



10 May 2010

JLT Mobile Computers Launches New Partner Programme for Rugged Computer Specialists

JLT Mobile Computers AB, a leading manufacturer and developer of rugged computer solutions for the toughest environments, officially launches its new JLT Partner Programme today. The programme is part of JLT's expansion plan for the European market. It will provide partners with technical expertise and support so that they may offer world-class computer solutions to end-user customers in the warehouse / logistics, forestry, mining, automation, military and rescue vehicles markets.

“The JLT Partner Programme includes specialists who offer the end user a complete solution based on our PCs. The programme brings together our sales partners such as distributors, retailers, software providers, system integrators and consultants and gives them access to JLT's expertise in rugged PCs. We are investing in tools, technical support, financial incentives and marketing to give our partners a competitive advantage and improve support to their end-user customers,” says Per Holmberg, CEO of JLT Mobile Computers.

JLT's partners will be able to access the latest information, data sheets, device drivers, marketing information via a dedicated web portal. This also incorporates a new business-to-business tool to make it easy for partners to order, check the prices of products, manage service issues, and get technical support.

“The goal is to create a win-win-win situation for our partners and end-users, and ourselves. End-users will get a leading solutions based on our PCs, partners will get support from JLT and the programme will help JLT to better understand our customers and partners so that we can produce better products to meet their needs,” says Per Holmberg.

The programme covers a wide range of market sectors and includes partners engaged in warehouse / logistics, ports, transport, security and field service applications.

“The launch of this programme is an important step in our long term strategy to build a strong network of partners with complementary expertise who work together to drive the market and solve customer problems,” concludes Per Holmberg.



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About JLT Mobile Computers

JLT Mobile Computers is a leading developer of rugged computer solutions for the toughest environments. The computers of PC type is developed and manufactured in Sweden for professional users and is characterized by very high reliability in spite of moisture, dust, vibration, electromagnetic fields or temperature extremes - functions required for use in segments such as transport, warehousing, logistics, forestry, mining, automation, military and rescue vehicles. JLT operating worldwide with sales partners, mainly in Europe and the USA, and has delivered over 60 000 computers. JLT sales of approximately SEK 80 million and has more than 20 employees in Sweden and three employees at the affiliated company in England. The headquarter is situated in Växjö, Sweden. The company was founded in 1994 and is listed on the NASDAQ OMX First North, under the symbol JLT with E. Öhman J:or Fondkommission as certified advisor, since 2002. For more information, please visit www.jltmobile.com