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## 2012 Wasplink New Partner of the Year.

Jan. 16, 2013

[Wasp Barcode Technologies](#), a barcode software and solutions manufacturer, has named [Barcodes Inc.](#) the 2012 Wasp Partner of the Year; and [EMS Barcode Solutions](#) the 2012 Wasplink New Partner of the Year.

The WaspLink program supports value-added resellers (VARs) and solution providers (SPs). Channel revenues continue to excel thanks to manufacturer-VAR collaboration.

North America's leading provider of specialized digital data hardware solutions Barcodes Inc. ranks at or near the top for every Wasp solution category.

"Barcodes Inc. is excited and honored to be named Wasp's Partner of the Year," said CEO Dan Nettesheim. "Working with Wasp has helped us offer robust and reliable solutions to our clients in asset tracking, inventory control and point-of-sale. Being a WaspLink partner has provided us with the sales and marketing support that has been essential to growing our business." Barcodes Inc. experienced 208% Wasp sales growth in the last year.

In one year, EMS Barcode Solutions became Wasp's third overall VAR reseller. Business Development Director Eric Sutter attributes this success to Wasp's lifetime product support.

"Wasp fully supports the journey to implementation as we walk customers from pain points to complete solutions. Plus, they're extremely knowledgeable and fun to work with." EMS achieves success by working to understand and fully meet the needs of its customers.

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