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Motion Computing, Active Ink Software Partner To Reduce Paper Forms, Data Entry With Tablet PC

E-Forms Software Developer Becomes a Motion Gold ISV Partner

AUSTIN, Texas, Aug. 03, 2004 – In an effort to rid nurses, home inspectors, real estate agents and many other mobile professionals of inefficient paper forms and data entry drudgery, Motion Computing has chosen tablet PC software developer Active Ink as a Gold Member in its independent software vendor (ISV) partnership program.

Motion's ISV partnership program is designed to accelerate the development and deployment of compelling tablet PC applications – such as Active Ink's e-forms software – that take advantage of the Motion tablet PC hardware platform and the Microsoft® Windows® XP Tablet PC Edition operating system. As a Gold Member, Active Ink now has access to a broad range of development, technical, sales and marketing support from Motion.

“Motion recognizes how integral software companies are to the tablet PC's continued success and looks for partners with outstanding tablet PC applications to fulfill customer's needs,” said David Altounian, Motion's chief product officer. “We are proud to partner with Active Ink, which not only has an important tablet PC product but also targets the same vertical markets as Motion does, such as healthcare and field sales and service.”

“Motion gets the tablet PC market and, with our shared focus on the tablet PC, it was a natural fit for us to become partners,” said Steve Hoffman, Active Ink's vice president of sales and marketing. “Motion recognizes the power of our product, and we appreciate the ability to provide our customers with a highly mobile, innovative and robust tablet platform.”

Created specifically for the tablet PC, Active Ink's e-forms software digitizes paper forms so data can be entered on an electronic form using a tablet PC. The company's e-form solutions reduce costs by eliminating paper forms and duplication of data entry.

For several months, Right at Home Inc., Las Vegas, has been saving time and money by replacing its pencil and paper system of performing new home construction inspections with Active Ink's customized checklist and Motion's lightweight, clipboard-sized tablet PC.

“We have found that the use of Motion tablet PCs and Active Ink form filler software has increased the productivity of our new residential construction inspectors in the field by 300 percent,” said Russell Callihan, vice president of Right at Home. “By automating the data collection and computation process, the technologies have eliminated the arduous and expensive data entry process that was required by the traditional pencil and paper method. We use the resulting profits to hire more experienced inspectors instead of more administrative assistants.”

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The Motion partnership program is available to ISVs and independent hardware vendors that have or are developing products aimed at driving the acceptance of tablet computing across a broad spectrum of industries. Motion's other Gold partners include Agilix Labs, Alias, Criterion Corp., Design Universe, Ergotron, Mi-Co and Mindjet.

For more information, visit http://www.motioncomputing.com/partner/software_overview.asp

About Motion Computing

Motion Computing – a mobile computing and wireless communications leader in vertical markets such as healthcare, field force automation, government and education – combines world-class innovation and industry experience. Motion's tablet PCs and related ultramobile products enable people to use computers in new ways and places. Marketed through an experienced international reseller network and directly through its Web site, each Motion product is built to customer specifications. The company's new M1400 Tablet PCs and accessories are designed for users who need a combination of true mobility, power and versatility. For more information: <http://www.motioncomputing.com/>

About Active Ink Software

Active Ink Software develops software exclusively for the emerging tablet PC market. The company's e-form solutions reduce operational costs by eliminating paper forms and duplication of entry. For more information, visit the company web site at <http://www.activeinksoftware.com>

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