



## ***About Computer Products Corporation***

Computer Products was founded in 1962 and over the years has become a leading reseller of IBM solutions. Not many companies in the computer industry can boast our years of success. We are proud of our heritage, and we like to point out that our success over the years has been no accident! We believe our longevity is a testament to the effort we put forth in delivering the highest possible value to our client customers.

We are a multi-faceted sales/marketing and distribution center for IBM products and services. Our representatives throughout the United States know that companies require more than competitive pricing, they need solutions, service and support. Computer Products delivers these important services whenever dealing with its client customers.

Our attention to these services is one significant reason why our growth has been strong and steady for 40 years. Our years of operation are loaded with success stories where Computer Products consistently exceeds customer expectations. Our client customers know that Computer Products takes ownership of every transaction to ensure that the delivery of product and services is timely and accurate.

Computer Products has been an IBM Business Partner ever since IBM introduced the program. However, Computer Products has gone one step further as our Company has earned the status of IBM Premier / Advanced Business Partner since IBM developed the program in 1999. We are proud of our achievement as it represents that Computer Products continuously meets IBM's most rigorous standard for service, performance and professionalism.

### ***Delivering Terminal Solutions for Mainframe, Midrange, Windows and Linux Desktops***

For over a decade Computer Products has been a leading provider of IBM terminal products. Our knowledge of terminal technology and our volume of activity enabled us to become one of the few IBM Business Partners to enjoy a direct relationship with IBM in the terminal product line. In the mid-1990s, Computer Products was one of the first Business Partners to embrace thin-client technology which promised to be the terminal device for the future. Since the introduction of thin-client technology, Computer Products became IBM's most successful and knowledgeable thin client solution provider.

In 1998, IBM recognized Computer Products as its Top Reseller of Thin Client Technology as our company was responsible for nearly ten percent of IBM's unit sales in the United States. We continued to excel in thin-client computing as our year over year growth exceeded the expected growth in the product line. Our experience in IBM thin-clients, as well as our participation in the Citrix Solutions Network as a Gold Level partner and our work in the emerging Application Service Provider (ASP) industry translates into successful implementation of thin-client technology for our client customers.

For 2001, IBM designated Computer Products as the Business Partner of Choice for Thin-Client Computing after Computer Products was responsible for over 25% of IBM's North American unit sales for the 2000 year. Computer Products earned this distinction not only because of its success in delivering the IBM Thin-Client but also because of its deep understanding of the terminal product line and its ability to help organizations successfully implement thin-client technology into their daily operations.

Very early in 2002, IBM exited the thin-client marketplace as a manufacturer and discontinued their line of thin-client terminals. Computer Products saw the opportunity in leveraging its thin-client knowledge to identify the best alternative to the IBM thin-client. The result of our assessment is a new relationship with Ericom Software and IGEL Technology GmbH, one of the top five thin-client brands worldwide and a leading brand in the North American market.

In 2003, Computer Products expanded its solution portfolio to include the delivery of Linux Desktop applications using a server-based computing model centered around NoMachine NX. Computer Products, through its business partner relationship with NoMachine, Computer Products helps organizations reap the benefits of Open Source software with the service and support cost-effectiveness of the server-based computing model to deliver the end user computing experience.

Today, Computer Products continues its success having established itself as the leading IGEL Technology Solution Provider in North America. As the top IGEL Technology partner for both 2002 and 2003, Computer Products achieves its success through a commitment to deliver well-designed solutions that meet the business needs of its client customers.