



**P R E C I D I A**  
**T E C H N O L O G I E S**

## **PRESS RELEASE FOR IMMEDIATE RELEASE**

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Precidia selects B W I<sup>®</sup> to Represent Popular IP Access products

New online channel established for industry-leading plug and play IP connectivity products.

**Ottawa, Canada, September 23, 2003** – Precidia Technologies, the leader in IP enabling technologies, today announced a strategic alliance with Bill West Incorporated (B W I<sup>®</sup>), a leading supplier of industrial computer products, services, and systems. The relationship leverages B W I<sup>®</sup>'s industry expertise and high quality online catalog to distribute Precidia's IP Access products to VARs, integrators and end-users.

Precidia's products, which connect legacy serial-based RS232, RS422 or RS485 equipment to newer, faster IP networks, range from the Ether232, which connects RS232 devices to an organization's Ethernet LAN, to the Cypher□, a tiny single chip which allows OEMs to embed internet connectivity into their own products.

"Precidia's cost-effective, unique product line offers an alternative to many of the more costly routes to IP connectivity, including equipment replacement or upgrade", said Bill West, President of B W I<sup>®</sup>. "These products offer advanced functionality in a compact, easily installed package, bringing serial equipment onto IP networks without any change to existing equipment and systems. We believe our customers will respond well to this competitively priced product line."

"Today's announcement makes it even easier for our customers to purchase these off-the-shelf products" said Deepak Wanner, President of Precidia Technologies. "Buyers look to B W I<sup>®</sup>'s solid reputation and industry expertise to make purchasing decisions, and they want a fast, easy way to purchase and implement solutions. B W I<sup>®</sup>'s e-commerce website simplifies these decisions, making it an ideal channel for product sales."

Connecting serial based equipment to IP networks has several advantages to the end user, including increased speed, cost savings, remote access to critical data, convenience and flexibility. Precidia offers a full range of products that can connect via Ethernet, PPP or wireless PPP, providing more than 200 solutions, from pipeline sensors throughout a region, to electronic highway traffic signs.

### **About Bill West Incorporated (B W I<sup>®</sup>)**

Founded in 1985, B W I<sup>®</sup> is a supplier of industrial computer products, recommending and selling proven solutions to a variety of manufacturing contacts. B W I<sup>®</sup>'s long history as a VAR and Systems Integrator allows them to offer shoppers an extensive and unique range of products, all from one online source. In addition to product sales and recommendations, B W I<sup>®</sup> also stands behind its manufacturers with comprehensive technical support. To learn more about B W I<sup>®</sup>, visit them on the web at <http://www.bwi.com>.

### **About Precidia Technologies**

Precidia Technologies Inc. is a global leader in the design and manufacture of IP access devices for a wide range of industries, including retail payments and building automation. With customers

in over 60 countries, Precidia's unique product line of wired and wireless access devices as well as chip technology seamlessly migrates stand-alone serial equipment onto more sophisticated IP networks. For more information, visit Precidia on the Web at <http://www.precidia.com>

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