

COMPAQ Registered Associate Initiative

Select Commercial Business System Products

WHAT IT CAN MEAN FOR YOU

We have implemented a new initiative which will allow non-Compaq Authorized Resellers to procure select Commercial Business System Products through the leadership of our Distributor Alliance Partners. The first step in creating the Compaq Registered Associate begins with Compaq's premier product set. Under this initiative, all Compaq commercial monitors, printers, hand-helds, the MP1600 projector, Armada 1500, 1500C, 1700 and 6500 and associated options and CarePacs are eligible to be resold.

In defining a new tier of reseller – the Compaq Registered Associate, Compaq wishes to expand our partner population to prospective resellers who carry the potential to advance into the Compaq Authorized Reseller designation. With this implementation, Compaq encourages companies with reseller capabilities to contact a Distribution Alliance Partner today and apply to become a Compaq Registered Associate.

Responsiveness? Upon receipt of the Application by a Distribution Alliance Partner, Compaq will process your application within 24 hours. Our reaction and quick processing to your application requests will potentially allow our Distribution Alliance Products to deliver and fulfill your needs in satisfying your end user customers requirements.

Please take the opportunity to apply for a Compaq Registered Associate status to acquire these select Compaq premier products and allow us to demonstrate our leading capabilities of products and partner quality.

Guidelines and Business requirements

The Compaq Registered Associate designation is granted on an individual application basis to reseller companies who follow the following guidelines:

- Meet and agree to the Compaq Registered Associate Terms and Conditions
- Fully complete and submit a one page, basic, application, which must be signed by an officer of the company
- Send Application to one of four Distributor Alliance Partners, as listed on the bottom of this page.
- Compaq will respond to the Distributor Alliance Partners regarding your application within 24 hours.
- Your Distribution Alliance Partner will communicate your status, including a registered ID number, if approved.
- Any benefits and support of this initiative will be offered by these Distributor Alliance Partners

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

SUCCESSFUL RELATIONSHIPS BEGIN HERE

Compaq invites you to apply for Registered Reseller status to gain access to select Compaq Products. By completing an application to become a Compaq Registered Associate. For additional information and to request a Compaq Registered Associate Application, please contact any one of these Compaq Distribution Alliance Partners:

Inacom Corporation	(800) 843-2762 x4355
Ingram Micro	(714) 566-1000 x 24212
Merisel, Inc.	(877) 800-5625
Tech Data	(800) 237-8931 x83120



Thank you for your interest in Compaq