
NEWS RELEASE

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Fujitsu-ICL announces new reseller agreement with BMC

New relationship with leading Midwest supplier expands Fujitsu retail product availability for specialized markets

DALLAS - May 14, 2001 — Fujitsu-ICL Systems Inc. announced today a new agreement with Business Machines Company (BMC), a Midwest reseller specializing in point-of-sale (POS) solutions for the food and drug, general merchandise and hospitality industries. BMC, a leading reseller for more than 40 years, will resell Fujitsu's *TeamPoS*[®] 2000 POS system and ISS45 software specifically tailored to these retail markets.

Effective immediately, BMC and its affiliate, CSR, is offering Fujitsu's *TeamPoS 2000* systems and Fujitsu's ISS45 software directly to supermarket wholesalers, major supermarket chains and independent grocery retailers, from eight different locations throughout Michigan, northern Indiana and northwestern Illinois.

"Fujitsu-ICL has a long-term track record of providing highly reliable, high-performance systems tailored specifically to the needs of retailers," said Robert Bauer, president of BMC, based in Lansing, Mich. "This relationship expands our capabilities to give our customers hardware, software and services specifically designed for the rigors of retail. Fujitsu designs its POS terminals, scanners, mobile devices and overall solutions to be user friendly, cost-effective, adaptable and high performance. That's a must for retailers today."

Bruce Minale, Fujitsu-ICL's vice president for channel sales, says the agreement with the Michigan-based reseller helps further Fujitsu's efforts to expand its base of indirect channel partners specializing in retail technologies. "BMC is highly regarded throughout the grocery and general merchandise sectors," said Minale. "We pursued BMC because of its strong regional presence and long-term reputation as a leading provider of solutions for the grocery sector. This agreement is further indication that we continue to expand the indirect channel as a cornerstone of our corporate sales and marketing efforts."

About the *TeamPoS* and ISS45

Fujitsu's *TeamPoS 2000* is a versatile point-of-sale system that reduces total cost of ownership by adapting to multiple uses, supporting standard retail applications and POS peripherals, and lowering long-term maintenance cost.

Retailers can use a single hardware platform for workstations, POS terminals, kiosks and multimedia displays to eliminate unnecessary system purchases, multiple maintenance schemes and upgrade paths. With multiple displays and the power to support multimedia marketing applications, *TeamPoS 2000* improves customer service

and supports advanced Customer Relationship Management programs. Support for easy self-maintenance and remote management makes it fast and cost-effective to maintain while improving productivity and reducing downtime.

ISS45 is the industry-leading POS software for grocery retailers, large and small. Its seamless “Never Down, Never Obsolete” architecture provides flawless operations at the checkstand, in the back office and in the aisles, and support virtually every major POS terminal and peripheral available.

About Fujitsu-ICL Systems Inc.

Fujitsu-ICL Systems Inc. is a wholly owned subsidiary of Fujitsu Limited (TSE: 6702), a leading provider of Internet-focused information technology solutions for the global marketplace. The company specializes in IT lifecycle solutions for the retail and financial systems markets. The company has almost 30 years experience in providing hardware/software solutions and services for retail point-of-sale (POS), specialized mobile computing and automated-teller-machine (ATM) applications. Its customer relationship management (CRM) solutions enable Fujitsu customers to build high-value, personalized relationships with consumers.

Web sites: www.fjicl.com, www.fujitsu.com

About BMC

Business Machines Co. (BMC) is a reseller providing sales, service and support to the food and drug, general merchandise and hospitality industries. BMC was founded in 1958 by two former NCR employees and now operates five offices throughout Michigan (Lansing, Bridgeport, Livonia, Traverse City, and Grand Rapids). The product lines represented at BMC include Fujitsu, IBM, NCR, Panasonic, Squirrel, BASS, S4, Unify and InfoCorp.

Web site: www.bmc-pos.com