHNOLOGIES
2:05 - 2:35 pm	PANASONIC	INTERMEC	NCR	EPSON
2:40 - 3:10 pm		HONEYWELL SCANNING & MOBILITY	ZEBRA TECHNOLOGIES	RUCKUS WIRELESS
3:15 - 3:45 pm	SAMSUNG	ELO TOUCH SOLUTIONS	MOTOROLA SOLUTIONS	SCANSOURCE SERVICES GROUP
3:50 - 4:20 pm	CISCO	EPSON	HONEYWELL SCANNING & MOBILITY	INTERMEC

- 6:00 pm **Shuttles begin for Pecan Grove at The Salt Lick** Hilton Hotel 5th Street Entrance
- 7:00 – 10:00 pm **Networking Dinner** Pecan Grove at The Salt Lick

## \*\*\*WEDNESDAY, OCTOBER 16, 2013\*\*\*

- 7:30 – 9:00 am **Breakfast Buffet** Salon F-G, 6th Floor



PRESENTED BY SCANSOURCE POS AND BARCODE

# turning mobility into profitability

ScanSource has always been on the cutting-edge of change, and mobility is no different. While we've been offering mobility solutions for 20 years, the difference in today's environment is the exponential growth across all markets. Whether you're selling into retail, healthcare, logistics or manufacturing, we're ready to help you in the manner and timeline that's best for you.

That's why we built **MobiETC**,™ a focused program dedicated to guiding you through mobility in the POS and barcode industry.

- enable. Benefit from tools and expertise to grow your mobility business, including custom configurations, WiFi surveys, network assessments and marketing support.
- train. Expand your technology expertise through vendor certification programs, product demo labs and web seminars led by mobility experts.
- connect. Gain instant access to resellers, manufacturers and ISVs to broaden your geography, expertise and offerings.

Get ready to earn rewards with your mobility purchases! Learn more and register today at [scansourceposbarcode.com/mobiletc](http://scansourceposbarcode.com/mobiletc).



800.944.2432 | SCANSOURCEPOSBARCODE.COM

## GENERAL \*\*\* SESSION \*\*\*



**BUCK BAKER**

Worldwide President,  
Barcode and Security

Buck brings a wealth of technology distribution experience to his position as Worldwide President, Barcode and Security, where he oversees leadership and management of the ScanSource POS and Barcode and ScanSource Security business units. Prior to this, Buck served as Interim President of ScanSource Europe and as President of ScanSource Communications North America, where he was instrumental in leading the Company to achieve record results year-over-year.



**JEREMY GUTSCHE**

Founder,  
TrendHunter.com

With a background in management consulting, Jeremy brings a rare perspective on how to unleash innovation within a business context. Jeremy is the award-winning author of Exploiting Chaos, a judge on BNN's TV show, The Pitch, and the founder of TrendHunter.com, the world's largest, most popular collection of cutting-edge trends, attracting nearly 1 billion views. Routinely sourced by the media, Jeremy has been described as "a new breed of trend spotter" by The Guardian, an "intellectual can of Red Bull" by Association Week, and "on the forefront of cool" by MTV.

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# BREAKOUT

## \*\*\* SESSIONS \*\*\*

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**1:30 – 2:00 PM**

### AXIS COMMUNICATIONS (ROOM 415)

*Axis, the Video Surveillance Market, and Our Bright Future Together*

Come join Axis for a State of the Union for the network video market. Axis will talk about the business opportunities in the video surveillance market, what they're doing today, and what the future looks like in specific vertical markets. Partners will walk away with a new insight on how to position Axis and will be ready to tear into the network video market!

### MOTOROLA SOLUTIONS (ROOM 416)

*Stand out in the Crowd: New Sales Strategies to Drive Manufacturing Sales*

With everyone extolling the virtues of "going vertical" and focusing on solution selling, how can you stand out in a crowded market? Attend this insightful session to learn how Motorola Solutions' new sales approach and innovative product portfolio can be part of your sales strategy. You'll also hear about new marketing tools focused on helping you drive new opportunities. Attendees will be eligible to win one of Motorola Solutions' Manufacturing Action Packs—a multi-touch, co-brandable demand generation kit!

### TOSHIBA GLOBAL COMMERCE SOLUTIONS (ROOM 615)

*Toshiba - The Brand of the Future*

IBM and Toshiba have been making history together for more than forty years, and now Toshiba Global Commerce Solutions is ready to make history again! Come hear how the Toshiba brand is preparing its resellers for the retail demands of the future and how to partner with them for continued success.

### ZEBRA TECHNOLOGIES (ROOM 616)

*Zebra - Link-OS*

Customers' expectations are changing, with growing demands for easy-to-manage devices that are mobile, intelligent, and connected to the cloud. The Internet of Things (IoT) is here, and in this session, you'll gain a better understanding of how this will impact your business. Furthermore, you'll learn more about Zebra's Link-OS, an innovative open platform that pairs smart Zebra devices with powerful software apps, enabling integration into this new ecosystem.

**2:05 – 2:35 PM**

### PANASONIC (ROOM 415)

*Security in a Retail and Hospitality World*

Looking for ways to grow wallet share with your customers? Find out how you can grow your business with complete retail/hospitality solutions featuring Panasonic security, display and POS products. Learn about the latest trends and cutting-edge products that can set you apart from your competition.

### INTERMEC (ROOM 416)

*Redefining Versatility in Mobile Computing*

Come meet the ground-breaking, new CN51. This revolutionary rugged device delivers versatility and future-proofing with regards to operating systems, offering a choice of Android or Windows, as well as an enhanced user experience, state-of-the-art battery technology and increased processing speed. And, since seeing is believing, come take a look for yourself. We'll also explore the latest in mobile printing to give you the complete end-to-end solution that Intermec delivers.

### NCR (ROOM 615)

*The Evolving Consumer in Retail*

Consumers expect service when, where and how they choose. Period. For retailers – the future is now. But have no fear, c-tailing is here. Join NCR to learn about converged retailing, c-tailing, and how you can help retailers provides a ubiquitous experience based on where and how they want to interact. You'll also learn more about NCR's portfolio of c-tailing solutions that enable seamless, multi-channel consumer interactions, whether at home, on the go, or in the store.

### EPSON (ROOM 616)

*Moving Forward with Epson*

Epson's OmniLink™ is taking receipt printing into the next generation. Receipt printing is now a small facet of Epson's new OmniLink product. In this session, we'll show you how to create new opportunity by developing real-time store analytics, marketing messages or mobile communication directly from that reliable TM-T88V you have always used.

★ ★ ★  
*We've got the*  
**FUEL YOU NEED**  
————— TO GROW —————  
**YOUR BUSINESS**  
★ ★ ★

**2:40 – 3:10 PM**

### HONEYWELL SCANNING & MOBILITY (ROOM 416)

*Scanning - BYOD*

How is BYOD impacting scanner sales? Honeywell will help outline how you can be part of the upcoming trend of customers who bring their own devices. For businesses looking to improve the consumer experience, Honeywell's Captuvo series enterprise sled for the Apple iPod touch, iPhone5 and iPad Mini empowers sales associates by providing them with the tools needed to engage more closely with customers and increase sales floor conversions. Attendees will be entered into a drawing for a free Captuvo!

## ZEBRA TECHNOLOGIES (ROOM 615)

### Zebra - Retail Trends

As consumers are becoming increasingly mobile, retailers are introducing mobile POS (MPOS) to address consumers' expectation for a different retail experience. This has the potential for tremendous growth. Attend this session to learn how you can participate in this exciting POS transformation by offering a complete MPOS solution that eases integration, enabling merchants to quickly move from installation to application.

## RUCKUS WIRELESS (ROOM 616)

### Opportunity is Knocking: Adding Wireless to your Portfolio

The trend word in 2013 is mobility. You also hear the word "wireless" all day, every day. How can your business keep up with the market? Ruckus Wireless is a leader in the enterprise wireless space. Attend this session to learn how easy it is to add Ruckus Wireless to your current portfolio and how your business can turn this opportunity into profitability.

## 3:15 – 3:45 PM

## SAMSUNG (ROOM 415)

### Did you see that? Samsung did...Video Surveillance in the Retail Environment.

In the fast-paced world of retail, things can happen in the blink of an eye. From security to people counting to marketing opportunities, video surveillance is constantly evolving in the retail environment. Samsung will show you how current technologies can help your security customers' needs and so much more. So when someone asks, "Did you see that?" with Samsung, your customers can say, "Yes I did."

## ELO TOUCH SOLUTIONS (ROOM 416)

### Elo @ The Office

You've probably seen Elo's touchscreens, touchcomputers, kiosks or commercial tablets in use at your favorite store, restaurant, or hotel. But did you know Elo Touch Solutions offers technology for the office? Come learn about Elo's big, bright, beautiful and interactive digital signage and how the Elo Tablet, all-in-one touchcomputers, open-frame touch displays and touchmonitors fit every size office and budget.

## MOTOROLA SOLUTIONS (ROOM 615)

### Consumerization trends: Is there a good response?

The importance of mobility continues to increase exponentially in most businesses – is your business ready for this growth? Join Motorola Solutions to sort through the opinions, the emotions, the analyst reports and the feature lists to focus on a reliable and holistic mobile solution for your customers' business operations. Motorola Solutions will raffle off one of these new devices at the end of the session!

## SCANSOURCE SERVICES GROUP (ROOM 616)

### There is a Better Way...

Everyone is looking to gain an advantage in their business. As your trusted partner, ScanSource Services Group helps VARs understand, market and implement technology solutions that create opportunities and increase profit. Take these valuable services (professional, configuration, and marketing services) back with you to empower your VAR business.



## 3:50 – 4:20 PM

## CISCO (ROOM 415)

### Building on the Foundation of the Network to Provide Innovative Solutions

Let Cisco show you how to build on the foundation of the network to create a total solution that will help you bring more value to your customers. In this interactive session, we will show you how voice and physical security solutions can be utilized to increase production and profitability.

## EPSON (ROOM 416)

### Controlling the Label Chaos

Join us to learn how Epson's ColorWorks™ solutions are enabling a revolution in the labeling industry! You'll discover the amazing inkjet capability that today's end users are demanding: colorful, hassle-free, labels that can be printed on demand. Don't miss this opportunity to see how Epson's solutions are delivering proven results for a wide range of labeling applications from packaging and manufacturing to logistics, retail and more!

## HONEYWELL SCANNING & MOBILITY (ROOM 615)

### Mobility Trends in 2014

With years of experience in developing mobile computing systems and an intense focus on meeting the needs of your end users, Honeywell offers a broad array of durable mobile computers designed to improve the productivity of mobile workers. Honeywell's mobile computers are purpose-built for demanding healthcare environments, hazardous locations and outdoor applications. Come find out how to be part of the mobile revolution! Attendees will be entered into a drawing for a free Dolphin 70e Black!

## INTERMEC (ROOM 616)

### Why Now is the Right Time to Lead with Intermec Printing Solutions

Here's your opportunity to see our recently introduced Intermec printer lineup and learn the best ways to position them to your customers. We'll examine which products are winning in the marketplace, as well as explore new solutions and the technology behind them. You'll leave this session with valuable insight as to which technologies are resonating with end-user customers, and the compelling reasons why they are looking for fresh alternatives to upgrade their existing printer fleet.

# REV YOUR ENGINES WITH MOTOROLA EDUCATION BREAKOUTS & LET US HELP YOU PRIME YOUR PUMP FOR GROWTH!

**JOIN US: TUESDAY, OCTOBER 15TH**  
**FOR A 10-GALLON HAT FULL OF INSIGHT FOR YOUR SALES TEAM**

**1:30 – 2:00 PM**

**MANUFACTURING  
INDUSTRY: STAND  
OUT IN THE CROWD  
WITH NEW SALES  
STRATEGIES**

With everyone extolling the virtues of “going vertical” and focusing on “solution selling”, how can you stand out in a crowded market?

**FREE FUEL PRIZE  
DRAWING FOR  
ATTENDEES:**

Join us and you could win a free multi-touch co-brandable action pack from ScanSource and Motorola to prime your pump for sales!

**3:15 – 3:45 PM**

**MARKETING TRENDS:  
CONSUMERIZATION,  
IS THERE A GOOD  
RESPONSE?**

The debate intensifies between “enterprise-grade” and “consumer-grade” as mobility proliferates. Learn what’s really important and get a peek at the latest innovations from Motorola.

**FREE FUEL PRIZE  
DRAWING FOR  
ATTENDEES:**

Join us and you could win a free “anti-consumer” device!



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# ORDER UP!



**PECAN GROVE AT THE SALT LICK**

Tuesday, October 15th, 7:00 – 10:00 pm

Shuttles will depart from the Hilton Hotel’s 5th Street entrance at 6:00 pm.

Join us for an amazing evening at Pecan Grove! We’ll wine and dine in true Texas style with rock and country classics performed by the Chris Story Band, ice-cold beers, and the legendary Salt Lick BBQ. And, in true ScanSource style, we’ll try our hand at Texas lawn games, show off our Quick Draw skills, and make friendly wagers on Armadillo Races – the makings for some great stories (or tall tales). Don’t miss this networking opportunity with old and new friends at one of the most magical destinations in Texas Wine Country!



Heidi Rae Photography

It's no secret that performance and capacity represent major challenges as the world becomes increasingly mobile...



There will be **more than 7 billion** mobile phones by 2015



The number of Wi-Fi enabled devices shipped annually is projected to rise to **nearly 1.7 billion** in 2015



Mobile data **traffic** in the US is expected to grow **53x-153x from 2010 to 2020** while wireless **capacity** is only expected to **grow 25x** over the same period

Here's **our** little secret...there **is** a solution to the performance and capacity conundrum, and we're letting the dog out of the bag.

# Smart Wi-Fi

Designed and Built for Pervasive Performance...

Available from Ruckus Wireless



[www.ruckuswireless.com](http://www.ruckuswireless.com)

## \* POS AND BARCODE \* SPONSORS

### PLATINUM

**EPSON**<sup>®</sup>  
EXCEED YOUR VISION

As a leader in POS technology, Epson offers a broad range of technology solutions to support mobile POS initiatives. Our new OmniLink smart solutions combine our industry-leading POS printers with built-in intelligence to deliver cloud services, flexible web-based printing, open platform mobility, peripheral connectivity and PC computing power – all in one small footprint. In addition, our POS printers are available with wireless interfaces, and our mobile printers are smaller, faster and more secure than ever before. From OmniLink intelligent devices to mobile handheld printers and standalone receipt and label printers, Epson delivers smart, mobile and connected POS.

**Honeywell**

Honeywell Scanning & Mobility is a leading manufacturer of high-performance image and laser-based data collection hardware, including rugged mobile computers and barcode scanners. Honeywell's product portfolio is one of the broadest in the AIDC industry, providing solutions for vertical markets such as retail, healthcare, transportation and logistics, and supply chain. Honeywell complements its innovative products with advanced software, service and professional solutions that enable customers to effectively manage data and assets.

**Intermec**<sup>®</sup>  
by Honeywell

Intermec is the workflow performance company. Intermec designs the leading data capture and information management solutions at the interface between mobile workers, assets and customers. Through continuous innovation in hardware, software, services and integrated solutions, we help customers realize the full potential of their people, time, space and information.



Motorola Solutions connects people through technology when they need highly connected teams that rely on real-time, accurate and secure information. Our customers rely on us, along with our highly valued partners, for the expertise, services and solutions we provide for the retail, manufacturing, transportation and logistics, and healthcare industries to increase productivity and keep operations profitable and efficient. Visit the Motorola Solutions booth to experience the latest innovation for your customers—from our expanded WAN portfolio and the new LI2208 Linear Imager to the new multi-plane bioptic imager.

**ZEBRA**

Zebra Technologies, a global leader respected for innovation and reliability, provides enabling technologies that allow customers to take smarter actions. Our extensive portfolio of barcode, receipt, kiosk and RFID printers and supplies, as well as real-time location solutions, give a digital voice to assets, people and transactions, providing greater visibility into mission-critical information. Zebra helps thousands of organizations across the globe solve their business problems and gain new knowledge and efficiencies. Leverage Zebra's tools and information to locate solutions that best meet your customers business needs.



# The Tablet You've Been Waiting For

Elo® Reliable...Windows® Compatible...Retail Ready...No Sled Required

Nothing Like it.



## Getting Started – Today

For more information on Elo,  
please contact us at: **800-ELO-TOUCH**  
or visit us online at: [www.elotouch.com](http://www.elotouch.com)



## SEE HOW SMART RETAIL CAN BE

Everyday made easier with  
merged hardware, software and  
services for how customers shop  
today and tomorrow.



[www.ncr.com](http://www.ncr.com)



## GOLD



Elo Touch Solutions is a premier global supplier of touch solutions including touchscreen components, touchmonitors and all-in-one touchcomputers. With multiple touchscreen technology options, including surface acoustic wave, resistive, projected capacitive, acoustic pulse recognition, infrared, and optical, Elo Touch Solutions meets the diverse requirements of digital signage, retail, point-of-sale (POS), hospitality, medical/healthcare IT, industrial, and consumer markets. A pioneer in the industry with over 40 years of experience, Elo brings quality, innovation and integrity to everything we touch.



NCR continues to pave the way in the new world of retail interactions, helping retailers interact, transact and connect with consumers in revolutionary new ways. NCR manufactures point-of-sale systems and peripherals, including terminals, all-in-ones, printers, cash drawers, and scanners. NCR is also a global leader in self- and assisted checkout. NCR's kiosks and self-checkout systems are changing the way retailers interact with their customers.



As one of the leading providers of integrated in-store solutions and retail insights, Toshiba Global Commerce Solutions delivers end-to-end solutions for checkout, consumer interactions and retail operations that unlock amazing new possibilities for our clients and for shoppers everywhere. Together with our extensive business partner community, we help bring innovation and value to every retailing experience so that you can delight your customers every day, everywhere.

## SILVER



APG Cash Drawer is one of the retail industry's leading manufacturers of cash drawers and other POS-related products. Serving thousands of customers around the world, APG designs and manufactures durable and dependable cash drawers for a wide range of applications found in retail, food, hospitality, and convenience stores.



With industry leading products, services and support, CHERRY provides advanced POS keyboard solutions. With a wide variety of sizes and configurations, CHERRY's durable keyboard designs feature mechanical keyswitches rated to more than 50 million operations, making them ideal for industrial and commercial applications.



Citizen Systems America is a leader in printer technology, innovation, precision, and reliability, meeting the specific needs of customers. Citizen offers a comprehensive range of best-in-class printing solutions including POS for retail, barcode label and ticket printing, mobile for on-the-go printing, and kiosk mechanisms.



Code Corporation has designed a full line of cabled and wireless barcode readers for integration into all areas of retail, healthcare, manufacturing, public sector, and more. Code strives to provide advanced and aggressive 2D barcode readers that enhance the customer experience.



CognitiveTPG focuses on the design and development of innovative print technology. For over 35 years, it has provided rugged and tailored solutions to customers worldwide across a broad range of markets. CognitiveTPG's products are known in the industry for their reliability and high performance.



Datamax-O'Neil designs, manufactures and markets one of the industry's most complete lines of stationary and portable label and receipt printing solution products. These printing solutions enable manufacturing and supply markets to capture the benefits of automated product identification and automated legal and financial transactions. Datamax-O'Neil's products address a wide and diverse range of applications.



## Honeywell Scanning & Mobility is already defining what tomorrow's healthcare will look like...

And you can be sure that as the first manufacturer to introduce disinfectant ready housings and the purveyor of second-to-none area-imaging technology, that we're uniquely equipped to lead the way. We understand your clinical workflows and we know how important it is to you that technological advances empower you to stay focused on your patients. That's why when implementing a Honeywell solution, you can do more than just add efficiencies —you can chart the course to exceptional care and better outcomes.

**Want to join in on the evolution of healthcare technology?**

Contact your ScanSource sales representative at 800.944.2432 or email your ScanSource Honeywell Team at [Honeywell@ScanSource.com](mailto:Honeywell@ScanSource.com) for details



## SILVER (continued)



Datalogic offers fixed-position retail scanners, handheld scanners and mobile computers. Their broad range of products includes in-counter and on-counter point-of-sale scanners, general purpose and ruggedized handheld scanners, rugged mobile computers, industrial PDAs, and vehicle mount computers. Datalogic provides dedicated solutions for healthcare, hospitality, manufacturing, retail, services, and transportation/logistics.



Honeywell Batteries designs and manufactures high-performance batteries, chargers, and power management technologies for mobile devices including two-way radios, mobile computers, barcode scanners, and portable printers. Because of their outstanding performance and quality, Honeywell's batteries are trusted by leading government agencies, public safety officials, and Fortune 500 businesses around the globe.



ID TECH is a global leader in the AIDC industry and designs dependable, feature-rich products including magstripe readers/writers, mobile payment readers, contactless readers, smart card readers, barcode readers, POS keyboards, signature capture devices, PCI-compliant PIN pads, and other specialty products for OEMs, VARs, resellers, distributors, and key end users.



Ingenico provides cutting-edge electronic payment technologies, transaction management and security solutions that shape the future of the payment market. With an expertise that extends well past the point-of-sale interface, Ingenico takes merchants "beyond payment" by unlocking powerful customer intelligence from each and every transaction.



Janam is a leading provider of rugged mobile computers that scan barcodes and communicate wirelessly. Janam combines deep industry knowledge with advanced technologies to deliver products with the right features at the right price. Janam products are enabling companies worldwide to increase productivity, reduce costs and improve the bottom line.



J2 Retail Systems touchterminals deliver innovation and high performance at affordable pricing. J2 controls their design and manufacture, constantly looking for ways to improve the overall user experience with products such as the POS hardware monitoring system that automates fault diagnosis and resolution.



Since 1972, MagTek has been a leading manufacturer of electronic devices and systems for the reliable issuance, reading, transmission and security of cards, checks, PINs, and other identification documents. By leveraging strong encryption, secure tokenization and real-time authentication, MagTek products enable users to minimize risk and secure payments.



The MMF POS division is one of the leading suppliers of cash drawers and accessories to POS distributors. MMF produces high-quality, competitively priced products for a broad range of operating environments in a wide variety of markets including retail, grocery, hospitality, and banking.



Founded in 1976, Opticon has a proud tradition of designing and manufacturing world-class 1D laser and 2D imager barcode scan engines. In turn, these engines are used to power a broad product line that is sold by a network of partners who provide innovative and proven solutions and focused industry expertise.



Panasonic provides components and design solutions to leading resellers in the electronics, computer, communications, and home appliance industries, among others. Let Panasonic meet your specific design needs, wherever in the world you manufacture. Panasonic's POS solutions include printers, mobile computers, integrated systems, monitors and plasma screens.

# SCANSOURCE POS AND BARCODE AND INTERMEC ARE GOING VERTICAL.

WITH THE LATEST INNOVATIVE TECHNOLOGY FOR A WIDE RANGE OF INDUSTRIES.



WAREHOUSE



FIELD SERVICE



TRANSPORTATION/  
LOGISTICS



RETAIL



HEALTHCARE

Stop by the Intermec booth to see these vertical solutions in action, network with the Intermec team, and enter to win one of three \$100 AMEX gift cards.

Make sure you visit [scansourceposbarcode.com/intermec](http://scansourceposbarcode.com/intermec) for more information on the latest Intermec solutions.



## SILVER (continued)



PAR is an industry leader in systems and service solutions for the hospitality industry. For more than 30 years, PAR has developed technology solutions for hospitality companies: restaurant, hotel, spa, retail, entertainment venues and cruise ships. PAR is committed to delivering innovative solutions that optimize the guest experience.



PioneerPOS designs and manufactures a complete line of industry-specific, all-in-one computers, touchscreen monitors, and kiosks. Founded in 1994 and based in California, PioneerPOS manufactures its solutions from start to finish in the USA, which are deployed in healthcare, retail, hospitality, warehousing, and gaming applications.



Posiflex has designed and manufactured point-of-service and industrial touch terminals for over 25 years. Posiflex's comprehensive suite comprises a wide range of peripherals and terminals, ranging from small-footprint electronic cash register replacements, to POS and kiosk touchterminals, to robust back office file servers in two ISO-9001/9002/14001-certified facilities.



POS-X focuses on improving the point-of-sale experience--for resellers, software developers, end users, and everyone in-between. We offer a complete line of POS products and peripherals, including barcode scanners, touchscreen monitors, receipt printers, cash drawers, and more.



Printronix creates innovative printing technologies for the industrial marketplace and distribution supply chain. It is a worldwide market leader in enterprise solutions for line matrix printing and has earned an outstanding reputation for its high-performance thermal barcode printer solutions.



A pioneer in the AIDC industry and the inventor of the world's first electronic thermal transfer barcode printer, SATO delivers rugged dependability and reliable performance throughout its comprehensive product line. SATO offers complete barcode and labeling solutions including thermal and RFID printers, accessories, label design software, consumables, and service plans.



BarTender 10.1 is the latest version of Seagull Scientific's software for designing and printing barcodes, labels, cards, and RFID tags. With dozens of new and improved features, BarTender addresses a range of solutions, from small, stand-alone environments to large, automated infrastructures.



Socket Mobile focuses on developing innovative business solutions that help make mobile workers more efficient. Durable and customizable handheld computers, fully integrated, flexible, handheld scanners and all of the essential barcode, RFID, POS and data communication peripherals make Socket an ideal vendor partner for resellers.



With a commitment to improving its customers' productivity and efficiency, Unitech manufactures a wide range of AIDC products including rugged mobile computers, handheld scanners, and RFID readers. For over 20 years, Unitech has brought valuable products and services to customers around the world in diverse industries, including transportation, retail, logistics, warehousing, banking and manufacturing.



VeriFone is a leading global provider of technology for electronic payment transactions and value-added services at the point-of-sale. VeriFone provides merchant-operated, consumer-facing and self-service payment systems for the financial, retail, hospitality, petroleum, government and healthcare industries.



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# SEE MORE. DO MORE.

Every day, channel partners strive to help their customers gain visibility into the operational events that are occurring throughout their value chain. With enabling technologies such as barcode, RFID, GPS and sensing, Zebra turns the physical into the digital to give assets, people and transactions a virtual voice. We call it the Visible Value Chain, and it allows businesses to illuminate operational events in real time. Once an organization can see these events, it can create new value from what's already there.

To learn how Zebra, together with our channel partners, is helping customers see more and do more, visit [www.zebra.com/ebook](http://www.zebra.com/ebook)



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\* SECURITY \*

# SPONSORS

## PLATINUM



As a market leader in network video, Axis Communications is leading the way to a smarter, safer, more secure world — driving the shift from analog to digital video surveillance. Offering network video solutions for professional installations, Axis' products and solutions are based on an innovative, open technology platform. Axis has more than 1,000 dedicated employees in 40 locations around the world and cooperates with partners covering 179 countries. Founded in 1984, Axis is a Sweden-based IT company listed on NASDAQ OMX Stockholm under the ticker AXIS.



Cisco defines the Internet of Everything (IoE) as bringing together people, processes, data, and things to make networked connections more relevant and valuable than ever before, turning information into actions that create new capabilities, richer experiences, and unprecedented economic opportunity for businesses, individuals, and countries. Cisco's enterprise wireless networking solutions currently provide a high-performance, service-rich, and scalable platform for business communications that interoperates with existing systems and are engineered with network and video expertise. Using the network as an open, scalable platform for integrating security provides businesses with several benefits, such as operational flexibility, greater protection capabilities, lower cost of ownership, and reduced risk.



Panasonic video surveillance and security solutions are purpose-engineered to deliver the highest performance and reliability for virtually any application and infrastructure - IP, analog or hybrid. Panasonic's innovative technologies and integrated system solutions have helped them sustain a global reputation for unwavering dependability. Delivering best-of-breed video surveillance and security solutions to provide better protection for people, property and assets that perform when you need them most is how Panasonic is engineering a better world.



Ruckus Wireless offers a wide range of affordable, flexible, purpose-built Smart WiFi products for enterprise. These products are developed using patented WiFi technology designed to increase the range, reliability, and performance of WiFi. Its critically acclaimed adaptive antenna arrays use state-of-the-art signal control techniques to automatically avoid RF interference and enable real-time selection of the best signal path for each WiFi transmission, thereby delivering the best connection possible. Designed for simplicity and ease of use, the ZoneFlex line includes high-density 802.11a/b/g/n Smart WiFi APs and the ZoneDirector line of Smart LAN controllers for managing from six to 1,000 APs.



Based on optical and image processing technologies accumulated over 30 years, Samsung develops and manufactures cutting-edge security systems, security cameras, digital video recorders, and network control systems. Samsung's management team brings a wealth of experience and is redefining expectations in a digital video security provider which is committed to acquiring best-of-breed technology to expand its product portfolio. Samsung's imaging technology plays an important role in protecting the safety of people by providing a comprehensive range of products and complete solutions.

# Samsung Technology At Its Core

60 fps @1080p  
& Real-time WDR

100dB  
WDR

One-Touch  
Remote  
Simple Focus

Efficient  
Network  
Streaming



Low Light  
Performance  
@ 0.1LUX  
(50IRE & F1.2)

Intelligent  
Video  
Analytics

Defog Video  
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Samsung Techwin's new WiseNetIII chipset technology  
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### WiseNetIII cameras

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SNB-6004



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### GOLD



Altronix is a leading manufacturer of low voltage electronics and power solutions for security, fire, CCTV and access control with a lifetime warranty. From power supply/chargers to access power controllers and more, Altronix designs electronics manufactured to meet your customer's specification.



Arecont Vision is a leading manufacturer of high-performance megapixel IP cameras that feature a proprietary implementation of a fully compliant H.264 codec, which provides full resolution megapixel video. The cameras also feature the patented low-cost image processing architectures, MegaVideo and SurroundVideo, which represent a drastic departure from traditional analog and network camera designs.



Aruba Networks is a leading provider of next-generation network access solutions for mobile Enterprise networks. The Aruba context-aware MOVE architecture unifies wired and wireless network infrastructures into one seamless access solution and makes it easy to deliver consistent, secure access to network resources from anywhere, any device, and any connection.



Bosch Security Systems is a leading supplier of security solutions, built upon a long history of excellence and innovative technology. Bosch provides intrusion, fire, communications, access control and closed circuit television systems and components for virtually any application.



Datacard Group collaborates with customers to create highly secure ID programs for education, corporate security and many other markets. Datacard brings experience and expertise along with a deep understanding of complex operational issues to deliver innovative solutions and services that help customers address critical challenges.



Exacq Technologies is a leading manufacturer of video management system (VMS) software and servers used for video surveillance. Known for its ease of use, the exacqVision VMS software is available for exacqVision hybrid, IP camera servers or commercial servers. The freely distributed client software operates on Windows, Linux and Mac systems.



Extreme Networks' open network solutions enable seamless user experiences, providing a platform for improved business agility. From the converged mobile edge of enterprises to virtualized clouds to data centers and global carrier networks, Extreme Networks' extensible services architecture sets a foundation for mobility, identity awareness, and faster performance, empowering people and machines to connect and move seamlessly.



FLIR's lineup of video security cameras, recorders, and software is more complete than ever, for the total solution you need. Now combining industry-leading CCTV security cameras and DVR/NVRs along with our cutting edge thermal security cameras, FLIR gives you rock-solid video security coverage with cameras that see in visible, near-IR, and thermal.



HES, an ASSA ABLOY Company, is a leading manufacturer of electric strikes and locking devices for the access control industry. The company has launched cutting-edge solutions like the versatile 1006 series and the completely surface-mounted 9600 electric strike. HES has built a global reputation for innovation, strength and service.



TOMORROW  
starts here.



Today, it's easy to marvel at how far we've come.

Our phones talk to our TVs to record our favorite shows. Doctors in Estonia diagnose patients in Denmark. Social networks help companies improve customer service.

And yet, up to now, more than 99% of our world is not connected to the Internet.

But we're working on it.

And tomorrow, we'll wake up pretty much everything else you can imagine.

Trees will talk to networks will talk to scientists about climate change.

Stoplights will talk to cars will talk to road sensors about increasing traffic efficiency.

Ambulances will talk to patient records will talk to doctors about saving lives.

It's a phenomenon we call the Internet of Everything—an unprecedented opportunity for today's businesses.

Tomorrow?

We're going to wake the world up. And watch, with eyes wide, as it gets to work.

#tomorrowstartshere



GOLD (continued)



HID Global is a trusted leader for the delivery of secure identity solutions for millions of customers. HID is a supplier of choice for a variety of markets that include physical access control; logical access control, including strong authentication and credential management; card printing and personalization; and highly secure government ID.



Interlogix™ global security products represent leading security and fire solutions for both residential and commercial enterprises. Continuing the legacy of some of the most recognized names in security, Interlogix offers a comprehensive product portfolio that includes intrusion, video surveillance, fire and life safety, transmission, and access control.



ipConfigure is a privately owned research and development software company. A leading developer of enterprise IP video surveillance solutions, ipConfigure offers a variety of products that leverage a browser-based interface and are capable of seamlessly supporting unlimited cameras, locations and users.



March Networks delivers end-to-end IP video management solutions that help customers realize the true value of networked video. Both commercial and government organizations worldwide rely on its video surveillance and intelligent software applications to maintain the highest security standards for customers and employees, reduce losses from theft, fraud and other crime.



Milestone Systems is a leading provider of open platform IP video surveillance software. Milestone has provided easy-to-use, powerful video management software in more than 100,000 installations worldwide. Milestone XProtect products are designed with open architecture and are compatible with a wide range of IP cameras, encoders and digital video recorders.



MOBOTIX is a global market leader of user-friendly digital megapixel cameras. The publicly traded company with headquarters in Langmeil, Germany, is known as one of the leading pioneers in network camera technology since its foundation in 1999, and its decentralized concept has also made high-resolution video systems cost-efficient.



Using their virtualization and storage RAID expertise, Pivot3 developed the patented Virtual Storage and Compute (vSTAC) operating system. The company is a leading supplier of IP SANs to the video surveillance market and most recently became certified in VMware's Rapid Desktop Program for virtual desktops. Customers rely on Pivot3 for simplicity, scalability and savings.



Securitron Magnalock Corporation, an ASSA ABLOY company, is a leading supplier of electric locking systems and access control components. Securitron excels in manufacturing a wide range of products, from electromagnetic locks and accessories, to exit bars and devices, power supplies, digital entry systems, and much more.

# MEET POKEN!

We've found an exciting new way to network efficiently and connect the digital and physical elements of The Fuel Solutions Expo – it's called Poken! Here's what you need to know about this innovative tool:

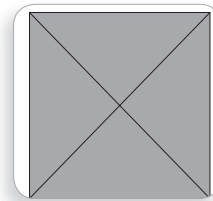
## YOUR POKEN:

You'll receive a poken with your lanyard at registration. This digital ID is tied to your contact information and links to your social networks. When you meet other attendees at the conference, simply touch your pokens together. When they glow, you've successfully exchanged digital IDs!



## POKEN TAG:

Keep an eye out for these electronic stickers throughout the expo. They store digital documents and multimedia files that you can collect for later by simply touching your poken to the pokenTAG.



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## GOLD (continued)



Sony Electronics' Security Systems Division develops and manufactures network video cameras, encoders, recorders, and software for a range of security applications and market segments. Sony's advanced line of network-based security products can address the diverse security challenges faced by today's end users, especially in high-risk areas where access to crucial, real-time information is essential.



Speco Technologies is a leading manufacturer of unique video surveillance and audio products for commercial and residential applications. Speco offers a wide selection of advanced IP and analog CCTV products to loyal customers worldwide. For more than 50 years, Speco Technologies has provided exceptional customer service, in-depth product training, superior technical and marketing support, and a product guarantee.

# \* ADDITIONAL \* SPONSORING VENDORS & ISVS



# Panasonic



Get authorized to grow your business beyond surveillance. By becoming an authorized Panasonic reseller, you gain access to our leading line of video surveillance systems with the potential to include our complete portfolio of business solutions—plus advantageous programs and benefits. Opening new worlds of opportunities to our authorized resellers is how we're engineering a better world.

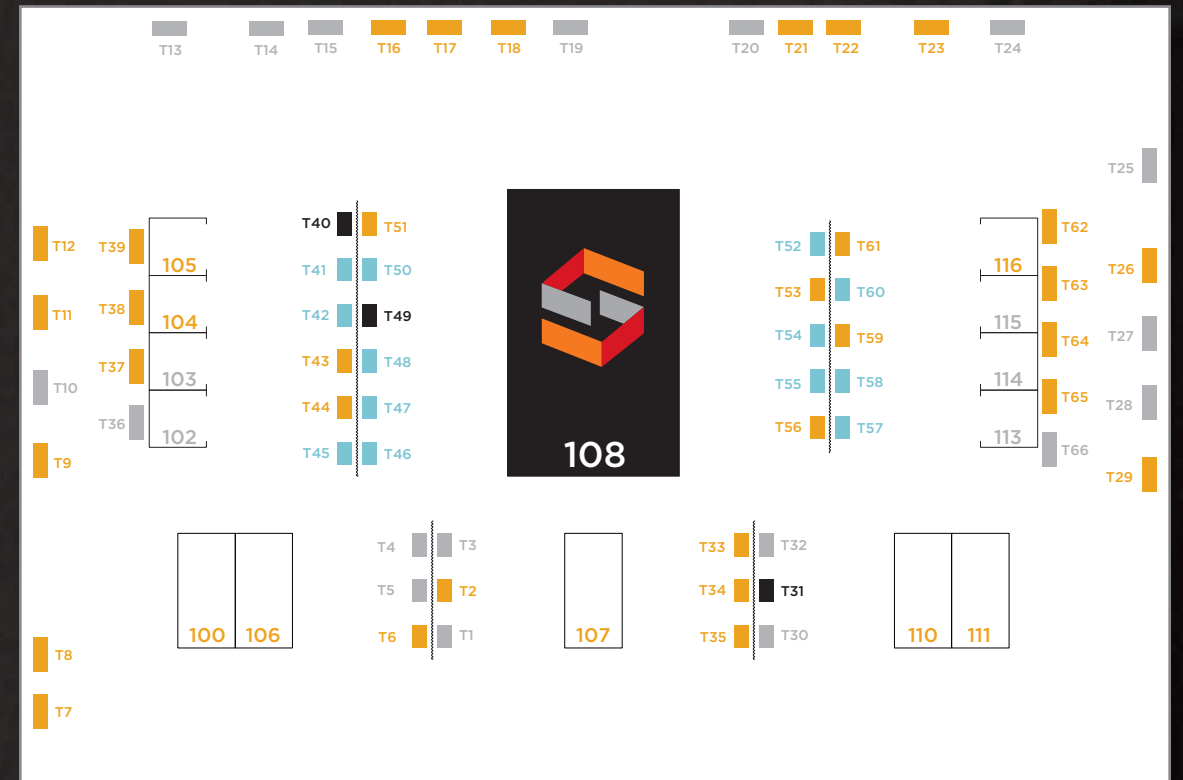
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# EXPO

## \* MAP \*



### SCANSOURCE POS AND BARCODE

APG Cash Drawer.....	T2
Archelon.....	T61
CHERRY.....	T6
Citizen System America.....	T7
Code.....	T8
CognitiveTPG.....	T9
Datalogic.....	T11
Datamax-O'Neil.....	T12
ecom instruments.....	T43
<b>Elo Touch Solutions.....</b>	<b>104</b>
Enovate.....	T56
<b>Epson.....</b>	<b>110</b>
Go Pay Go.....	T51
<b>Honeywell.....</b>	<b>100</b>
Honeywell Batteries.....	T16
ID TECH.....	T17
Ingenico.....	T18
<b>Intermec.....</b>	<b>106</b>
J2 Retail Systems.....	T21
Janam.....	T22
MagTek.....	T23
Mercury Payment Solutions....	T53
MMF POS.....	T26
<b>Motorola Solutions.....</b>	<b>107</b>
<b>NCR.....</b>	<b>105</b>
Opticon.....	T29
PAR.....	T64

PioneerPOS.....	T62
Posiflex.....	T35
POS-X.....	T39
Printronix.....	T37
RAM Mounts.....	T59
SATO.....	T33
Seagull Scientific.....	T34
Socket Mobile.....	T38
SOTI.....	T44
<b>Toshiba Global Commerce Solutions.....</b>	<b>116</b>
Unitech.....	T63
VeriFone.....	T65
<b>Zebra Technologies.....</b>	<b>111</b>

### SCANSOURCE SECURITY

Altronix.....	T1
Arecont Vision.....	T3
Aruba Networks.....	T32
ASSA ABLOY.....	T4
<b>Axis Communications.....</b>	<b>102</b>
Bosch.....	T15
<b>Cisco.....</b>	<b>103</b>
Datacard.....	T10
Exacq Technologies.....	T13
Extreme Networks.....	T66
FLIR.....	T14
HID.....	T5

Interlogix.....	T19
ipConfigure.....	T20
March Networks.....	T24
Milestone Systems.....	T25
MOBOTIX.....	T27
<b>Panasonic.....</b>	<b>113</b>
Pivot3.....	T28
<b>Ruckus Wireless.....</b>	<b>114</b>
<b>Samsung.....</b>	<b>115</b>
Sony.....	T30
Speco Technologies.....	T36

### ISV

2GO.....	T55
CAP Software.....	T48
Cybertill.....	T52
Foxfire.....	T58
GoldTech.....	T41
Intelligent Product Solutions (IPS).....	T46
MCL Technologies.....	T42
MobileFrame.....	T45
Osprey Retail Systems, Inc.....	T54
pcAmerica.....	T57
Posterita.....	T60
Pyramid Consulting.....	T47
RedBeam.....	T50





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