

January 14, 2016



## **Vuzix Announces Deployment with Bechtle, Germany's Largest B2B IT Service Provider**

### **Bechtle launches use of Vuzix Smart Glasses in world's first use of mobile SAP AR Warehouse Picker app in a live environment**

ROCHESTER, N.Y., Jan. 14, 2016 /PRNewswire/ -- [Vuzix® Corporation](#) (NASDAQ: VUZI), ("Vuzix" or, the "Company"), a leading supplier of video eyewear and smart glasses products in the consumer, enterprise and entertainment markets, is pleased to announce that Bechtle, Germany's largest B2B IT service provider, has begun using augmented reality (AR) glasses, including the Vuzix M100, at its logistics hub, located at company headquarters in Neckarsulm in the world's first live deployment of SAP's mobile AR Warehouse Picker app. Bechtle and SAP have been collaborating on a project since May 2014 to drive the integration of forward-looking digital technology with warehouse logistics. This successful deployment of smart glasses sets the stage for additional planned applications.

After an extensive testing phase, Bechtle's vision of hands-free picking in its warehouse has become a reality. In recent weeks, warehouse employees have begun controlling select picking processes via smart glasses, including the M100. These wearables communicate with Bechtle's digital warehouse management system and the mobile SAP AR Warehouse Picker app, thus integrating revolutionary AR technology into the pan-European IT provider's logistics processes.

"With Bechtle, we are seeing continued momentum of our wearable technology. After successful beta testing, enterprise users are commencing commercial deployments of the M100 in order to boost productivity and efficiency," said Paul Travers, President and Chief Executive Officer of Vuzix. "Vuzix Smart Glasses can enable companies in a broad range of sectors to optimize work flows and boost ROI. We are also excited that companies rolling-out the M100 into production now will be able to transition to the next generation M300 seamlessly when they begin shipping in Summer 2016."

"Bechtle was selected as a pilot site after our logistics center in Neckarsulm was transformed into a powerful, trend-setting hub. This entailed expanding our warehouse and mezzanines, as well as integrating smart conveyor technology and the state-of-the-art SAP Extended Warehouse Management application. The use of data glasses in our thriving yet complex day-to-day business is an important milestone on our way to future-ready logistics," stated Klaus Kratz, Head of Logistics at Bechtle.

## **Focus on increased productivity**

Bechtle is deploying the Vuzix Smart Glasses as an alternative to handheld scanners, which it will continue to use for the time being. The glasses display information directly in the user's line of vision through SAP's Android app, which communicates continuously with Bechtle's warehouse management system via Wi-Fi. The app directs the wearer through the picking process step by step, keeping the user's hands free the entire time. Sight-controlled barcode/QR code scanning and powerful voice recognition allow users to quickly, intuitively and accurately control tasks that previously required manual input. The solution also offers an integrated low stock check to ensure an adequate inventory of the product just picked.

## **Broad application of digital technology**

Bechtle plans to expand the use of smart wearables to other processes.

"Our initial focus is on the simple, labor-intensive processes involved in picking small parts, as this is where the benefits of AR technology are reaped most quickly. In the future, we may apply this technology to the receiving department and complex delivery orders," explained Mr. Kratz.

Bechtle's proactive first mover role benefits not only its customers, but also the international SAP Extended Warehouse Management user community, who will learn from Bechtle's experiences.

"This logistics solution is a concrete example of how a company's value-creation processes can be improved through the use of digital technology. It demonstrates clearly how digitization directly benefits the customer, in this case through highly efficient logistics," remarked Dr. Thomas Olemotz, Chairman of the Board at Bechtle AG.

## **About Bechtle AG**

Bechtle AG is one of Europe's leading IT providers, with 66 system houses in Germany, Austria and Switzerland as well as e-commerce subsidiaries in 14 European countries. Founded in 1983, the company is based in Neckarsulm and currently employs over 7,100 people. Bechtle provides more than 75,000 customers from the industrial, trade, financial and public sectors with a comprehensive, vendor-neutral portfolio that covers all aspects of IT infrastructure and operation. Bechtle has been quoted on the stock exchange since 2000 and listed on the German TecDAX technology index since 2004. In 2014, the company generated revenues of around 2.6 billion euros. Read more at: [bechtle.com](http://bechtle.com)

## **About Vuzix Corporation**

Vuzix is a leading supplier of Video Eyewear and Smart Glasses products in the consumer, commercial and entertainment markets. The Company's products include personal display and wearable computing devices that offer users a portable high quality viewing experience, provide solutions for mobility, wearable displays and virtual and augmented reality. Vuzix holds 42 patents and 15 additional patents pending and numerous IP licenses in the Video Eyewear field. The Company has won Consumer

Electronics Show (or CES) awards for innovation for the years 2005 to 2015 and several wireless technology innovation awards among others. Founded in 1997, Vuzix is a public company ([VUZI](http://www.vuzix.com)) with offices in Greater Rochester, NY, Oxford, UK and Tokyo, Japan.

### **Forward-Looking Statements Disclaimer**

Certain statements contained in this news release are "forward-looking statements" within the meaning of the Securities Litigation Reform Act of 1995 and applicable Canadian securities laws. Forward looking statements contained in this release relate to the M100 Smart Glasses and the success of Bechtle roll-out program and its future expansion, among other things, and the Company's leadership in the Video Eyewear, VR and AR display industry. They are generally identified by words such as "believes," "may," "expects," "anticipates," "should" and similar expressions. Readers should not place undue reliance on such forward-looking statements, which are based upon the Company's beliefs and assumptions as of the date of this release. The Company's actual results could differ materially due to risk factors and other items described in more detail in the "Risk Factors" section of the Company's Annual Reports and MD&A filed with the United States Securities and Exchange Commission and applicable Canadian securities regulators (copies of which may be obtained at [www.sedar.com](http://www.sedar.com) or [www.sec.gov](http://www.sec.gov) ). Subsequent events and developments may cause these forward-looking statements to change. The Company specifically disclaims any obligation or intention to update or revise these forward-looking statements as a result of changed events or circumstances that occur after the date of this release, except as required by applicable law.

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