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### **IdaTech Signs Distribution Agreement with b+w Telecom Solutions**

Partnership with established European system integrator allows increased service and support capabilities

**BEND, ORE., USA, December 10, 2007** – IdaTech plc, a global fuel cell solutions provider, has signed a contract with b+w Telecom Solutions (“b+w”), a company specializing in telecommunications network rollout services, for the distribution and integration of IdaTech’s family of backup power solutions throughout Germany and Eastern Europe. Through this partnership with b+w, IdaTech will be able to provide its customers with a high level of service for telecommunications implementation including installation, commissioning and site integration. In adding b+w as a channel partner, IdaTech has increased its sales reach and augmented the company’s ability to provide regional support. In addition, b+w has taken delivery of initial systems with which to launch their integration and OEM services.

The ability of IdaTech’s solutions to produce hydrogen onsite using a convenient liquid fuel has proven to be attractive to new partners. The difficulty of delivering hydrogen to remote European telecommunications sites makes IdaTech’s liquid-fueled solution a beneficial addition to a system integrator’s portfolio. b+w selected IdaTech’s products due to the company’s advanced state of commercialization and proven fuel cell solutions for telecommunication backup power including the only liquid fuel solution available. In collaboration with b+w, European telecommunications service providers will now have access to liquid-fueled fuel cell solutions, and accompanying dedicated local service and support.

“We are pleased to announce b+w as a new channel partner and integrator of our fuel cell systems for the telecommunications market. We believe b+w greatly strengthens our sales capabilities in Germany and Eastern European countries where they have established a strong track record of sales, service and close relations with telecommunications operators,” said IdaTech President and Chief Executive Officer Hal Koyama. “Through this partnership with b+w, the IdaTech products will provide customers in those regions with an increased range of backup power solutions. As an established and well-recognized network service integrator, their excellent reputation for high quality service support makes them an outstanding partner for IdaTech to promote the use of fuel cell solutions for extended run backup power.”



“IdaTech’s reforming capabilities provide a means for avoiding the challenge of storing bottled hydrogen onsite. The partnership between b+w and IdaTech provides telecommunications partners throughout Europe with a truly viable solution for long duration backup power at remote telecommunications sites,” added b+w Chief Executive Officer Heinrich Walterfang.

#### About IdaTech

IdaTech is a global leader in the development and manufacturing of clean and reliable PEM fuel cell solutions for telecommunications, commercial and industrial backup power from 1 to 15 kW. IdaTech’s unique technologies provide solutions for a wide range of applications from portable to off grid power and directly support efforts towards sustainable energy.

IdaTech’s portfolio of industry-certified fuel cell solutions are based on the company’s fuel processing, fuel cell stack and power module and fuel cell system integration capabilities. With the support of strategic partners and customers, the company’s energy solutions are being deployed domestically and internationally for stationary, portable and other advanced applications.

For more information on IdaTech fuel cell solutions and advanced technologies, please visit [www.idatech.com](http://www.idatech.com).

#### About b+w Electronic Systems

Founded in 1980 b+w Electronic Systems today is a well established partner of industrial enterprises, telecom network operators and public authorities. Thanks to continuous growth the company employs more than 300 people in its headquarters in Oberhausen/Germany as well as in subsidiaries, project offices and investments throughout Germany, other European countries and the United States.

b+w Electronic Systems offers complete fulfillments for telecommunication and power supply solutions, industry automation, cable, battery and switchgear technology as well as professional mobile radio solutions.

For more information on b+w Electronic Systems’ portfolio of products and services, please visit [www.b-w.com](http://www.b-w.com).

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