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**Precidia Earns Five-Star Rating from *VARBusiness* Magazine**

Leading IP technology provider given top marks for Partner Program

**Ottawa, Canada, March 15, 2004** – Precidia Technologies, a global leader in IP enabling products for a wide range of industries, was recognized today by *VARBusiness* magazine as one of North America's top information-technology (IT) vendors in terms of the breath and depth of channel partner program element offerings it provides to the value-added resellers (VARs) of its products. Precidia received a Five-Star Rating, reflecting the robustness of its channel partnering programs for IT solution providing firms, resellers and consultants.

Of the more than 280 vendor program entries reviewed in six categories, 87 individual companies received the coveted five-star rating in the magazine's tenth annual Partner Programs Guide survey. The Partner Program Guide appears in the March 15, 2004 issue of *VARBusiness*.

Robert C. DeMarzo, *VARBusiness* editorial director, notes that the solution providers through which Precidia channels its products are critical to providing the proper IT strategies and solutions to corporations and institutions. "Through their expertise, solution providers add value to Precidia's products, ensuring proper, cost-effective implementation of technologies needed to drive business forward," he adds.

Precidia VAR Broadview Networks provides connectivity and network support services to leading corporations. "Our customers have come to trust the products and services we supply them, and Precidia's IP connectivity products provide a key 'missing link' to many of the collaborative solutions we offer. We expect continued demand for Precidia's products, as users in a wide variety of market verticals strive to connect their legacy equipment to LANs, WANs or other IP-based networks", said David Reimer, Manager, Business Development for Broadview Networks.

"We are honoured to be recognized by such an authority in the reseller community", said Deepak Wanner, president of Precidia Technologies. "Developing and nurturing relationships with VARs and other partners is a key pillar of our corporate strategy. This recognition affirms Precidia's strategy and helps us to reach out to new VARs who are searching for a simple, cost effective IP migration strategy for their customer's serial equipment. By choosing Precidia, these VARs can feel confident that we offer best in class programs that support and nurture their success", said Mr. Wanner.

**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 70 countries, Precidia's unique product line of wired and wireless access devices seamlessly migrate stand-alone serial equipment onto more sophisticated IP networks. For more information, visit Precidia on the Web at <http://www.precidia.com>