

# PARTNERSHIP IS EVERYTHING.

With Nearly 25 Years Together,  
We'd Like to Thank You.

It's hard to believe it's been **almost 25 years** since our journey with RSPA began. That's a long time, and as we started making our plans to see everyone at RetailNOW! this year, we got a little emotional as we reflected on what RSPA has meant to us over the years. As this year also marks Powervar's 35th anniversary, we realized we have been with RSPA most of our business life. You could say we "grew up" with RSPA. So, we apologize in advance if we get "mushy", but we thought we'd share our story in appreciation of our long history.

## How it began...

As a young company poised for growth, we sought an organization that could connect us with the point-of-sale and retail technology community. We came armed with an innovative new power conditioner product, the likes of which had never been seen before. We were confident we could make downtime a thing of the past and wanted to share our solution with the reseller channel. We had an eagerness to learn, to engage, and become an integral player in solving power quality challenges in the hospitality, restaurant, and grocery markets. **What we sought was a networking connection. What we found was an indispensable partner.**

### Mike Corda remembers:

*"It's hard to believe it's almost 25 years since Powervar was welcomed into the RSPA community. The partnerships we formed were invaluable to Powervar as an up-and-comer in the POS market. But RSPA has been about more than connections. It has been about people and contributing to a shared purpose."*

## Where it went ...

Since that time, Powervar has grown to a global scale, formed valuable and long-lasting relationships, and has had the opportunity to stand as thought leaders alongside some of the industries' best. Over the past two decades plus, we have been honored to receive numerous awards, including the coveted Gold Medallion Award for best overall vendor. Our solutions have continued to evolve, setting the standard for power quality, and earning the trust of resellers and end users alike as the most reliable power protection for POS systems, and ultimately, the customer's business.

### Chris Walsh appreciates:

*"Our long history with RSPA underlies the success we enjoy today. The relationships we've formed, many stretching back to year one with RSPA, are at the very foundation of that success. If, as the saying goes, "[RSPA] history repeats itself, we are in for a very bright future."*

## What's ahead ...

The relationships we've sustained through RSPA and our reseller customers have been invaluable to expanding our knowledge and our business. We've been an RSPA member for a long time. We've celebrated the retirement of some of the most influential leaders in the industry, our friends and mentors, and welcomed new and emerging participants and leaders. Powervar too has said goodbye to some and welcomed others, and we appreciate the past as it inspires the future. For it is the fusion of our experience and fresh, forward thinking that continually reinvigorates our spirit of innovation and inspires us to continually rise to the ever-changing landscape of retail technologies.

### Chip Peagler looks ahead:

*"Collaborative partnerships will be at the heart of addressing new trends and the digitalization of POS. Power quality will be more important than ever and we are excited to help our customers usher in this new phase of the customer experience."*

As the pandemic has shown us, change is inevitable and swift. But for us, one thing remains constant – the unwavering commitment of the RSPA members to **stay connected, keep learning, and keep growing, together.**

**For that we say, "thank you!"**

**The Powervar Family**