

FOR IMMEDIATE RELEASE

CIG's Third-Party Lab Test Proves it is a True Alternative to the OEM

Chicago, Ill. – January 12, 2017 – CIG has taken a bold step that is unprecedented in the Global Imaging Supplies aftermarket. CIG commissioned independent 3rd party test lab BLI to pit its remanufactured print cartridges against OEM cartridges under ISO test conditions to corroborate CIG'S claims that its cartridges are a true alternative to the OEM. Historically, 3rd party lab tests commissioned by OEMs, such as those conducted by Quality Logic and Spencer Labs, have suggested that aftermarket print cartridges do not measure up to the OEM. CIG decided to have an independent 3rd party laboratory test its aftermarket cartridges against the OEM to debunk the historical rhetoric that remanufactured, eco-friendly print cartridges don't measure up to the original branded cartridges.

"We agree with the historic data that not all aftermarket cartridges perform at a level comparable to OEM cartridges," said Eric Martin, President of CIG. "But those are our competitors. We have always maintained that CIG cartridges are a true alternative to the OEMs, and we now have quantifiable data to back up our claims, thanks to this test."

Buyers Laboratory (BLI), a leading global independent office equipment test lab and business consumer advocate, evaluated the page yield using the ISO protocols, image quality, and reliability performance of CIG toner cartridges and compared it to the performance of original HP cartridges in the HP Color LaserJet M651 printer, the HP LaserJet M402n printer, and the HP LaserJet P3015 printer.

In all three HP printers, the CIG cartridges performed exceptionally in all measurable metrics including yield, image quality, and reliability. Out of 54 tested CIG toners, 100 percent were defect free out of the box and exhibited no hard failures during life testing — in sharp contrast to historical 3rd party tests that were cited in the past. In addition, our average continuous yield numbers exceeded the OEM's stated yield across all cartridge types.

"Why pay more for something when a lower cost alternative from CIG offers comparable quality and reliability?" asked Luke Goldberg, EVP Global Sales and Marketing for CIG. "This independent test proves that consumers get almost identical quality and reliability from CIG's eco-friendly alternative and offers dealers the chance to educate their customers about aftermarket cartridge options with quantifiable data while improving business margins with our GreenSweep promo."

Please watch the video discussing the results of this unprecedented test in more detail here: <http://www.cloverimaging.com/BLI-Testing>. CIG customers can contact their account manager to request access to the test results.

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About Clover Imaging Group

Clover Imaging Group (CIG) provides unparalleled support, collection opportunities, and solutions to independent dealers, OEMs, and retailers throughout the imaging channel and includes the most respected and well-known brands in the industry, including: MSE, Dataproducts, Clover Environmental Solutions, OPRA, Axxess Managed Print Services, Tecno Toner, Depot International and Latin Parts. This impressive group offers the market's widest array of products and services, supported by a vast

engineering infrastructure, marketing resources, distribution capabilities, and strategic partnerships. By bringing all aspects of our business together, CIG is able to provide a level of partnership unsurpassed in the aftermarket imaging space. For more information, please visit cloverimaging.com.

About Buyers Laboratory LLC

Buyers Laboratory LLC (BLI) is the world's leading independent provider of analytical information and services to the digital imaging and document management industry. For over 50 years, buyers have relied on BLI to help them differentiate products' strengths and weaknesses and make the best purchasing decisions, while industry sales, marketing and product professionals have turned to BLI for insightful competitive intelligence and valued guidance on product development, competitive positioning and sales channel and marketing support. Using BLI's web-based bliQ and Solutions Center services, 40,000 professionals worldwide create extensive side-by-side comparisons of hardware and software solutions for over 15,000 products globally, including comprehensive specifications and the performance results and ratings from BLI's unparalleled Lab, Solutions and Environmental Test Reports, the result of months of hands-on evaluation in its US and UK labs. The services, also available via mobile devices, include a comprehensive library of BLI's test reports, an image gallery, hard to find manufacturers' literature and valuable tools for configuring products, calculating total cost of ownership (TCO) and annual power usage. BLI also offers consulting and private, for-hire testing services that help manufacturers develop and market better products and consumables. For more information on Buyers Laboratory LLC, please call 973-797-2100, visit www.buyerslab.com, or email info@buyerslab.com.

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