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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 third 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 – February 23, 2010 – 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 2010 Channel Chief by the Everything Channel's CRN. Channel Chiefs are leaders in creating effective channel programs for solution providers. They consistently defend, promote and execute effective channel partner programs and strategies. According to *CRN*, "If you're looking to expand your offerings, these are the people, the products and the programs you need to know."

"Despite unprecedented economic challenges, 2009 ushered in a new breed of channel partners who were equipped with fresh ideas on how to acquire market share," said Bill Kouzi, senior vice president of sales for the Americas at Visioneer. "We greeted them equipped with expanded Xerox and Visioneer product lines and through a focused channel partnerships program, our sales team secured new accounts in health care, government, financial and transportation markets. Through dedicated integration with our partners, we were able to develop unique offerings and delivered customized solutions that led to joint success."

"Being named a Channel Chief is one of the most prestigious honors in the IT industry. This year's Channel Chiefs offers tremendous insight into the who's who of the Channel," said Kelley Damore, VP, Editorial Director, Everything Channel. "Top channel executives consistently ensure that the Channel's voice is heard when strategic decisions are being made and continually nurture mutually profitable relationships. We applaud the 2010 Channel Chiefs for their successful partner programs and strategies."

As senior vice president of sales for the Americas, Kouzi oversees Visioneer's channel sales organization for North America and Latin America. Major channel accomplishments over the last year include establishing a new product category never before explored, which yielded new revenue and penetration into new vertical markets, helping our DMR channel partners to expand their revenues and extend new programs to our e-tail channel partners.

This is the eighth consecutive year the Channel Chiefs were chosen based by Everything Channel editorial 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.

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For additional information on the CRN Channel Chief list, visit www.channelweb.com. The Channel Chief list was published in the February 22, 2010 issue.

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 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.

About Everything Channel (www.everythingchannel.com, www.channelweb.com)

Everything Channel, headquartered in Framingham, MA, is a technology marketing and sales solutions company. Through its "Complete Technology Channel Solution," Everything Channel offers the right business tools to accelerate technology sales. From branding and recruiting to marketing and sales, Everything Channel offers technology marketers the unmatched breadth and depth of global brands and market intelligence combined with unparalleled audience loyalty and credibility serving all technology sales channels through an extensive database. Everything Channel provides innovative field sales and marketing solutions to the sellers of technology to achieve measurable and significant results.

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