



Posiflex's KS-6215 Scores Best Channel Product of Business Solutions Magazine for the Third Time

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Dear Partners,

Posiflex is pleased to announce that for the third time running, the KS-6215 wins the Best Channel Product in an industry leading publication of business solutions. KS-6215 entrenches itself as the entry level model of the KS Fan-free family, which is adaptable to most industries and applications. Like all Posiflex products, the KS-6215 has been engineered with the most stringent tolerances, to ensure it operates optimally in challenging environmental conditions.

In a survey of nearly 1500 resellers, the KS-6215 was deemed an industry favorite with top ratings in:

- Richness of Features
- Functionality Product Reliability
- Durability Ease of Integration

Please refer

to <http://www.bsminfo.com/article.mvc/Point-Of-Sale-2011-Best-Channel-Products-0001?user=2549289&source=nl%3A31674>

Winning for three consecutive years validates that the value-based KS-6215 has withstood the test of time with its aesthetic appeal and functionality. The KS-6215 series with its patented die-cast aluminum alloy housing diffuses heat efficiently to ensure maximum uptime. By being fan-free, it eliminates a potential point of mechanical failure and reduces energy consumption, which in turn reduces total cost of ownership.

Ron Chan, Director of Marketing adds "We understand our VARs' business and we try to stretch their value and profit margins. KS-6215 answers that call as it is affordable, but does not compromise providing our partners value through features and functionality."

In a field of twelve vendors, Posiflex scored top marks from the channel community collectively, with two partners readily approving this win.

Toby Capece, President of Computer Applied Products, says "We love Posiflex products. Compared to all terminals over the last 30 years in the POS business I strongly believe we have less problems with Posiflex than anything I've installed."

Dave Kutil, President of Cypress Solutions, says "We've had tremendous success with the KS-6215 terminals. They are reliable with low failure rates; we have installed over 300 terminals in the last two years and have enjoyed a near 100% uptime."

Doyle Ledford, Vice President of Sales at Posiflex adds "The market has validated KS-6215 for its rich feature set with solid reliability. But most importantly, it is the VAR community's vote of confidence in KS-6215's easy integration that makes this truly a partner friendly product. We thank you for your support and we'll continue to innovate products which help drive your business."

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