

Hitachi and Imaging 411 Introduce Innovative VAR Program For Scanner Resellers

SYOSSET, N.Y., May 25—Imaging 411, the U.S. distributor for the Americas for the new Hitachi HT 4139 production scanner, announced an innovative new VAR program called the Inspired VAR Program (IVP).

According to industry channel veteran, Don McMahan, “The new program differs from most channel programs in that all deals are registered and offer the VARs noticeably higher margin potential both for the scanner as well as the maintenance contracts. The number of VARs eligible for the program is also a benefit, with strict limitations on how many VARs will be in the program. We want everyone making money on this great product”. The Inspired VAR Program also offers generous backend rebates, MDF funds, and an exceptional demo unit plan. Special programs for service bureaus are available as well.

The new HT 4139 scanner from Hitachi is a 150 ppm production scanner with a feature unique for products in this price range, a second output tray that allows outsourcing of patch code sheets, separation sheets or exception documents based on size (such as checks). It is also the first scanner in the market with tri-stream output, made possible by the USB 3.0 higher speed of 5Gbit/sec, allowing simultaneous output of three different data streams such as 24 bit color, 8 bit grayscale, and bi-tonal images. The HT4139 has been available in Japan for the past two years but is just now being introduced to the U.S. market. It has an MSRP of \$34,995.

About Imaging 411

Imaging 411 is the exclusive national distributor and service provider for the Hitachi scanners and also provides national onsite service for many popular document scanners including Fujitsu, Kodak, and Bell & Howell. Check the website for information about service programs as well as the Hitachi scanner. www.Imaging411.com or www.hitachiscanners.com

About Hitachi, Ltd.

Hitachi, Ltd., (NYSE: [HIT](http://www.hitachi.com)/TSE: 6501), headquartered in Tokyo, Japan, is a leading global electronics company with approximately 400,000 employees worldwide. Fiscal 2008 (ended March 31, 2009) consolidated revenues totaled 10,000 billion yen (US\$102.0 billion). The company offers a wide range of systems, products and services in market sectors including information systems, electronic devices, power and industrial systems, consumer products, materials, logistics and financial services. For more information on Hitachi, please visit the company's website at <http://www.hitachi.com>.

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