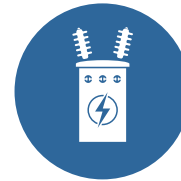


HOWARD | CHANNEL PROGRAM

TECHNOLOGY SOLUTIONS | THE ONE-STOP SHOP FOR ALL YOUR TECHNOLOGY NEEDS

HOWARDent focuses on the needs of our **government, business-to-business, and utilities** customers to assist each of them in **creating and maintaining optimal environments** to support their daily operations.



HOWARDent offers over 300,000 brand-name technology products, including audio visual and instructional solutions; network security and storage solutions, software, and accessories. In addition, we provide consulting, design, installation, and support services—everything you need for 21st century business.

ABOUT

The Howard Channel Program is designed to enhance the success of our reseller partners by enabling the multiple strategies that can be tailored to their specific needs. The following is a synopsis of the various strategies:

POWERED BY HOWARD

Howard-branded systems that are eligible for cobranding. These systems can be:

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

HOWARD BRANDED PRODUCTS

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

HOWARD PARTNER PRODUCTS

Products that are eligible to be sold through contracts by our Howard Channel Partners.

AWSP- AUTHORIZED WARRANTY SERVICE PROVIDER PROGRAM

Designed to assist and enhance your technical staff through certification facilitating timely, cost-effective, quality service in conjunction with Howard's high standards for customer satisfaction.

Highlights include:

1. No subscription fees
2. Labor reimbursement for warranty work
3. Expedited service parts
4. On-site consignment spare parts inventory
5. Centralized inventory of spare parts
6. Updates on Howard systems and technology
7. Cost savings