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NEWS for Immediate Release

Visioneer Vice President Bill Kouzi Recognized as a Leading Channel Chief by Everything Channel's CRN

Award marks second year in-a-row for Visioneer sales team to be acknowledged for their record of business innovation and dedication to the partner community

Pleasanton, CALIFORNIA – March 3, 2009 – Visioneer®, Inc., a leader in intelligent imaging solutions, is proud to announce that Bill Kouzi, senior vice president of sales for the Americas, has been named a 2009 Channel Chief by *CRN*. *CRN* Channel Chiefs are recognized as influential executives who consistently defend, promote and execute effective channel partner programs and strategies.

“We have been very successful in our development of the Xerox DocuMate line of scanners and that has enabled Xerox resellers and Global Imaging Systems companies to offer a complete Xerox-branded product line for all their customers’ document needs,” said Bill Kouzi, senior vice president of sales for the Americas at Visioneer. “Additionally, we have engaged Synnex in the US and Canada to support our Xerox strategy and to attract a new breed of channel partners and resellers. Lastly, we have experienced tremendous growth in Latin America by focusing on the Xerox distributor and channel partners in Mexico, Colombia, Brazil, Peru, Argentina, Ecuador, etc. Last year was a banner year for us in that part of the world.”

As senior vice president of sales for the Americas, Kouzi oversees Visioneer's channel sales and customer service organizations for North America and Latin America. An industry veteran, Kouzi has over 20 years of sales experience and provides valuable leadership and management to the Visioneer sales team, while he continues to focus on expanding vertical market solutions for the VAR channel.

This is the seventh consecutive year that *CRN* has developed the Channel Chief list. Top Channel Chiefs were chosen based on criteria including policy and program innovations made during the past year, the amount of revenue their company generates through partners, their willingness to speak out publicly on behalf of the channel, and the number of years they have dedicated to channel activities.

Everything Channel (www.everythingchannel.com, www.channelweb.com) is the one-stop shop for accessing, enabling, managing and accelerating technology sales channels.

About Visioneer

Visioneer provides a broad range of scanning solutions for the desktop, distributed and departmental document imaging markets as well as the mobile and remote business scanning segments. In 2003, Visioneer combined its leading scanner technology with the Xerox brand recognition to develop the Xerox DocuMate product line. Visioneer and Xerox DocuMate high-performance business scanners and imaging software solutions offer users speed, image quality, advanced paper

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handling and ease-of-use with exclusive Visioneer OneTouch® technology. For additional information on Visioneer and Xerox scanning solutions, visit www.visioneer.com or www.xeroxscanners.com.

Visioneer offers both product lines under a single reseller partners program. The 20/20 Perfect Vision program optimizes VAR margins and sales opportunities through volume incentive rebates, sales support and marketing tools. Additional information can be found at www.visioneer.com/2020.

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