

COMPAQ AUTHORIZED ENTERPRISE RESELLER

Commercial Enterprise Products

WHAT IT CAN MEAN FOR YOU

We are offering an exciting program of tools, training, assistance, and incentives to highly qualified resellers who would like to sell the full line of quality Compaq commercial business system and enterprise products. Our program's goal is simple – we want to give you everything you need to increase your profits and enhance your recognition as a premier provider of computer systems and business solutions. We have developed an inclusive program designed to increase your profits through Compaq sales. The Compaq Authorized Enterprise Reseller Authorization includes access to:

- Comprehensive Sales Training
- Outstanding Technical Support
- Dynamic Marketing Materials
- Superior Sales Support
- New Product Announcement Materials

In addition to these comprehensive benefits your certification as a Compaq Authorized Enterprise Reseller can lead you to both ActionPaq and the Enterprise Solutions Provider (ESP) Programs, a collection of marketing support programs designed to produce record-breaking sales and profits for your business. By participating in ActionPaq, you'll have access to marketing funds, demo and evaluation units, Compaq Advocate Program, qualified sales leads, and more. By qualifying for the ESP Program, you can earn incremental benefits by meeting the program requirements.

AUTHORIZATION REQUIREMENTS

The Compaq Authorized Enterprise Reseller designation is granted on a location-by-location basis to highly qualified resellers who meet the following requirements:

- Meet and agree to all the Compaq Authorized Reseller Requirements, then later successfully complete a periodic review and renewal of Compaq Authorized Reseller status
- Complete Compaq Enterprise training requirements prior to authorization
- Sell \$200,000 per calendar year of Compaq Enterprise product
- Sell primarily on a face-to-face basis with full ownership for the sales cycle
- Provide technical pre-sales support
- Demonstrate a solution expertise value add by meeting one or more of the following criteria:
 - Proprietary Software Solution** – Resellers specialize in selling a "vertical" market focused software application that they have developed or acquired that provides specific solutions to new customers. A Proprietary Software Reseller must provide software customization, maintenance, installation and support services on each sale.
 - System Integration Solution** - Resellers specialize in either a networking expertise, a vertical market expertise or have exclusive selling rights to a solution. System Integration Resellers sell general purpose "horizontal" applications with a vertical focus and add value by providing substantial network, technology migration, mail and messaging or other system integration services.
 - Storage Solution Reseller** - Resellers have expertise in selling storage technology, provide multivendor storage solutions, and resell Compaq StorageWorks products primarily for integration with Compaq systems.

Please keep in mind that meeting the above requirements does not ensure Compaq Authorization

SUCCESSFUL RELATIONSHIPS BEGIN HERE

Compaq invites you to review these comprehensive benefits and then fill out an application to become a Compaq Authorized Enterprise Reseller. For additional information and to request a Compaq Enterprise Reseller Application Kit, please contact any one of these Compaq Authorized Channel Headquarters:

Dartnell	(716) 248-8899 x236	Pinacor (Storage Only)	(800) 746-2267 x64899
Gates/Arrow	(800) 332-2222	Pioneer/Keylink	(800) 832-4322 x5139
Hall-Mark Computer	(800) 927-3454 x219	Savior (Storage Only)	(800) 341-9744 x3605
Inacom (Storage Only)	(800) 843-2762 x4355	Tech Data (Storage Only)	(800) 237-8931 x83120
Ingram Micro (Storage Only)	(714) 566-1000 x24225	Total Tec	(800) 634-2588 x149
Merisel (Storage Only)	(800) 201-1322	Wyle	(800) 332-6995



Thank you for your interest in Compaq!

U.S. Commercial Product Segmentation

Business Systems

All Compaq Authorized Resellers may sell these products. Please refer to Paqfax document #5010 for information regarding applying to be a Compaq Authorized Reseller.

Intel-Based Systems:

- ◇ Handhelds
- ◇ Desktops
- ◇ Portables
- ◇ AP, SP & XP Workstations
- ◇ Associated Product Options (Monitors, Memory...)

StorageWorks Products:

- ◇ Disk Drives, CD-ROM's Drives, Cables
- ◇ Cabinets, DLT Libraries, Terminators
- ◇ Adapters, Media
- ◇ Power Cords, Converters, Mini Libraries, and Loaders
- ◇ RAID Array 3000, 3100, 450
- ◇ ProLiant / F to Fibre Channel Array Upgrade Kit
- ◇ N S Fibre Channel Tape Controller - US
- ◇ Fibre Channel Storage Hub 12
- ◇ Fibre Channel Array Kit, Rack Mount
- ◇ Fibre Array Storage Hub 7
- ◇ Fibre Channel Host Controller Kit PCI/EISA

Intel-Based Servers

- ◇ ProSignia Family
- ◇ ProLiant Family

Alpha-Based NT Servers

- ◇ Digital Server 3300, 5300, 7300
 - ◇ All LINUX-Ready AlphaServers
- All Network Access Communications Products

Enterprise Products

Compaq Authorized Resellers are required to meet all training and authorization requirements prior to selling or supporting these products.

All Alpha-Based Tru64 UNIX/OpenVMS/NT 800/1200/DS20 Servers & Tru64 UNIX/OpenVMS Workstations (including XP:Unix)

All Alpha-Based Tru64 UNIX/OpenVMS/NT 4100/ES40/8000/GS 60/GS 140 Servers

StorageWorks Enterprise-class Products:

- ◇ ESA 10000/12000 Systems
- ◇ RAID Array 7000/8000 Ultra SCSI Subsystem
- ◇ RAID Array 7000/8000 Fibre Channel Subsystems
- ◇ RAID Controllers
- ◇ Complex Disaster Tolerant Systems
- ◇ Mass Storage Tape Libraries
- ◇ Solid-state Drives



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