

FOR IMMEDIATE RELEASE

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## **BLM TECHNOLOGIES AND OLIVETTI S.P.A. CONTINUE STRATEGIC U.S. PARTNERSHIP**

**PLYMOUTH, MN** – BLM Technologies and Olivetti, a leading international supplier of business solutions for the banking, retail and transportation industries, announced today they will continue their partnership that recognizes BLM Technologies as the principal Olivetti sales, marketing, repair and distribution partner in the United States.

The strategic alliance between these two companies was created in 2008 for the purpose of presenting Olivetti's business solutions to the banking and financial sectors in the United States. These solutions include passbook systems as well as industry-leading scanner and printer hardware that allow end users to minimize integration overhead and complement their software applications.

"We are pleased to continue this highly-valued partnership with Olivetti in this capacity," stated Kevin Flaherty, BLM President and CEO. "Olivetti has demonstrated over time their commitment to provide the best-in-class solutions to its customers. The opportunity to provide Olivetti products and software allows us to better serve our customers with solutions that enhance their business operations."

Commenting on the alliance, Olivetti Chief Operating Officer Fabrizio Grattarola said "We support a wide range of customers throughout the world. BLM Technologies has done a tremendous job of identifying a market niche and offering flexible solutions to the market. We see this partnership as an opportunity for both companies to better serve their respective clients with Olivetti's innovative solutions."

### **About Olivetti S.p.A.**

Olivetti, a 100%-owned subsidiary of Telecom Italia S.p.A., operates within the market as a genuine solutions provider, enriching its position with advanced customer services, acting as a partner and not a mere provider of IT products. Olivetti delivers turnkey solutions capable of automating key company processes and activities — such as management of the entire life cycle of the documents and cutting-edge products.

Olivetti's latest generation of products are integrated with innovative services and vertical applications for business. One example is their product family of signature pads which allows you to write with a special pen and obtain a biometric handwritten signature with full legal validity. Moreover, for businesses both public and private, Olivetti recommends solutions such as Managed Print Services (MPS), a complete platform for monitoring and optimizing document printing and management processes; as well as, innovative modular solutions for Asset Management based on the use of advanced NFC or RFID technologies. For schools, Olivetti offers products such as Oliboard, a multimedia interactive whiteboard; and Cloud platforms for digital educational environments. Additionally, Olivetti has a strong suite of products and services including cash registers, POS and software for the retail sector.

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Olivetti's business solutions for the banking and financial sectors include: the MB2-ADF, a specialized printer equipped with an automatic document feeder that enables the swift insertion of multiple documents and check processing; the Oliscan A600, a color duplex scanner for bank tellers; a single device for scanning checks and A4 documents; and a digital signage solution featuring monitors, players and a Linux based content management software with queuing capabilities. This Digital Media software supports still images, full HD video, flash animation, sound, web-pages, weather, currency exchange, RSS feeds, streaming video and more.

For more information, visit [www.olivetti.com](http://www.olivetti.com).

### **About BLM Technologies**

As a market leader for 30+ years, BLM Technologies is a proven single-source provider of information technology products and services to the financial, retail and government industries. Partnering with the top manufacturers in the technology industry, BLM Technologies has become a recognized expert in sourcing equipment and providing cost-effective services and communication solutions that both lowers its customer's total cost of ownership and increases uptime.

Headquartered in Plymouth, MN, BLM Technologies has three additional facilities strategically placed within the U.S. to better serve its customers. BLM Technologies delivers end-to-end technology solutions including a complete digital media solution, hardware sales, equipment installation, customized maintenance services for on-site and depot repair, fulfillment services, project management and IT staffing. BLM Technologies is also recognized as one of the largest third-party depot repair organizations in the United States. BLM's customers rely on them to provide the comprehensive solutions required to make informed decisions about technology investments.

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