





Who we are at Howard Industries

LIGHTING | POWER | MEDICAL | TECHNOLOGY | TRANSPORTATION

Howard Technology Solutions, founded in 1998, is a division of Howard Industries, a billion-dollar, privately held company headquartered in Ellisville, MS. As a leading manufacturer and provider for computer hardware and related equipment, we are committed to creating, providing, and supporting superior products and services that meet or exceed the needs of our customers.

While technology may be complex, we believe obtaining it doesn't have to be. This simple fact, along with our strategic partnerships, enables us to offer a rich portfolio of over 250,000 products ranging from desktops, notebooks, tablets, servers, networks, printers, digital cameras, and accessories to custom designs and presentation carts.

Howard Technology Solutions has been satisfying business, educational, governmental, and medical customers for over 10 years. When it comes to technology, Howard has you covered!



Getting Started

Billy and Linda Howard

In 1968, a young Billy W. Howard, Sr. left his successful career at General Electric to return to his native Mississippi and create his own company—Howard Industries.

Over the next four decades, and with the assistance of his wife, Linda, Howard Industries has grown to become over a billion dollar company consisting of four separate divisions and a wholly-owned subsidiary, Howard Transportation.

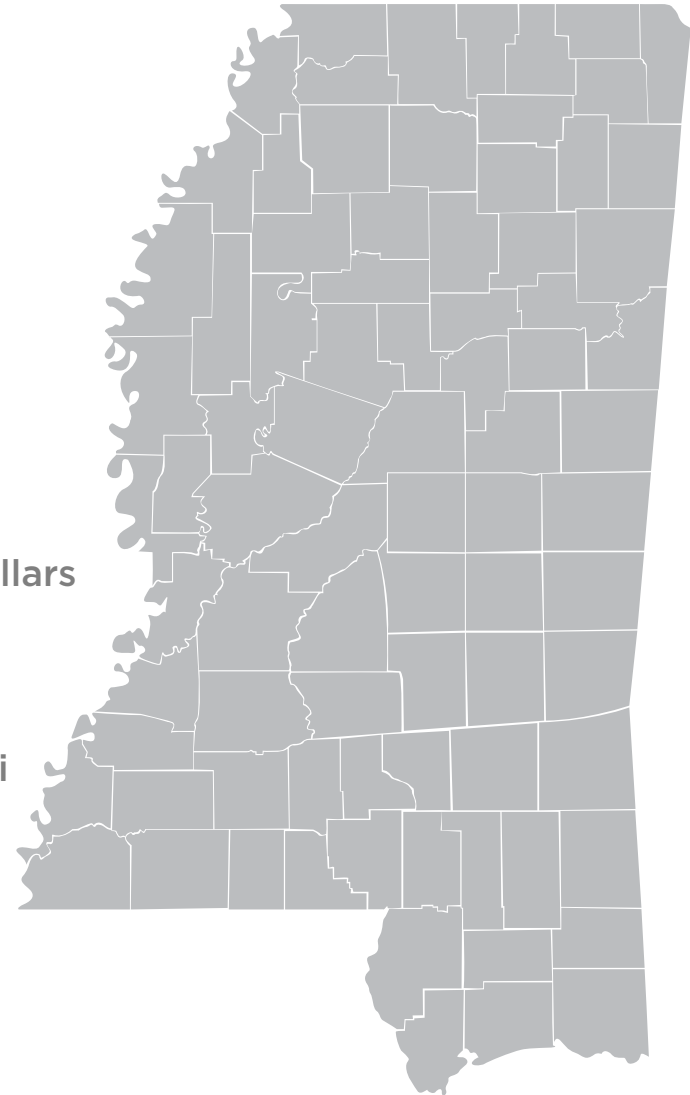
SANDERSVILLE LAUREL MENDENHALL ELLISVILLE

- Over 4,300 employees
- Largest employer for privately-held companies in the state of Mississippi
- Largest transformer manufacturing facility in the world-over 2 million ft²
- Transformer division is the #1 producer of oil-filled distribution transformers in the US

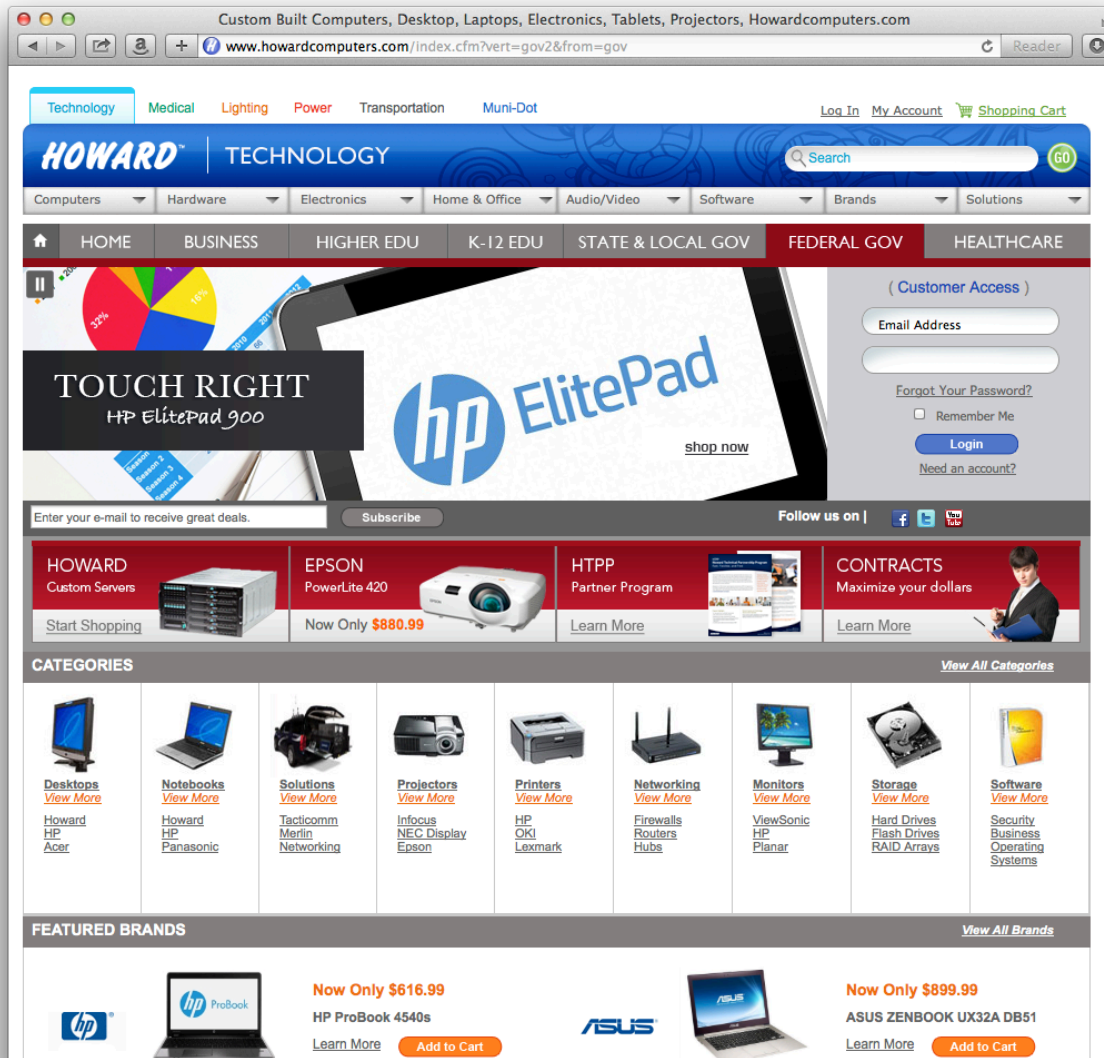


Our impact on Mississippi

- Our employee's annual payroll is over 135 million dollars
- Between Howard Industries and our employees, we pay over 50 million dollars in taxes every year
- We've invested over 261 million dollars in Mississippi and purchase approximately 75 million dollars of materials from Mississippi companies annually.
- According to the Mississippi Economic Authority, our total impact on our state is 430 million dollars each year.



Growing eCommerce Revenue



State & Local Government
Federal Government
Premiere Partner Website
My Account Profile

Our website features include:

- Product comparisons
- Faster searches
- Shop by category
- Shop by product
- Shop by brand
- Shop by contract
- Howard Rewards Program with advertising packages for our premiere partners



Howard Partner Program

- Unique Product Offerings
- Free E-Commerce Portal
- Tradeshow Support
- HTPP
- Co-branded Marketing Materials
- Dedicated Inside Sales Support
- Financial Backing on Large Opportunities
- Access to National, Multi-State Level Contracts
 - > TIPS/TAPS
 - > WSCA Contract
 - > NCPA (National Co-Purchasing Agreement)
 - 1. All States**
 - 2. AV Products**



HTPP

Howard Technical Partnership Program

Managed by our 100% US-based support engineers and technicians, HTPP is an integral part of our strategy to establish direct, personal relationships with our customers to ensure we meet all of their organizations' needs. Participation is easy; simply complete an HTPP application online at www.howardcomputers.com/support.

Program Highlights

- No subscription fee or certification requirements
- Labor reimbursement for authorized repairs
- Expedited service and/or replacement part ordering
- Free consultation to determine your optimal parts inventory with on-site parts inventory available to qualifying organizations
- You never pay for parts and shipping is free

The Howard Advantage

With every Howard product you purchase, you receive the following for FREE:

- Custom imaging
- HTPP
- 100% U.S. based customer service
- Nonproprietary
- Easily upgradeable/expandable
- Remote OnCall support
- 18-24 month product life cycle
- Professional services
- Product consistency
- Fully upgradeable
- Warranty





Custom Imaging

How the program works

1. You take shipment and customize a single unit to your specific requirements including software loads, group policy, and other customizations.
2. Once you are done, return it to us.
3. Upon receipt, we review the custom image before replicating it on all remaining units in your order.
4. Lastly, we test these systems to ensure there are no issues before we ship them to you.

Program benefits

- You no longer have to spend countless hours installing software, group policy, and other customizations on hundreds of units upon arrival.
- Nor do you have to test each system to ensure it adheres to your standard system configuration requirements.
- Your systems are much easier to service and support due to standard configurations.

Howard Customer Service

Our customers receive free telephone and web support 24/7 for the life of every Howard manufactured product from our 100% US based team of friendly experts.

And with hold times averaging less than one minute, we are available should you need us.



Remote OnCall^{PC} Support

Through this instant, secure connection, our customer service team can gain full mouse and keyboard control of our clients' computers to expedite issue resolution. And we all know, the fastest way to resolve any issue is to give the experts the permission and tools to get the job done.

- Enables you to connect directly to our CSRs by requesting support via our website without the frustration of complex phone support.
- Ensures the proper technician receives your request through session queues.
- Cuts down on the time and expense of on-site computer repair
- Increases your support satisfaction by streamlining our productivity through hands on issue resolution
- Enables you to rate our CSR's performance via an exit survey so that we continue providing incomparable service!

Professional Services

Receive the peace of mind and technical services you need from professionals you can trust.

- Business Communications
 - VOIP
 - SIP
- Business Process Improvement
- Business Continuity Solutions
- Organizational Assessments
- Work Force Management
- Network Consulting & Implementation
 - Assessments
 - Design – structured cabling
(copper & fiber), wireless (WLAN, WWAN)
- Technical Management
 - Contract Services
- Product Procurement
 - Configuration & Delivery Services

Consumer Priority Service

Extended Warranty Coverage

Every time you purchase a Howard-branded product in the U.S., you receive a limited warranty that provides you with a comprehensive service and support program for the term of the warranty.

- 100% comprehensive parts and labor coverage
- Thousands of nationwide authorized service centers
- Zero deductible
- If we can't fix it, we'll replace it
- Fully renewable, fully transferable
- Easy to use registration process
- Hassle free claims system
- Our shield means your protected

Installation & Integration Services

We offer technical support Monday through Friday 8a-5p for non-emergency assistance and 24x7 for network emergencies. We will see you through any situation that may occur. Basic maintenance hours may be scheduled in advance for maintenance and upgrades, or requested as needed.

EXTREME NETWORKS

BROCADE NETWORKS

CRESTRON

INFOCOMM

FRONTROW

EXTRON

POLYCOM

STATE CERTIFICATIONS

AEROHIVE

ALLOT

BIAMP

CISCO

COMPTIA

ENTERASYS

HP

MICROSOFT

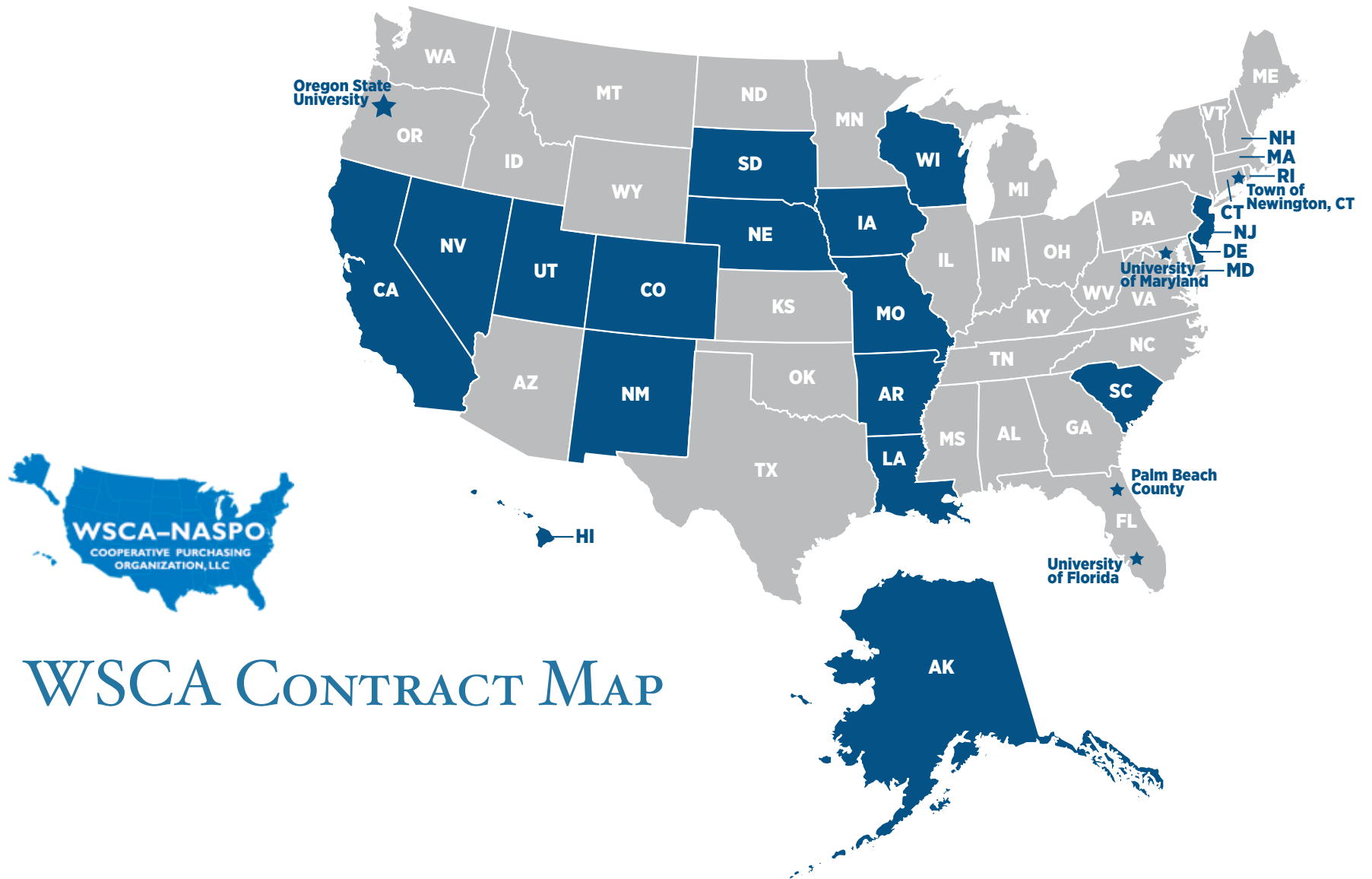
VMWARE

XIRRUS

MIMIO

CERTIFIED WIRELESS NETWORK

PROFESSIONAL



WSCA CONTRACT MAP

The Interlocal Purchasing System



A purchasing cooperative that is competitively bid to save members the time and expense of bidding each purchase

Howard holds three of the contracts

- PC and Peripherals: all brands that Howard offers
- Networking: all brands that Howard offers
- Audio Visual

States participating in TIPS/TAPS:

Washington, Oregon, Idaho, California, Nevada, Utah,
Arizona, Colorado, New Mexico, North Dakota, Nebraska,
Kansas, Oklahoma, Texas, Missouri, Arkansas, Louisiana,
Illinois, Indiana, Kentucky, Tennessee, Alabama, Florida,
Georgia, South Carolina, North Carolina, Ohio, Virginia,
Pennsylvania, Maryland, Delaware, Rhode Island,
Massachusetts, and Vermont

National Cooperative Purchasing Alliance

NCPA is a leading national government purchasing cooperative working to reduce the cost of goods and services by leveraging the purchasing power of public agencies in all 50 states. NCPA utilizes state of the art procurement resources and solutions that result in cooperative purchasing contracts that ensure all public agencies are receiving products and services of the highest quality at the lowest prices.

NCPA works with a lead public agency, who competitively solicits master contracts. Contracts are based on quality, performance, and most importantly pricing. These contracts are established using the following process:

There are over 90,000 agencies nationwide from both the public and nonprofit sectors that are eligible to utilize NCPA's cooperative purchasing contracts. These include, but are not limited to the following agency types:

- School Districts (including K-12, Charter schools, and Private K-12)
- Higher Education (including Universities, Community Colleges, Private Colleges, and Technical/Vocational Schools)
- Cities, Counties, and any Local Government
- State Agencies
- Healthcare Organizations
- Church/Religious
- Nonprofit Corporations



**LOGIC
CUSTOMIZED
COMPUTERS**

Value priced systems, ideal for browsing the internet, emailing, or creating word documents

Howard Desktop Family

CUSTOMIZED COMPUTERS



B85AKB

- Intel Pentium Processor
- 500GB Hard Drive



B85MKB

- Intel Pentium Processor
- 500GB Hard Drive



M10C

- Intel Celeron Processor
- 250GB Hard Drive



B85LPKB

- Intel Pentium Processor
- 500GB Hard Drive



Howard Desktop Family

CUSTOMIZED COMPUTERS



**MERIT
CUSTOMIZED
COMPUTERS**

Value priced systems, ideal for browsing the internet, emailing, or creating word documents



B75AKB

- Intel Celeron Processor
- 500GB Hard Drive



H61AMKB

- Intel Celeron Processor
- 500GB Hard Drive



H61AMini

- Intel Celeron Processor
- 500GB Hard Drive



H61ALPKB

- Intel Celeron Processor
- 500GB Hard Drive



H61N1

- Intel Pentium Processor
- 500GB Hard Drive



H81N1

- Intel Pentium Processor
- 500GB Hard Drive



**CHOICE
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Value priced systems, ideal for browsing the internet, emailing, or creating word documents

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H61N1

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- 500GB Hard Drive



H81N1

- Intel Pentium Processor
- 500GB Hard Drive



Howard Notebook Family

CUSTOMIZED NOTEBOOKS



LOGIC



2GOPCX3

- Intel Atom Processor
- 160GB Hard Drive



2GOPCT4

- Intel Celeron Processor
- 64GB Hard Drive



MERIT



T1007

- Intel Celeron Processor
- 500GB Hard Drive



1755

- Intel Core i5 Processor
- 250GB Hard Drive



CHOICE



U12C

- Intel Core i5 Processor
- 250GB Hard Drive



Howard Server Family

CUSTOMIZED NOTEBOOKS



LOGIC



IE408

- Single CPU, Entry Server



MERIT



IE5-428L

- Intel Xeon Processor
- 500GB Hard Drive



CHOICE



HSS38

- 300GB Hard Drive
- 2 Hard Drives
- High-performance



IE108

- 1U, Single CPU, 1 Hard Drive



IE5-124L

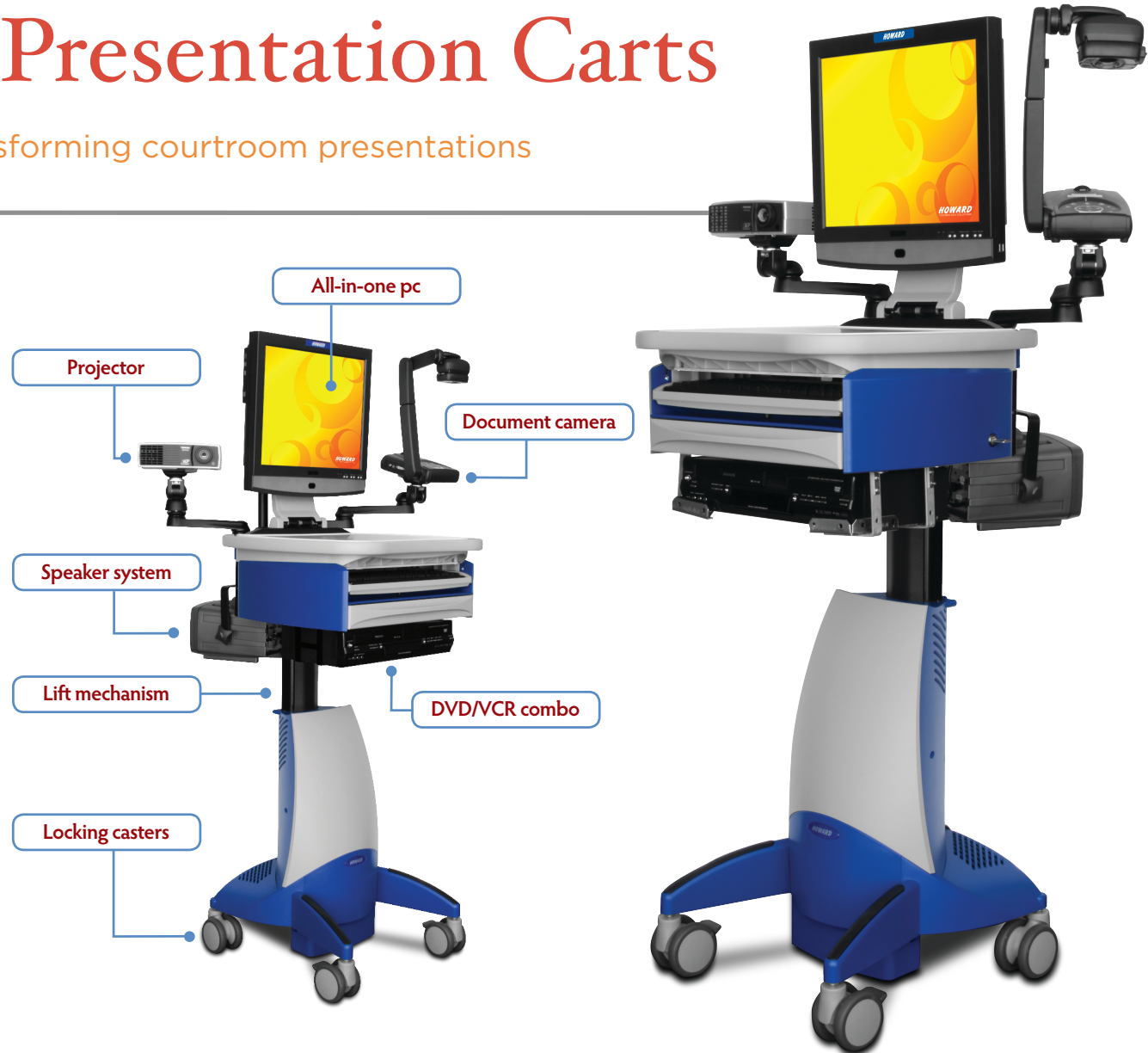
- Intel Core i5 Processor
- 250GB Hard Drive

Howard Presentation Carts



Transforming courtroom presentations

Just as the double helix is the main constituent of DNA, so will the Helix Evidence Presentation Cart become the crux of courtroom presentations. What can you do with this cost-effective device? Ensure physical evidence, crime scene photos, and other computer-generated information are exhibited with infallible clarity.



Audio/Visual and Instructional Solutions

Transforming courtroom presentations with the latest technology



EPSON




frontrow™

mimio®



DA-LITE

Cable Solutions

Transforming courtroom presentations with the latest technology



Mobile Solutions

Turn the courtroom in just a matter of minutes with Earthwalk mobile cart solutions.



Printing Solutions

Well designed, network-capable printers for every project.



EPSON



OKI



Canon



Public Safety

Howard provides police officers, fire officers, and first responders the technology they need to address security issues, disasters, and emergency situations quickly and effectively.

- Mobile Printing
- Mounting
- Scanning (Wireless or Wired)
- Mobile Computing (Tablets & Laptops)





Software

Over a MILLION software SKUs

Airwatch	Citrix	Inspiration	Microsoft	RSA Security
Absolute Software	Corel	Intuit	NovaSoftware	Solarwinds
Acronis	Diskeeper	Ipswitch	Novell	Sophos
Autodesk	Double-Take	Kaspersky	Nuance	Symantec
Bitdefender	FileMaker	Lynda.com	Oracle	TrendMicro
Business Objects	IBM	McAfee	Pearson	vmWare



Thank you!

We look forward to working and growing our business with you!