

December 17, 2001

Axis and Minolta strengthen partnership

Axis Communications and Minolta today announced that Axis' print servers 5470e and 670e will be a part of Minolta's new print solutions for IBM mainframe and mixed network environments. This is yet another example of how Axis continues to develop its partnerships with leading international providers of print solutions. Axis already delivers network processors for laser printers to Minolta-QMS

Axis and Minolta launch print solutions that offer new possibilities to companies with mixed network environments, such as Windows/Unix and IBM's AS/400 and mainframe environments. Many companies with complex IT infrastructure and high security demands, e.g. banking, finance, insurance and transport companies have been forced to keep costly parallel print systems. With Axis' print servers AXIS 5470e and 670e these companies can have a uniform printing environment since the solution makes the output devices accessible from PC and Unix clients as well as from IBM mainframes. By implementing this solution, users immediately benefit from a significantly lower total cost of ownership and easier administration of the output management.

"The solutions from Axis give Minolta an additional advantage in that we can provide our customers with a cost-effective, high-speed and sophisticated print solution for mixed network environments", said Anja Schappert, Product Manager, Minolta Europe. "And then users can enjoy the full functionality of our digital copier-printers."

The new solutions from Axis and Minolta are in line with the companies' strive towards lower costs of IT management without sacrificing user friendliness and performance. When the need for administration is reduced, the price per copy gets lower through the use of Minolta's copier-printers. A growing part of Axis' revenues comes from print servers and solutions for network connectivity of printers and digital copiers. The trend in this area is that more and more types of devices are connected to networks.

About Axis

Axis develops solutions for user-friendly and secure communication over wired and wireless networks. The company is a worldwide market leader in network connectivity, with products for the office, facility and industrial environments.

Axis was founded in 1984 and is listed on the Stockholm Exchange O-list (XSSE:AXIS). With more than 300 employees, and offices in 15 countries, Axis operates globally in cooperation with distributors and OEM partners in 70 countries. Approximately 95 percent of production is exported out of Sweden. Information about Axis can be found at www.axis.com

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