

SCIA

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providing
barcode
solutions

..in the press.....

SCIAMED APPOINTED BY PSION TEKLOGIX AS SUPPLIER FOR SCOTLAND AND NORTH EAST ENGLAND

Barcode and data capture specialist Sciamed Ltd has been appointed by Psion Teklogix as its first Premier Partner for sales in Scotland and North East England.

Under the new arrangements Sciamed will represent Psion Teklogix channel sales and customer liaison in the area.

Psion Teklogix manufactures portable data capture terminals in the Auto ID market. Main market sectors are supply chain logistics and field force automation.

Sciamed have extensive experience in supplying barcode solutions and data capture technology across a number of sectors in Scotland and are a major supplier to the Scottish NHS, Food, logistics and mobile work force markets

Sciamed Sales Director, Stephen Henry, said: We believe there is tremendous potential for Psion Teklogix products in Scotland especially as we will be able to add value to their operations through our expertise in developing software applications to enhance Psion's hardware.

"We have a tremendous knowledge of the local market and proven track record of providing effective solutions to our clients."

Sciamed will be Psion Teklogix channel partner in Scotland and North East England. As part of the arrangement Psion's Territory Manager for Scotland, Stuart Kiernan, will join Sciamed who will also be recruiting further support staff.

Darrel Williams, Director of Mobile and Channel Sales of Psion Teklogix said: "The partnership with Sciamed is seen as something of a coup for Psion Teklogix firmly reinforcing our drive to support the market via the channel. This appointment offers the end user a very necessary local presence, geographically better placed to personally support projects and understand the local issues, with the complete backing of a world class manufacturer. For new and existing Sciamed and Psion Teklogix customers, this local focus provided by the excellent team at Sciamed which now includes some ex Psion staff, will bring an unparalleled and intimate knowledge of business solutions, Psion products and implementation services to the region".



Stuart Kiernan

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