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**GETAC REAFFIRMS COMMITMENT TO CHANNEL,
HIRES INDUSTRY EXPERT SCOTT SHAINMAN**

*Fourteen-Year Industry Veteran to Provide Ongoing
Support for Getac's Growing North American Reseller Channel*

IRVINE, Calif. — January 6, 2012 — Getac Inc., a leading innovator and manufacturer of rugged computers that meet the demands of field-based applications, is announcing the addition of Scott Shainman as the Director of Channels for North America as the company further expands its national reseller channel.

Mr. Shainman brings to [Getac](#) a wealth of national and international experience in channel management. He comes to Getac from General Dynamics Itronix, where he served as the Director of Worldwide Channels and Strategic Alliances and he was named a 2011 Channel Chief by CRN magazine. During his time at General Dynamics Itronix, Shainman developed and managed the company's channel and alliances and aided the company in developing a global, two-tiered, distributed reseller partner program for North America, Latin America, Europe, and the UK. He has held management positions in the industry, including Regional Channel Manager at Avnet and Channel Business Manager at Intermec. His early career included progressive management roles at AIS and Pitney Bowes.

Since 2009, when Getac launched the Getac Direct Access Partner Program, the company has seen tremendous growth in rugged computing sales through its channel partners. With the addition of Mr. Shainman, Getac takes another step toward its commitment to growing the reseller channel. Mr. Shainman will lead the ongoing development and introduce enhancements to the program to reinforce Getac's position as a premier, top-tier, rugged, mobile-solution provider.

"The key to a healthy channel is a well rounded mix of partners in a secure channel that reduces conflict, increases co-marketing activities and focuses on manufacturer-based lead generation," said Mr. Shainman. "Success requires a thorough understanding of the channel's needs, which means having a program that addresses the requirements of a small state, local reseller as well as that of a global systems integrator."

"The end goal is to have a channel where partners can drive revenue, increase profit margins, and offer value-added services in untapped markets; all of which is centered around Getac's world class computing devices," Shainman added.

Commenting on Getac's new hire, Director of Marketing John Lamb stated, "We are thrilled to have Scott Shainman join our management team. The expansion of our channel partners is an important component of our overall growth strategy and Scott's extensive experience in channel development and management will help Getac continue to build our momentum."

"It is the ability to manufacturer extraordinary products, service the customer and develop programs that not only put margin back into the hands of the partners but can do so in a seamless and efficient manner that will reinforce Getac's position as a go-to, top-tier, rugged, mobile-solution provider," explains Jim Rima, president of Getac. "Scott has the experience and know-how to oversee Getac's goals and initiatives moving forward."

Mr. Shainman holds a bachelor's degree from the University of Washington and is based at Getac headquarters in Irvine, Calif.

About Getac

Getac, Inc. is a wholly owned subsidiary of Getac Technology Corporation. Getac Technology Corporation, a key subsidiary of MiTAC-Synnex Business Group (2010 consolidated revenue 21.5 billion USD) was established in 1989 as a joint venture with GE Aerospace to supply defense electronic products. Getac's business coverage includes rugged notebooks, rugged tablet PCs, and rugged handheld devices for military, police, government, communications, manufacturing, and transportation applications ranging from fully rugged to commercial-grade rugged. Getac's strong R&D capabilities allow it to provide a high level of customization and all-
aspect hardware–software integration solutions. Apart from the rugged computing business, Getac is also involved with the design and manufacture of plastic and lightweight metal components. The acquisition of Waffer Technology in 2009 has made Getac the world's third-largest aluminum–magnesium alloy producer. For more information, visit us.getac.com and follow Getac at twitter.com/GetacUS

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