

PC-POS ANNOUNCES PURCHASE OF NSB HARDWARE SERVICES ORGANISATION

PC-PoS Group, the global retail solutions company, today announced that it is planning further significant expansion with the acquisition of the hardware services and hardware support activities of NSB plc. This key step adds further to the very considerable scope and momentum of the PC-PoS business and strengthens the position of PC-PoS in its worldwide delivery of the renowned Digi-Pos hardware solutions - backed up by world class support services.

As part of a broader international partnership with NSB plc, a publicly quoted UK software company - the European subsidiary of the PC-PoS group, will be developing and investing in the new services business. This will eventually be amalgamated into the existing PC-PoS Europe service operation. Total continuity of service for existing NSB clients will be ensured through a phased transition, and the business will trade under the previously well-known and respected name of RTC International.

Recognising the significant benefits of the new agreement, NSB's Chief Executive Nikki Beckett said:

"We are very keen to ensure our customers continue to receive the high level of personal service NSB has always delivered. Before making a decision, we fully reviewed the market to find the right partner to take responsibility for the operation – a partner with the right focus and the ability to invest. I am delighted that we have been able to so quickly identify PC-Pos as the optimal hardware services and support organisation for the future. We are handing over our hardware business with confidence to a company that we consider to be one of the most successful hardware services providers in our market".

Looking to the future, Graham Worsfold, Chief Executive of the PC-PoS Group, also praised the record of the NSB hardware services business stating that:

"The NSB services model has always been viewed as the best in the business, because Nikki and her team have consistently delivered the type of rapid response expertise that modern retailers demand. I am proud that PC-PoS now has the opportunity to build on this success and add to the reputation established under both the RTC and NSB names.

This move will further enhance our solid reputation as the business that truly serves retailers, thanks to our unique understanding of their particular requirements. Our staff will continue to deliver the highest service levels to customers across all operational areas, from hardware solutions to field support. As we go forward, I know that these standards will be further implemented by the new RTC team."

Background

Established in the UK in 1994 the PC-PoS Group has delivered its specifically "Designed for Retail" Digi-PoS hardware brand right across the retail sector. Now operating in over 16 countries throughout Europe, Africa, Asia and North America, the company continues to enhance its reputation as the specialist retail solutions provider. The group has received considerable recognition for providing cost-effective, high performance hardware and services combinations, whilst building a reputation for innovation and value. The group now employs over 250 people and maintains an impressive profitable trading record. This has been achieved through aggressive organic growth, driven by retailer product/service demand, combined with carefully selected acquisitions.