



FOR IMMEDIATE RELEASE

Chester Technical Services Reaches 100th Sale of Sony Virtuoso™ Digital Language Lab in New England

North Branford, Connecticut, January 2012 -- SANS Inc. proudly announces that its Northeastern U.S. Reseller, Chester Technical Services, Inc. (CTS), recently made its 100th sale of the Sony Virtuoso digital language lab system in the New England area adding to its unparalleled sales history across the Northeast region from Maine to Virginia. SANS is the developer and exclusive licensor of Sony language learning software solutions.

After representing Sony language learning technology products for more than 30 years, CTS attributes its success to providing excellent service to long-time educational customers, as well as to schools that have recently purchased Sony language labs. Other factors contributing to the company's dominance in the Northeast is their expertise in moving schools from analog systems to network-based digital solutions, and providing customers with continued feature updates and technology innovations developed by SANS.

The 100th sale milestone was achieved with the recent Sony language lab acquisition by Manchester High School in CT. "This technology is helping us to develop the communication skills of our students," said Rosemary Stoner, Curriculum & Instructional Leader for World Languages at Manchester. "The capability of being able to allow students to record themselves and hear themselves speak in the language they are studying without the pressure of being singled out in front of a class helps develop their confidence and ability to communicate. Using this technology along with our curriculum, we hope to develop highly literate students of world languages."

According to SANS President Ron Remschel, "SANS is very proud of this sales achievement. Our confidence in the experience that CTS, as well as our entire reseller network, brings to instructional technology for language learning is a driving force of our success. The ability to shape a technology solution based on customers' specific needs is imperative to providing dynamic technology solutions for the language teaching community."

The Sony Language Learning Software licensed and developed by SANS includes the widely used technology solutions of the Sony Virtuoso™ and Soloist® digital language lab software suite. This technology is the instructional choice of numerous discerning language programs in the U.S. and around the world. SANS also provides solutions for blended and virtual language learning with SANSSpace™ VLE. SANS is committed to providing software solutions that address teaching and learning modalities and work within the IT framework of schools and government agencies. For more information, visit www.sansinc.com or email MoreInfo@sansinc.com.

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