



Mi-Co Names Hugh Patrick as National Sales Director

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Technology Veteran to Drive Company's Digital Ink HealthCare Revenue in North America

PR9.NET October 22, 2004 - Research Triangle Park, NC. Mi-Co, the mobile data capture company named Hugh D. Patrick as National Sales Director. Patrick, a 14-year technology veteran, has held executive level positions in key sales and international business and channel development at Cisco Systems, CRAY Research and ProviderLink, Inc. which focuses on the healthcare industry.

"Mi-Co's sales strategy will continue to rely heavily on partners to drive our rapid expansion," said Barrett Joyner, Sr. VP of Marketing and Sales, "and adding Hugh, with his wealth of experience in both direct and indirect channels, is an excellent addition to our growing team."

Mi-Co announced earlier this month the production release of Mi-Forms on Demand, the third product offering in the Mi-Forms family of software products. Mi-Forms on Demand augments HP's Forms Automation System, which uses digital pens for data capture. While a cross-industry solution, Mi-Forms on Demand is being marketed heavily into the healthcare market segment.

Approximately 40 percent of Mi-Co's revenue is derived from the healthcare Industry, and the company has announced recent sales with home health care organizations such as Wilson, NC County Home Health Agency and Boston Public Health Authority and hospitals including California based Sutter Health and North Carolina's Cherokee Indian Hospital.

"Our penetration of our top two markets, healthcare and governmental services, will continue to dramatically rise with the addition of Hugh in this vital position," added Joyner.

Prior to launching his career in technology, Patrick received his Bachelors of Science Degree in Microbiology and Electrical Engineering from the University of Florida and his Masters Degree in Business Administration from Clemson University.

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About Mi-Co

Mi-Co, the mobile data capture company, provides digital writing software to increase the efficiency and effectiveness of the entire process of capturing and using data. Mi-Co's end-to-end enterprise Mi-Forms Software System enables flexible forms design and the capture, handwriting verification and communication of forms based data for enterprise users. Mi-Forms supports enterprise data capture using the Tablet PC, Digital Pens, Pocket PCs and signature capture devices. Mi-Co is headquartered in Research Triangle Park, North Carolina and a Seattle, Washington customer service center.

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