

# ScanSource<sup>®</sup> INC.

## SCANSOURCE, INC. — SPECIALTY DISTRIBUTION AT ITS BEST

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ScanSource, Inc. (NASDAQ: **SCSC**) is the world's largest specialty technology distributor of point-of-sale (POS), automatic identification and data capture (AIDC), electronic security and communications products for the reseller community. Founded in 1992, ScanSource, Inc. was established on the premise of delivering specialized technologies and first-rate logistics, wrapped with the value-added services resellers need to strengthen and grow their end-user relationships. As a Fortune 1000 company, ScanSource, Inc. is committed to providing its more than 20,000 reseller customers with leading-edge technologies from its industry-leading vendor partners.

ScanSource, Inc. consists of seven sales units in North America, Latin America and Europe: ScanSource POS and Barcoding in North America, Latin America and Europe, which delivers AIDC and POS solutions; Catalyst Telecom in the US, and ScanSource Communications in North America and Europe, providers of voice, video and converged communications equipment; and ScanSource Security in North America, offering electronic security solutions.

ScanSource, Inc. is headquartered in Greenville, SC with 20 offices in North America, Latin America and Europe and distribution centers in Southaven, Mississippi; Liege, Belgium; Miami, Florida; and Mexico City, Mexico.

## WHY IS SCANSOURCE DIFFERENT?

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Each ScanSource, Inc. sales unit is led by its own president, product management, sales and technical support teams, ensuring a deep knowledge base and a dedicated focus. What's more, ScanSource is committed to protecting and growing the channel and only sells to resellers – never end users. ScanSource also has a unique centralized distribution model, where all product is housed in one Distribution Center in each geographic location. This approach allows for improved efficiency and cost-effectiveness, while also ensuring products are in stock and ready to ship on the same day.

## VALUE-ADDED SERVICES MAKE A DIFFERENCE

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In addition to its industry-leading product selection, ScanSource is committed to providing the services and support resellers need. By delivering these services, resellers can focus on sales and customer service, while ScanSource does the rest. Services include:

- State-of-the-Art Logistics
- Highly Trained Sales and Technical Support Reps
- Reseller Financial Services
- Customer Service
- Professional Services, System Integration
- E-commerce Solutions
- Online Ordering, Product Information Databases
- Technical Knowledge Portal
- Education and Training
- Marketing Support

## RECENT EVENTS

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### ScanSource, Inc. Moved Up 2009 Fortune 1000 List

ScanSource, Inc. moved up to number 854 on the prestigious Fortune 1000, Fortune Magazine's annual list of America's largest corporations, for 2009.

### ScanSource Named to Fortune Magazine's World's Most Admired Companies List

ScanSource, Inc. was named one of Fortune Magazine's World's Most Admired Companies. According to Fortune Magazine, the new Most Admired list is "the definitive report card on corporate reputations."

### ScanSource, Inc. Named New Board Member

ScanSource appointed Charles R. Whitchurch to its Board of Directors. Mr. Whitchurch served as Chief Financial Officer of Zebra Technologies Corporation from September 1991 to June 2008, where he managed the company's financial and accounting functions.

### ScanSource Made Forbes' "Best Big Companies" List

Forbes Magazine named ScanSource to its annual Platinum 400 - Best Big Companies list for the fourth time. ScanSource is included in the Technology Hardware and Equipment industry, one of 26 industries highlighted.

### ScanSource Joined GTDC

The Global Technology Distribution Council (GTDC) announced the addition of ScanSource, Inc. as a member. The GTDC is a worldwide association dedicated to the IT distribution industry, its growing value and continually evolving success in meeting the needs of today's technology resellers, solution providers and retailers across the globe.

### ScanSource Enhanced Integration and Configuration Capabilities

ScanSource expanded its configuration capabilities by nearly doubling its production area and configuration space in response to significant increase in customer demand for the configuration of a larger number of solutions with increasing complexity, in addition to the need for enhanced throughput capability.

## SCANSOURCE, INC. ANALYSTS

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Robert W. Baird & Co. - Reik Read

William Blair & Company - Brian Drab

Raymond James & Associates, Inc. - Chris Quilty

KeyBanc Capital Markets, Inc. - Tony Kure

Thomas Weisel Partners - Ajit Pai

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