




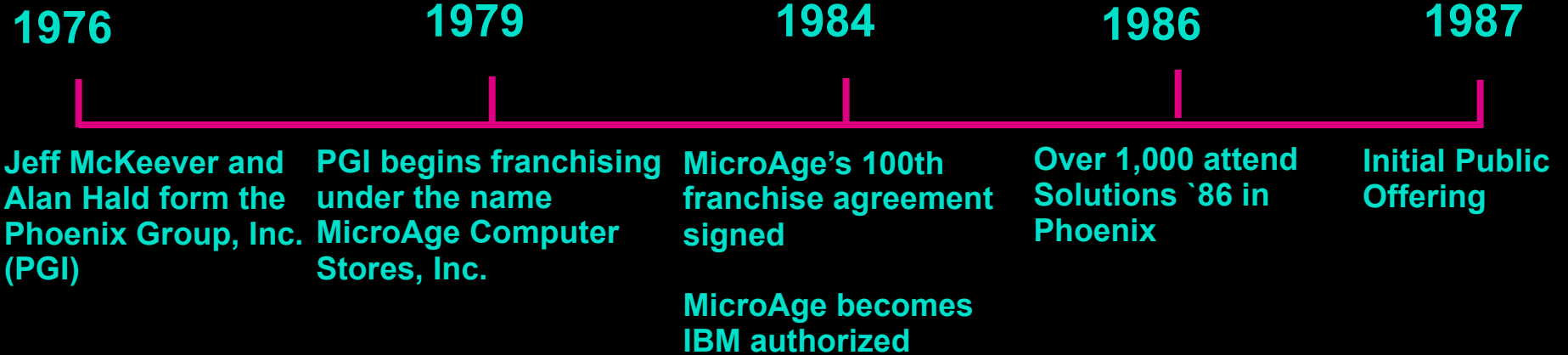




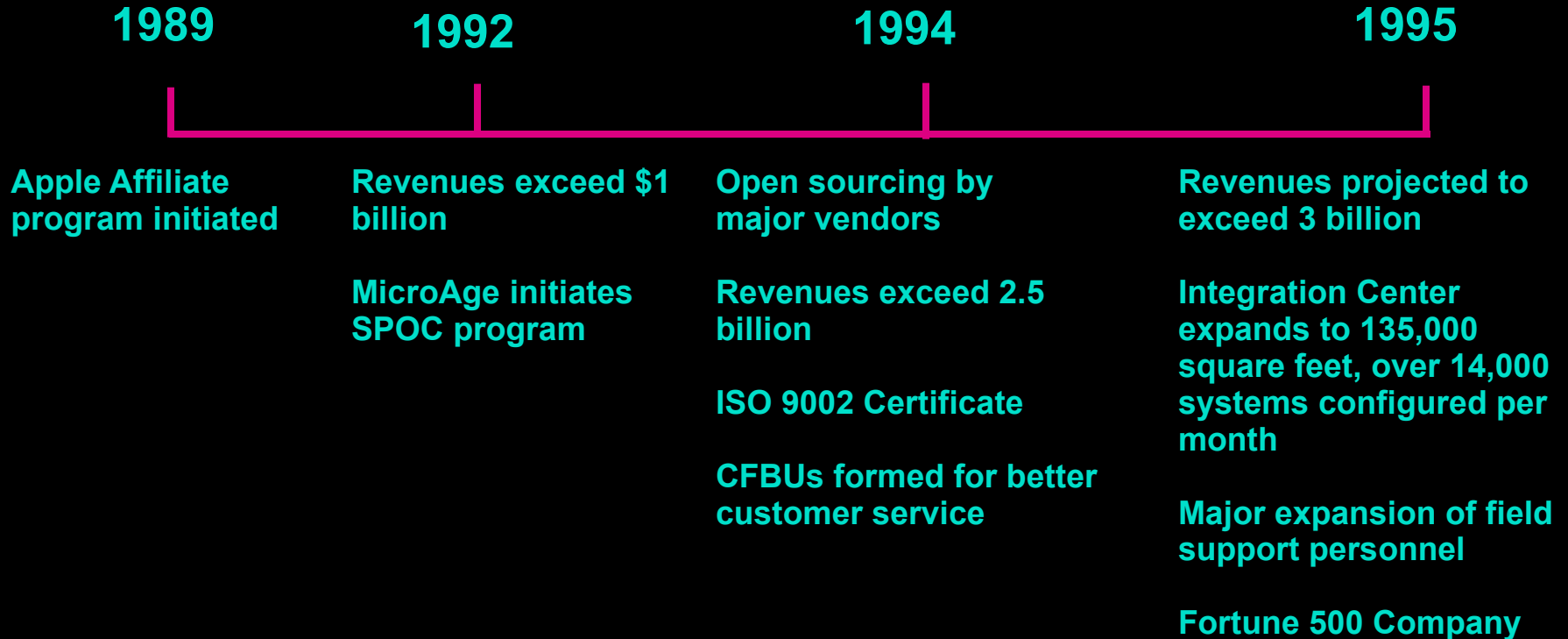
MicroAge...A Strong Partner

-  **Stability**
-  **Experience**
-  **World-class capabilities**
-  **Strong partnerships**
-  **Commitment to Quality**

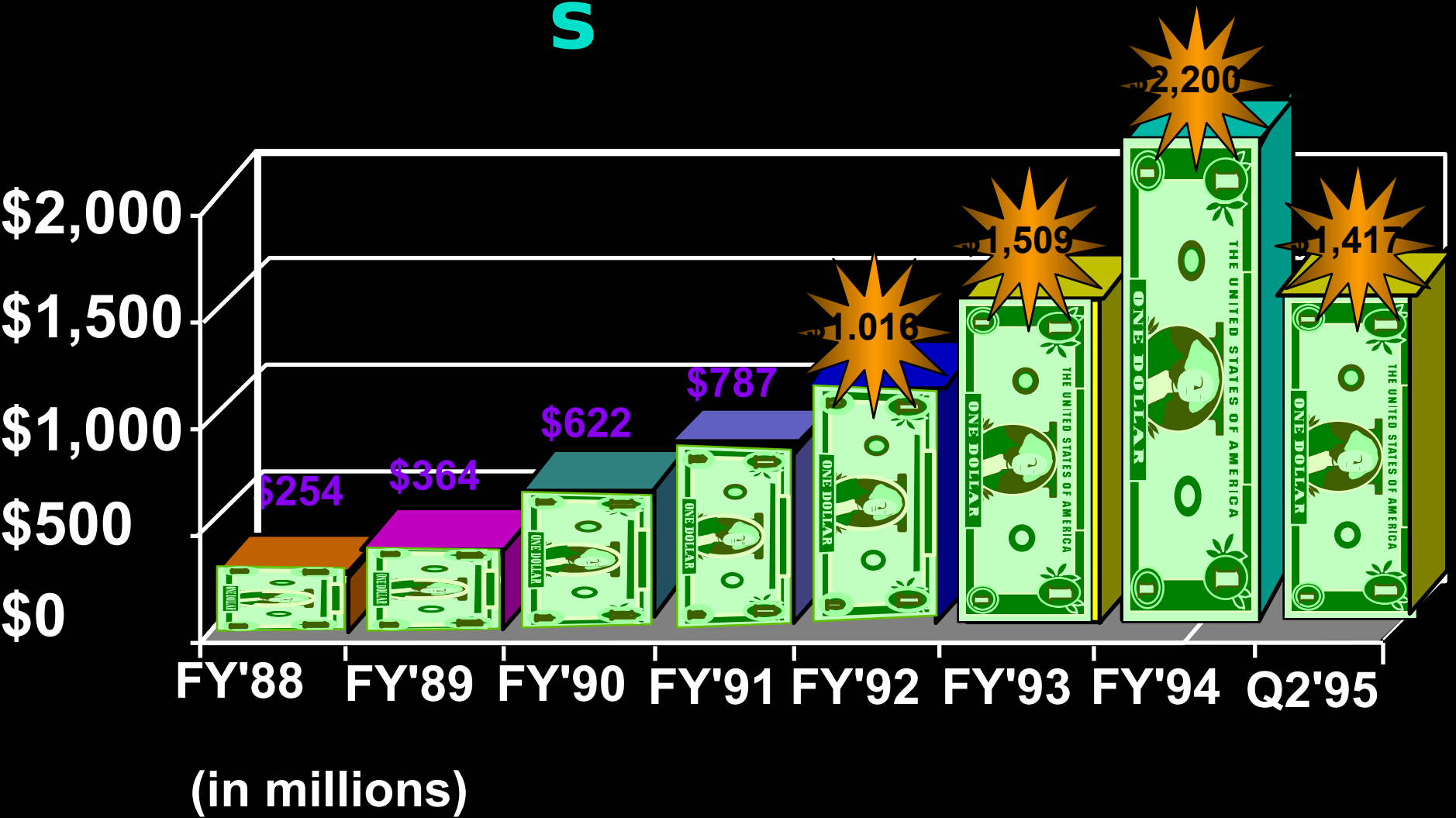
Brief History



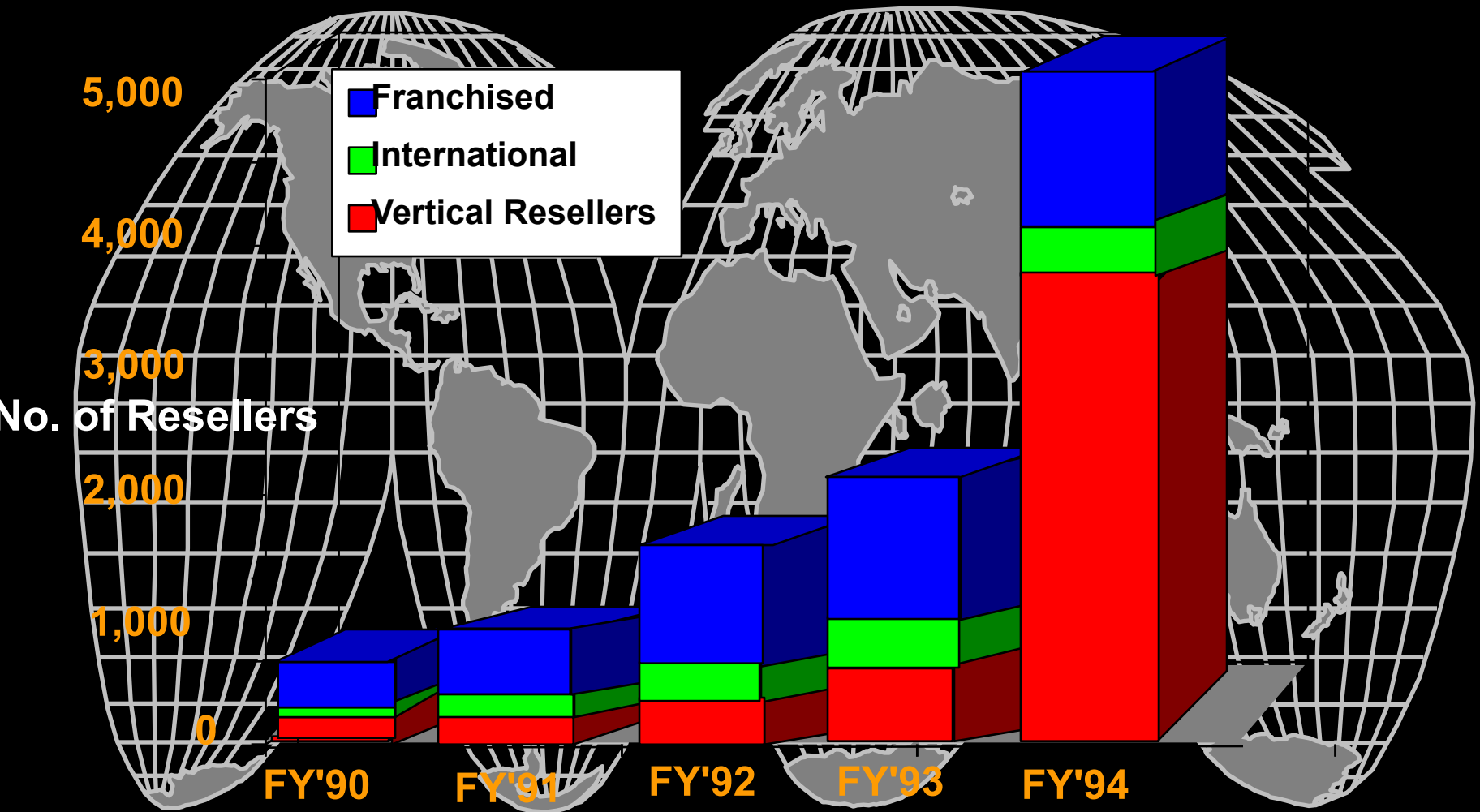
Brief History (cont.)



Revenue S



The MicroAge Network





MicroAge Channel Services - MCS

Product Purchasing | Vendor Relations | Marketing



MicroAge Computer Centers, Inc. - MCC

Large Reseller Accounts

MicroAge Solutions - MAS

MicroAge-Owned Locations

MicroAge Technologies - MAT

Specialty and Smaller Reseller Accounts

MicroAge Infosystems Services - MIS

Large End-User Accounts / International Solutions



**MicroAge Product Services -
MPS**

Distribution | Outlet Store | Configuration |
Sourcing

MicroAge Customer Support

CUSTOMERS

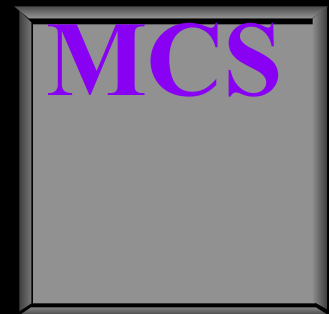


Customer-Focused Business Units

MicroAge Channel Services

MCS ensures that MicroAge obtains quality products at competitive prices. Strong relationships with vendors means powerful promotions for customers.

-  **Product Purchasing for CFBU's**
-  **Access to channels/customer segments**
-  **Vendor relations**
-  **Market services/strategy development**



MicroAge Product Services

MPS provides low-cost, high-quality distribution services to vendors and resellers of information technology products.

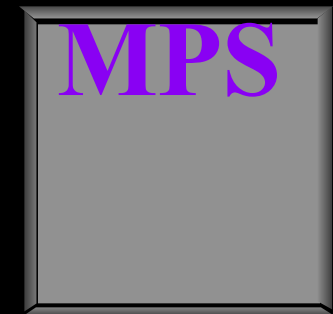
 **Distribution**

 **Configuration**

 **Technical Support**

 **Information Systems**

 **Integration**



MicroAge Computer Centers

MCC provides large-account resellers, both franchised and affiliated, with a wide array of products and services.

 **Strong secondary and tertiary market penetration**

 **Vertical application focused**

 **Numerous reseller support programs**



MicroAge Solutions

MAS operates ten company-owned locations in key metropolitan markets

 **Headquarters operated locations**

 **Corporate program testers**

 **Complement to local affiliates**



MicroAge Technologies

MAT is committed to servicing Value Added Resellers and System Integrators.

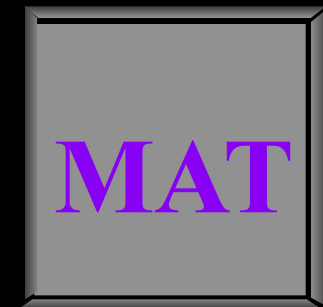
 Knowledgeable, proactive sales representatives

 Presales configuration assistance

 Flexible credit policies




 Highly experienced with

VAR channel



MicroAge Infosystems Services

MIS develops channels to serve end users in partnership with the reseller network.

-  Large account end-user focused
-  State and local government contracts
-  Systems integration
-  International solutions




MIS

The Differences Are Real

Customer Satisfaction

Superior execution of our capabilities drives customer satisfaction.

 Highest rating in 1993 *CRN* “Preferred Distributor Study”

 ISO 9002 Rated Integration Center

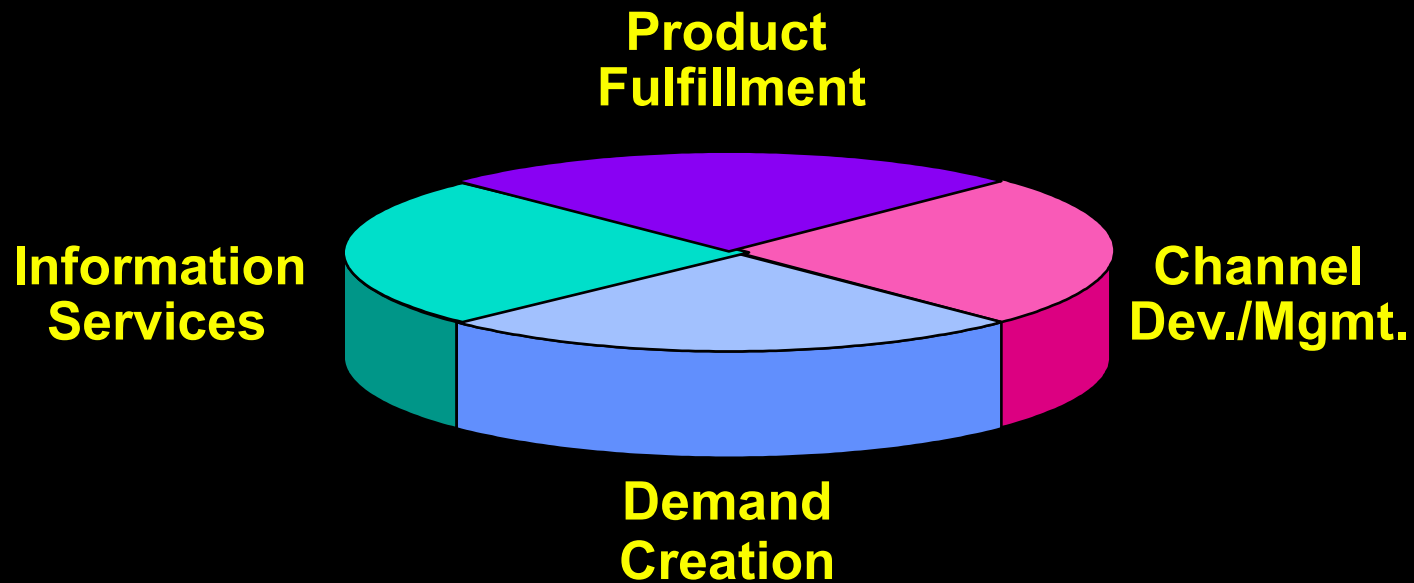
 “Lighthouse Award”

 Reseller loyalty

The Differences Are Real (cont.)

Core Capabilities

Energy and resources are spent only on activities that build on the company's core capabilities.



The Differences Are Real (cont.)

Financial Strength

MicroAge has grown solely on the basis of its own internal resources rather than relying on buy-outs or acquisitions to fuel its growth.

 **Money magazine award (vaults Phoenix to top of major metro portfolios)**

 **Low cost structure**

 **Excellent access to capital**



Why Partner with MicroAge?

 **Enhance your organization's profile and service offerings**

 **Improve your performance and market share**

 **Impact your bottom line**

Commitment to Quality - The MicroAge Way -

At MicroAge, we will perform error-free work 100% of the time for everyone we serve.

To do this, we must fully understand customer requirements, as well as the processes needed to do the job right the first time.

Our success will come only when we conform to the requirements of those we serve.

A Team of Champions

With our champion *Single Point of Contact* philosophy we serve our accounts better because we work harder to develop and maintain strong relationships with each and every one.



MicroAge...

