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## Kiala Selects Janam XP Series

Janam's Palm-based rugged mobile computer deployed by  
Europe's leading provider of postal delivery points

WOODBURY, New York – January 24, 2008 – Janam Technologies LLC, a provider of rugged mobile computers that scan barcodes, today announced that its Palm OS®-based XP20 handheld device was selected for deployment by Kiala, the leading provider of collection points for parcel deliveries in Europe.

Kiala's network of 4,700 Collection Points (also known as Kiala Points) throughout Europe enables customers to pick up, pay for and return parcels where and when it suits them best. Kiala's network is supported by a unique technology platform that utilizes state-of-the-art communication and automation technology to track package flow, inform customers, reduce errors and lower costs. Janam's XP20 mobile computer will be a key component of this sophisticated track and trace system.

"Kiala is highly regarded for their innovative use of technology to provide top-level service," said Harry B. Lerner, Co-CEO of Janam. "We are extremely pleased that Janam's XP Series passed Kiala's high standards of quality, cost and performance. It is especially gratifying to see that Kiala doesn't have to toss out their sizeable investment in hardware and software, but can instead continue to operate their existing Palm-based software and serial cradle-to-modem solution without a hitch."

"We were very impressed with Janam's XP20 Series mobile computers," said Daniel Lievens, Kiala's VP of IT and Organization. "Kiala is a company that relies on collecting accurate information at the point of activity in multiple store formats across multiple countries. Capturing and utilizing that information real-time is what differentiates us from our competitors, and we are extremely pleased that Janam's product line enables us to stay ahead of our competitors."

Janam's XP Series was designed explicitly for easy adoption by existing users of Palm OS® applications. For example, the XP20 Series' custom, "bright-white", monochrome display was selected because it offers the same 160x160 screen resolution as legacy Palm OS mobile computing products, thereby facilitating application migration across hardware platforms. At the same time, the XP20 Series handheld computer also delivers significant improvements over legacy Palm OS products, each one aimed at extending the product's reach into the enterprise. Enterprise customers no longer need to compromise on features like numeric keypad, 2D barcode scanning, permanent memory backup of applications and data, keypad backlighting, user-accessible mini-SD slot, latest WLAN security, extra capacity battery, and many more.

Janam's XP Series also meets the EU's Reduction of Hazardous Substances (RoHS) directives which triggered premature end-of-life for many industrial mobile computers in July 2006.

"We consider Europe, Middle East and Africa extremely strategic areas of growth for Janam," said Dwight Ogletree, Janam's VP of Sales. "The win at Kiala not only represents our compelling value proposition for enterprise users of mission-critical data applications, it demonstrates that this value proposition has no territorial boundaries. In fact, for every customer inquiry Janam receives from North America, we receive two or three from other parts of the world."

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### **About Janam**

Janam Technologies LLC is a provider of rugged, handheld computing devices for mobile workers. Janam combines deep industry knowledge with advanced technologies to deliver products and accessories that increase productivity, reduce costs and improve customer satisfaction. Specializing in purpose-built mobile computers that scan barcodes and communicate wirelessly, Janam offers products that are designed to run mission-critical applications in retail, healthcare, hospitality, manufacturing and logistics.

### **About Kiala**

Kiala is Europe's leading service provider of delivery points networks. Such networks enable active consumers to avoid the inconvenience from missed parcel deliveries at home. Kiala allows consumers buying from a distance through catalogues, the Internet or teleshopping, as well as mobile professionals (sales representatives, technicians, promotion officers, self-employed, etc.) to collect, pay for and return their parcels quickly, where and when it suits them best. The network of Kiala Points consists of local shops (grocery stores, dry cleaners', newsagents, petrol stations, florists, etc.) offering easy access, extensive opening hours even at weekends, a quality service, no queuing and a sufficiently large and secure storage area. As a result, the customer enjoys a quick delivery, within a guaranteed timeframe, and optimizes his/her time by collecting his/her parcels from the location of his/her choice.

Kiala was founded in Brussels in 2000. After launching its service in Belgium and Luxembourg in July 2001, Kiala extended its network to include France and the Netherlands in October 2002, and Austria in June 2007. Since August 2006, Kiala is also present in the UK through a pilot area in the Northwest region. At present, the Kiala network consists of 4,700 Kiala Points and handles up to 78,000 parcels each day. The Kiala service is available from over 150 companies, including the main mail order companies such as Bertelsmann (ECI, Home Shopping Service), Karstad Quelle Neckermann (Quelle, Neckermann, Peter Hahn), Klingel, Pinault Printemps Redoute (Le Redoute, Daxon, Edmée, Eveil & Jeux), Yves Rocher and so on. Next to these traditional Home Shopping companies, Kiala could also attract multi channel retailers such as Esprit or H&M and internet pure players like cdiscount or alapage. Kiala is also extending to new segments like the reverse logistic of defective electronic products or the replenishment of spare-parts to field engineers for their repair of the day. In these segments, Kiala is working with leading companies like Free, HP, Nokia, IBM, Unisys, etc.

In 2006, Kiala increased its revenue by 21%, achieving an annual turnover of €25 million (2003: 6 million; 2004: 16.3 million; 2005: 20.6 million). Kiala's shareholders include key institutional investors such as funds related to La Poste and TPG (TNT Post Group).