



## News Release

For Immediate Release

### BarCode ID Systems Secures First Sale of Motorola's "TEAM" VoWLAN Solution

*Atlanta-based BarCode ID Systems, a Motorola Business Partner, secures its first sale of Motorola's TEAM (Total Enterprise Access and Mobility) Voice over Wireless LAN (VoWLAN) solution to Birmingham, Ala.-based automotive supplier Kamtek, Inc. The TEAM Solution sale is one of the first to be sold through the Enterprise Mobility Business (EmB) unit of Motorola.*

**Atlanta, GA (PRWEB)** May 1, 2009 -- BarCode ID Systems, <http://www.barcodeid.com>, an enterprise mobility and data automation solutions provider, has secured its first sale of the Motorola "TEAM" (Total Enterprise Access and Mobility) Voice over Wireless LAN (VoWLAN) solution. BarCode ID Systems is one of the first Motorola Business Partners in the Enterprise Mobility Business (EmB) unit to secure a TEAM VoWLAN sale. <http://www.barcodeid.com/TEAM-VoWLAN.htm>.

The account win is with Kamtek Inc., a Birmingham, Ala. Mercedes-Benz supplier and division of Cosma International, a global player in the auto supplier industry. Kamtek will continue stamping parts for the Mercedes-Benz plant in Vance, Ala., as well as pursue new work with other automakers.

Kamtek chose BarCode ID Systems to provide its WLAN infrastructure and VoWLAN solution for its 460,000 square-foot warehouse, which includes a refresh of legacy Cisco WLAN infrastructure. BarCode ID Systems was awarded the contract based largely on its "under one roof," integrated solution with the Motorola TEAM VoWLAN phones and the RFS6000 WLAN infrastructure, also by Motorola. The Motorola TEAM solution will deliver comprehensive mobile access over the WLAN and will integrate easily with Kamtek's existing Avaya PBX phone system.

The solution will provide a true mobile office to Kamtek's enterprise workers, without the additional costs of cellular service contracts. Complete voice and data services will connect warehouse and plant workers instantly and seamlessly, all through a single device. Mobile workers will be able to use all common desk phone features and other corporate Personal Information Management (PIM) tools (email, calendar, text messaging) while away from the desk. As a "pocketable" virtual office running Windows Mobile 6.1, the TEAM solution will provide mobile workers inside Kamtek's four walls with the tools needed to increase productivity and service levels.

Kamtek IT Manager David Breeding commented, "Kamtek had been looking for an overall communications solution for our in-house workers for some time. The dual functionality of the Motorola phone/mobile computer brings cell phone functionality to our inside workforce without cellular contracts, plus gives us the freedom of Push-To-Talk and all the computing aspects that Windows Mobile 6.1 can offer. The solution will increase and improve our communication with key staff members, as well as provide growth capabilities down the line that standard phones can't give. The Motorola/BarCode ID Systems partnership made it an easy choice for us."

According to BarCode ID Systems' Vice President of Operations, Steve George, "We are pleased to be awarded this contract by Kamtek, which provides an end-to-end mobility solution. Working in very close partnership with Motorola, we have designed a cost-effective system for Kamtek that brings true mobility to their warehouse workforce and maximizes their return on investment. By combining BarCode ID Systems' Professional Services with Motorola's Enterprise WLAN infrastructure and the TEAM VoWLAN system, we are providing a comprehensive, unified solution for our client."

The TEAM solution consists of compact, easy-to-carry business Smartphones, access ports and two key servers: the Wireless Services Manager (WSM), which provides complete control over all voice features, and the Network Services Manager (NSM), which provides centralized management, monitoring and provisioning. Both servers integrate as a non-intrusive overlay into existing IT infrastructure, and easily expand as additional devices and call capacity are needed—up to 4,500 users per WSM server.

With the TEAM solution in place, Kamtek's inside employees will have the tools they need, at their fingertips, to increase availability, shorten response times and improve productivity. Comprehensive communication services will keep on-the-move employees connected to colleagues, customers, prospects and vendors. Workers will be available and instantly ready to respond to urgent requests—whether they are at their desks or inspecting the manufacturing floor. Customer satisfaction will be improved, client relationships will be strengthened and costly delays that could impact productivity will be eliminated. For more information, visit <http://www.barcodeid.com/TEAM-VoWLAN.htm>

**About BarCode ID Systems:**

BarCode ID Systems is a leading solutions provider of Auto ID technologies, specializing in mobile computing and printing, bar coding, RFID and field mobility systems. Privately owned and headquartered in Atlanta, Georgia, BarCode ID Systems specializes in data automation and mobility solutions for manufacturing, distribution, healthcare and retail environments. BarCode ID Systems is a value-added Business Partner with leading hardware and software manufacturers in the industry, including Motorola and Zebra Technologies.

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