



HOWARD™
TECHNOLOGY SOLUTIONS

WINTER
SYMPOSIUM

2022 WELCOME GUIDE

Welcome to “Customer Day” at Howard’s **2022 Winter Symposium**. Today, you’ll have the chance to meet our partners, some of the biggest companies in the technology industry, and peruse their latest products and services. “Customer Day” is your day, and it wouldn’t be complete without lunch and tours of our facility. So, thanks again for taking time out to be here and—Enjoy!

DAYS 1 - 2 (DEC 6 - 7)



DAY 3 (DEC 8)



TUESDAY, DEC 6: CUSTOMER DAY

8:30AM – 11:00AM	Top Strategic Partners register/setup
9:30AM – 10:00AM	Customer registration (Front Lobby)*
10:00AM – 10:45AM	Welcome and company overview (5th Floor)
10:45AM – 11:00AM	Break
11:00AM – 11:30PM	Howard Engineering introductions (5th Floor)
11:30AM – 1:00PM	Lunch (5th Floor)
1:00PM – 4:00PM	Customers meet with partners escorted by sales reps (Breezeway)

*All sales representatives that have customers coming should be in the front lobby area and ready to greet customers beginning at 9:00AM, as some may begin arriving early.

WEDNESDAY DEC 7: WINTER SYMPOSIUM DAY

7:30AM – 8:30AM	Partners arrive
8:30AM – 9:00AM	Welcome and company overview (5th Floor)
9:00AM – 12:00PM	Sales reps meet with partners (Breezeway)
12:00PM – 1:00PM	Lunch with partners and sales reps (5th Floor)
1:00PM – 4:00PM	Sales reps meet with partners (Breezeway)

THURSDAY, DEC 8: WINTER SYMPOSIUM DAY

7:30AM – 8:30AM	Partners arrive and set up
8:30AM – 9:00AM	Welcome and company overview (5th Floor)
9:00AM – 12:00PM	Sales reps meet with partners (Breezeway)
12:00PM – 1:00PM	Lunch with partners and sales reps (5th Floor)
1:00PM – 3:00PM	Sales reps meet with partners (Breezeway)

"Success requires a visionary plan of action."

IN 1968, A YOUNG BILLY W. HOWARD, SR. LEFT HIS SUCCESSFUL CAREER at General Electric. Together with his wife Linda, he returned to his native Mississippi and created his own company, Howard Industries. Over the 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.



Howard Power Solutions

Founded in 1968, it has become the world's leading manufacturer of electrical distribution transformers.



Howard Transportation

Carrier truck line established in 1983.



Howard Lighting

Established in 1994; manufactures safe, energy-efficient LED lamps, fixtures, and ballasts.



Howard Technology Solutions

Began operation in 1998; manufactures Howard desktops, notebooks & servers; offers over 300,000 products.



Howard Education

A division of HTS that focuses solely on K12 and higher education.



Howard Medical

A division of HTS created in 2003, specializing in Point-of-Care carts and technology.



Howard Business

A division of HTS that serves business entities.



Howard Government

A division of HTS that serves Federal, State, and Local government agencies.



Howard Store

Created in 2012 as a consumer shopping site.



Web: howard.com

Toll Free: 1.888.912.3151