

HOWARD TECHNOLOGY SOLUTIONS MEDIA KIT -Marketing & Advertising Opportunities-







About Us

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 three decades and with the assistance of his wife, Linda, Howard Industries has grown to become a billion dollar company consisting of four separate divisions plus a wholly-owned subsidiary, Howard Transportation. While the Howards readily attribute their success to the hard work of their employees and their commitment to creating, supplying, and supporting superior products and services, you cannot overlook their inspiration — Billy W. Howard, Sr.



Our Strategy

In addition to our own Howardbranded products, partnerships with other industry leaders enable us to offer more than 250,000 quality products and services. We are committed to providing great technology and making it affordable.



Our Customers

Howard's focus on real-world solutions has led to the development of innovative products that have definitively established our presence in a variety of markets. From distance learning and interactive classroom products to point-of-care medical carts and specialized mobility solutions, we satisfy demands of educational institutions, governmental agencies, healthcare facilities, and commercial businesses, as well as individual consumers.













Our Corporate Headquarters is also home to our technology division, Howard Technology Solutions, and its medical division, Howard Medical. These two divisions bring to market cutting-edge, high-quality technology and medical equipment. Whether selling Howard-manufactured products such as desktops, notebooks, servers, and medical carts or partnering with other industry-leading companies to provide over 250,000 products, you can be sure that products you buy from Howard are available at affordable prices.

Howard Lighting Products markets a wide array of lighting solutions, including electronic and magnetic fluorescent ballasts, magnetic HID ballasts, as well as fluorescent lamps, T5/T8 fluorescent lamps, and halogen lamps. This division continually updates their product lines to meet the ever-changing demands of the market. They currently have products in use at Johnson Space Center, Kennedy Space Center, Camp Pendleton, CIA Headquarters, Fort Bragg, and numerous other U.S. government installations, as well as many private facilities.

Howard Medical is a total point-of-care solutions provider. Our product offerings include revolutionary POC carts, along with specialized hardware technologies that are vital to EMR, CPOE, PACS, and other health-related systems. Through partnerships with other like-minded technology innovators, we offer rugged notebooks, tablets, and flat panel wall mounts. We provide healthcare personnel with real-world solutions so they can focus on what matters most-patients.

Howard Power Solutions, originally known as Howard Industries, was founded in 1968 by Billy W. Howard, Sr. Over the past four decades, this company has grown to be the nation's leading manufacturer of distribution transformers, with over 7 million transformers in service throughout the United States and abroad. Located in Laurel, MS, this facility has 2-million square feet, making it the largest transformer plant in the world. Our newest transformer division, Howard Substation Transformers, located near corporate headquarters, began manufacturing operations in April 2005, producing power transformers with higher KVA and voltage ratings.

Howard Transportation, a wholly-owned subsidiary of Howard Industries, Inc., operates a full-load, long-haul, flat-bed common carrier truck line and brokerage firm that transports commodities and industrial goods throughout the continental United States. Initially started to transport Howard Power Solutions' raw materials and finished products, this division today consists of over 200 trucks with regional terminal facilities also located in West Virginia and North Carolina.

HowardStore is our online shopping center that includes a little of everything, from fashionable jewelry, clothing, and home furnishings to trending beauty, health, and wellness supplies; the latest electronics, and sporting goods—it's all there. Whether you're an individual consumer or a professional retailer, HowardStore gives you more of what you're looking for.







Email Marketing

Email activity drives approximately 30% of all web sales. To get your share, you need an effective email marketing strategy. Here is where Howard can help. Our email marketing campaigns reach hundreds of thousands of ready-to-buy consumers each week. These targeted campaigns strengthen the business-to-consumer relationship, foster brand loyalty, and sell your products. Why not let Howard design a campaign especially for you!

Our Email Campaign Marketing Package Includes:

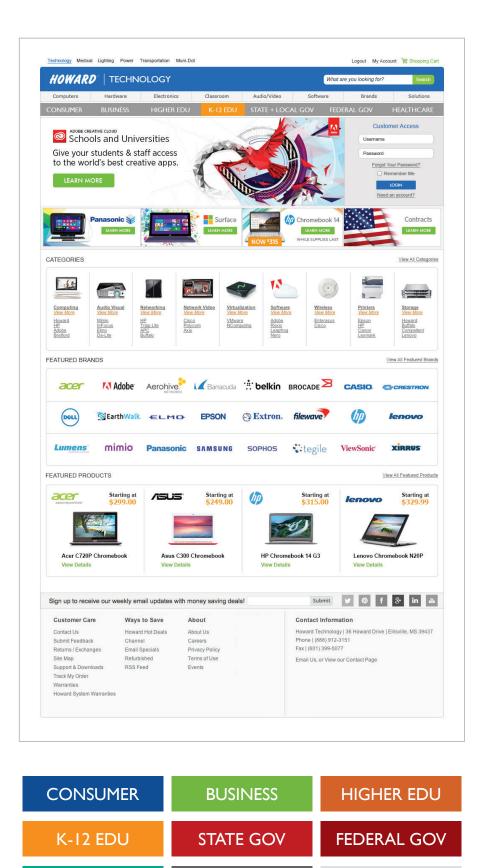
- Brand specific html email campaigns designed inhouse by our design team
- 2 Optional marketing collateral design in the form of custom/co-branded PDFs for sales team use
- 3 Home page rotating or static banner placement for 1 month or until end of brand promo
- 4 Email signature design displayed by our sales team for 1 month or until end of brand promo

4 (888) 912-3151 Howard Technology Solutions

Web Marketing

When it comes to technology, it's all about what Howard can do for you—especially online! We have what it takes to promote your brand and your products, from banner advertisements and landing pages to our email marketing campaigns that enable us to reach the largest number of users possible, maximizing brand awareness and selling more products.

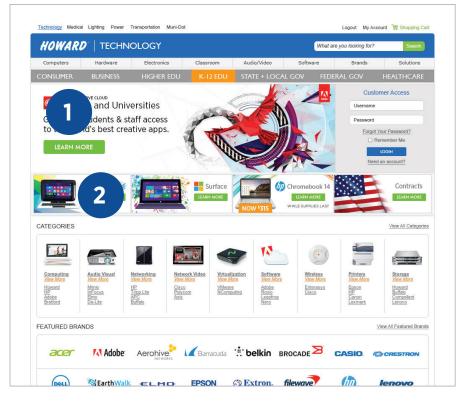
Howard target markets include a variety of verticals, such as Education, Government, and Healthcare; Business, Lighting, and Consumer, so your products and services get the specific exposure you need.



LIGHTING

HEALTHCARE

and more...



1 Rotating Home Pg. Banner Examples



2 Static Home Pg. Banner Examples



Web Marketing Home Pg. Banners

Attract attention and promote your products, deals, and services with Web banners. Howard banners are offered throughout each of our websites. They can be featured on our most prominent web pages, including the Home Page and Category Landing page, and result in millions of impressions.

Site Wide Impressions

TigerDirect 1,412,121,860 Banner Impressions

CompUSA 236,739,280 Banner Impressions

Circuit City 145,842,953 Banner Impressions

Home Page Banner Placement Options:

Option 1 Home Page Rotating Banner Feature

or

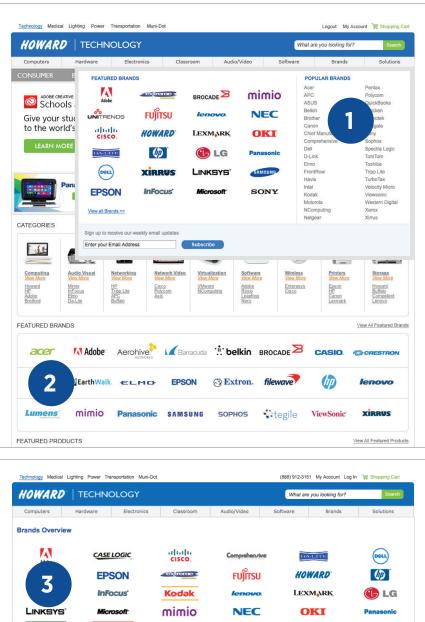
Option 2 Home Page Static Banner Feature

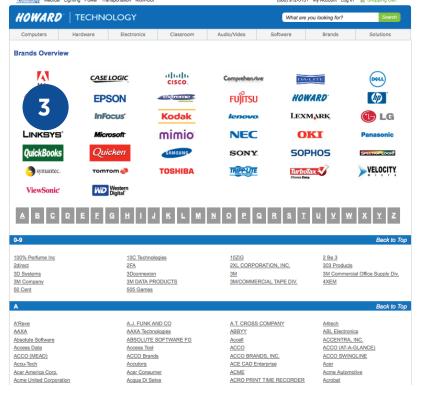
Web Marketing Shop by Brand

Build your brand by featuring your vendor logo in our 'Shop by Brand' traffic areas. All of our vendor-specific areas link customers directly to your landing page, loaded with your products and designed to keep customers up to date with regard to special deals and promotional offers.

Shop by Brand Logo Placement Includes:

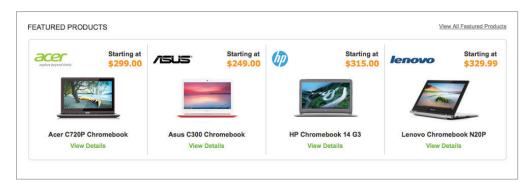
- 1 Home Page Navigation: Brands Drop-Down Logo Feature
- 2 Home Page Below the Fold: Shop by Brand Logo Feature
- **3** View All Brands Landing Page Logo Feature



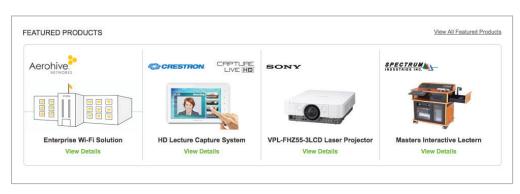


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Featured Products: Example with Pricing



Featured Products: Example without Pricing



Web Marketing Featured Products

To increase your brand exposure, we've reserved some prime real estate on the Howard home page for your products. Placing your products, along with information about special deals and exclusive offers, in such a key position has a big impact on your brand image and influences your customer to take action. In fact, it's one of the best ways to drive sales and increase your bottom line.

The Featured Products Option Includes:

- 1 Brand Logo
- 2 Special Pricing (Optional)
- 3 Product Image
- 4 Product Name
- 5 View Details Link: This link can direct customers to your Brand landing page, a cobranded product PDF or a custom product detail page.

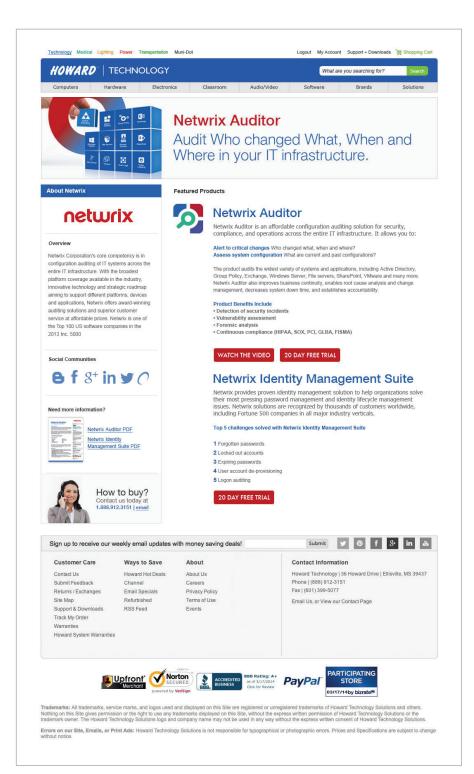
Web Marketing Brand Solution Pg.

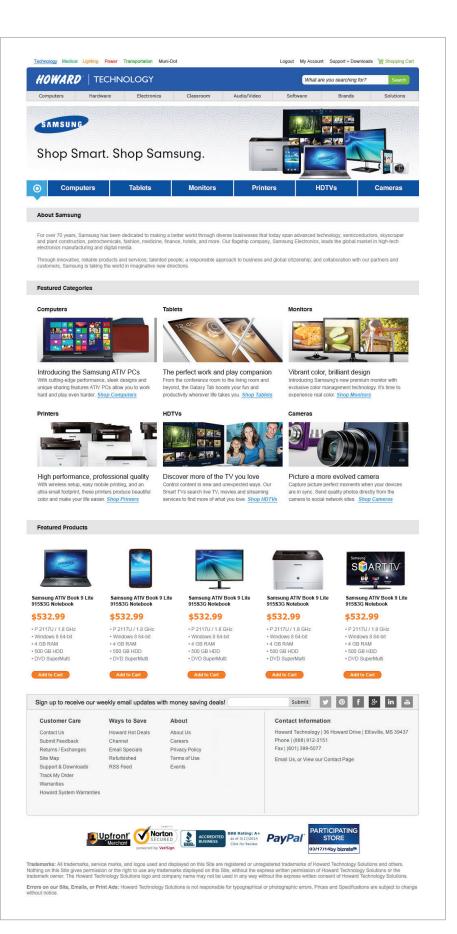
Get the attention you want by taking advantage of our Brand Solution landing page option. It is, as its name suggests, one page dedicated entirely to your brand. It's an excellent way to stimulate interest in your product line.

Your vendor banner and company logo are strategically placed to ensure maximum exposure and guarantee increased recognition. More exposure equals more sales.

The Brand Solution Pg. Option Includes:

- 1 Brand Feature Banner
- 2 Prominent Logo Placement
- 3 Company Overview
- 4 Social Media Links
- 4 Video Feature
- 5 Literature Downloads
- 6 Solution and Product Offerings Overview





Web Marketing Brand Store Front

The Store Front landing page option includes up to 7 productspecific store tabs, along with sections that give customers a broader understanding of your brand/company and enable them to download proprietary literature and videos.

The Brand Store Front Option Includes:

- 1 Brand Feature Banner
- 2 Brand Overview page with company about us, feautred categories and featured products
- **3** Up to 7 Product Specific Store Tabs

Our Packages and Special Pricing

The Web has revolutionized the way we do business. In order to compete, email activity and a strong online presence are more important than ever—strengthening customer relationships and increasing profitability. Howard has the tools and resources necessary to expand your online visibility and drive traffic your way.

- Effective Presentation
- High Visibility
- Instant Flexibility

Build your brand by letting Howard design a campaign especially for you.

Marketing Package 1

Complete Email Marketing Campaign

- Custom html email campaign design
- Sales Team email signature design
- Co-branded or custom designed marketing PDFs

Complete Web Marketing Campaign

- Home Page Banner Placement (Rotating or Static) for 1 month
- Home Page Brand drop-down Logo visibility
- Brands Landing Page Logo visibility
- Home Page Shop By Brand Logo visibility
- Featured Product placement (1 product or solution) for 1 month
- Brand Solution or Store Front Landing Page design

Marketing Package 1 Price \$7,500

Marketing Package 2

Complete Web Marketing Campaign

- Home Page Banner Placement (Rotating or Static) for 1 month
- Home Page Brand drop-down Logo visibility
- Brands Landing Page Logo visibility
- Home Page Shop By Brand Logo visibility
- Featured Product placement (1 product or solution) for 1 month
- Brand Solution or Store Front Landing Page design

Marketing Package 2 Price \$5,000

Marketing Package 3

Complete Email Marketing Campaign

- Custom html email campaign design
- Sales Team email signature design
- Co-branded or custom designed marketing PDFs

Web Marketing Campaign

• Home Page Banner Placement (Rotating or Static) for 1 month

Marketing Package 3 Price \$3,000



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