

PRESS RELEASE

Zeutschel at the CeBIT 2017 – Hall 3 / F17

Zeutschel and Crowley strengthen their successful partnership

Tübingen, March 2017 – Zeutschel and The Crowley Company – a global supplier of analog and digital imaging solutions with headquarters in the US – announce they are stepping up their long-term cooperation. The Tübingen-based company receives exclusive channel management rights in Germany, Austria and Switzerland (DACH region) for Crowley microfilm and overhead scanners from the entry-level segment.

“Sustainable, fair and successful: This characterizes the more than 25-year partnership between Zeutschel and Crowley. The two companies currently operate as mutually beneficial partners – both as manufacturers and distribution partners – with very positive results. The new exclusive agreement strengthens this,” says Jörg Vogler, Managing Director of Zeutschel.

And Chris Crowley, President and CEO of The Crowley Company adds: “Zeutschel has long been a close and valued partner in the marketing of solutions for digitization of cultural assets and preservation. Zeutschel has the strongest distribution network in the European microfilm market, and is the clear number one in terms of selling. We are all the more pleased that we have been able to further expand our sales cooperation.”

The Crowley Company exclusively distributes the Zeutschel range of large format book scanners in the US. In addition, Crowley is also the manufacturer of premier digital and analog microform scanners, duplicators and processors including the U.S. brands Mekel Technology, HF Processors and Extek Microsystems and the British brand Wicks & Wilson.

Zeutschel already has exclusivity on European-wide sales of Mekel high-performance microfilm scanners, which are marketed under the model names of OM 1500, OM 1600, OM 1700 and OM 1800.

In addition, Zeutschel now has exclusive channel management rights in Germany, Austria and Switzerland for the entry-level products, including the delta microfilm scanner, the OM7380 automatic film scanner and the

new ODS overhead scanner, which will soon be launched as the Zeutschel neo.

About Zeutschel:

With its scanning and microfilm systems, Zeutschel GmbH has played a key role for more than 55 years in the digitization and digital preservation of valuable documents, both in librarianship and archive management as well as in industrial companies and public administration. The company is the global market leader in book scanners. Now, zeta, Zeutschel's multiple award-winning overhead scanner, brings all the advantages of "scanning from above" into the modern office. It has never been so easy, efficient and eco-friendly to digitize pages from contracts, files or balance sheets. The range of software products and accompanying services under the "OSCAR" umbrella brand is extensive and supports libraries and archives in building up digital collections in the Internet and in the realization of digital services. The company founded in 1961, employs 65 members of staff and its products and services are represented in more than 100 countries. All Zeutschel products are "Made in Germany": The complete manufacture and entire research and development activities take place at the company's headquarters in Tübingen-Hirschau.

About Crowley

Headquartered in Frederick, Maryland in the United States, Crowley is a world leader in digital and analog imaging solutions. This not only includes innovative products and a high-quality technical service, but also services for the digitization of paper and micro-film as well as for microfilming. Target groups are libraries and archives, public authorities, commercial enterprises and the publishing sector. The company produces and distributes high-speed microfilm, microfiche, book and document scanners as well as a wide range of micrographic solutions. Crowley makes products under the brand names 'Mekel Technology', 'Wicks and Wilson', 'HF Processors' and 'Extek Microsystems'.

Corporate Contact

Zeutschel GmbH, Heerweg 2, 72070 Tübingen, Germany, e-mail: info@zeutschel.de;
Internet: www.zeutschel.de

Press contact:

Zeutschel GmbH, Margot Rauscher, Tel.: +49 (0) 7071 / 9706-11,
Fax: +49 (0) 7071 / 9706-44, e-mail: margot.rauscher@zeutschel.de
PR agency: neitzel communications, Jürgen Neitzel, Löwenstr. 46a, 70597 Stuttgart, Germany, Telephone: +49 (0) 711/ 440 800-63, Fax: +49 (0) 711 / 440 800-70, e-mail: jneitzel@neitzel-services.de