

## HOWARD CHANNEL PROGRAM

Howard Technology Solutions is pleased to announce the all-new Howard Channel Program. This program is designed to enhance the success of our reseller partners by enabling multiple strategies that can be tailored to their specific needs. The following is a synopsis of the various strategies.



- **Powered by HOWARD—**

These are Howard-branded systems that are eligible for partner co-branding. These systems can be:

- Sold through our contracts
- EPEAT certified
- Branded by the partner
- Sold as an agent by the partner so they can use our credit to finance the sales.

- **HOWARD-branded products**

These are Howard-branded systems that are not eligible for co-branding. This is more appropriate for resellers that are primarily focused on value-added services, rather than selling their own branded products.

- **HOWARD Partner products**

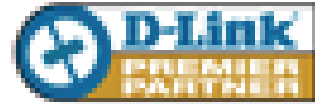
These are products that are eligible to be sold through the WSCA contract by our Howard Channel partners.



**CHIEF**



compellent



**enterasys**  
Secure Networks™



**EXAGRID**  
SYSTEM

frontrow™

**FUJITSU**



Very Well Connected™



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**OKI**

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