

TOSHIBA



National Accounts Program



Are You Looking For A Business Communications Solution?

If your company has multiple locations and you want to standardize your business communication system throughout your organization, you face a series of challenges that need solutions. Fact is, you need more than high-quality telecommunications equipment standardized throughout your organization. You also need a simple, reliable, standardized way to select, purchase, install, and service that equipment—no matter where your offices are located.

Toshiba's National Accounts Program is the answer.

Can a single supplier provide and distribute equipment to each location?

Should you contract with a local dealer or a national supplier?

Will the supplier be in business one year from now? Two years from now?

Can equipment prices be guaranteed in advance?

Can labor prices?

Who will manage the installations?

Will billing be centralized?

Are payment options available?

Is a down payment required?

Who will install it?

Are they reliable?

Can a single supplier provide ongoing service for each location?



National Accounts Program

Toshiba's National Accounts Program can make managing your organization's present and future business communications needs easy, cost-effective and efficient.

Manufacturer Direct

Headquartered in Irvine, California, Toshiba America Information Systems (TAIS) is an affiliate of the Toshiba Corporation, a \$54 billion worldwide company. By becoming a Toshiba National Accounts Program customer, you have a direct relationship with TAIS and all the resources of the Toshiba Corporation. Which means you can be confident that we have the strength and stability to stand behind our products today, tomorrow and in the future.

National Account Agreement

When you select the Toshiba National Accounts Program, your contract is established directly with Toshiba America Information Systems. That's our guarantee to you that you'll be satisfied with the performance of our National Accounts Program, Toshiba equipment and Authorized Dealer Network.

Nationwide Dealer Network

Toshiba distributes its business communication products through a comprehensive network of 375 factory-trained authorized dealers located throughout the U.S. With over 800 branch sales and service facilities, this network is unequalled in the telecommunications business. Only those dealers who have demonstrated the highest levels of sales, support and service are invited to contract directly with us. Through our National Accounts Program, you'll be assigned an Originating Dealer. This ensures that you have a "local point of contact" who is dedicated to servicing your company's business communications and voice processing needs and is there to give you immediate service and support.

Single Point of Contact

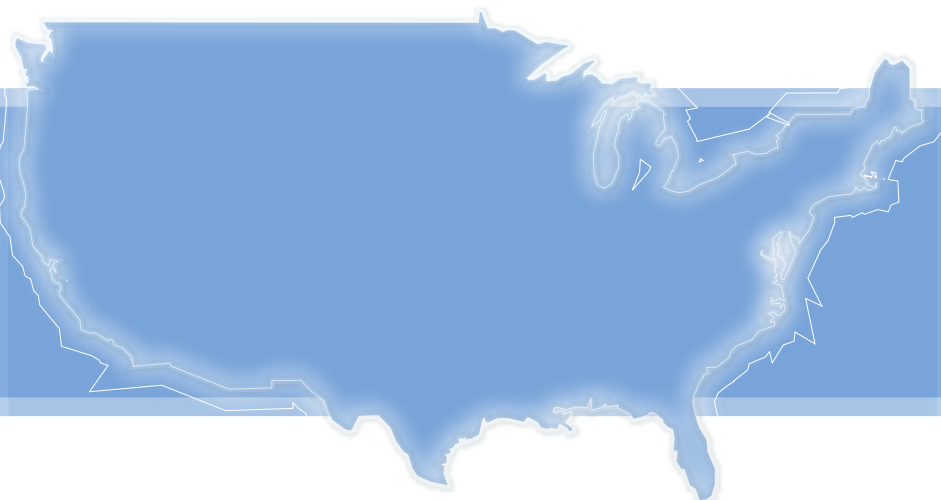
As a National Account customer, you'll be assigned a National Account Coordinator who is familiar with you and your company's needs. This facilitates smooth order processing and efficient communication and gives you the benefit of dealing directly with the manufacturer. Whether you're upgrading your offices or equipping a new one, your National Account Coordinator will be there to manage shipping, design, installation, training, ordering and invoicing. This ensures that your new business communication systems are up and running, quickly and efficiently.

Uniform Equipment And Labor Pricing

Upgrading your existing offices or equipping new ones requires extensive planning and budgeting. Toshiba helps by supplying pre-set equipment and labor costs and convenient pricing and configuration sheets. As a result, you're able to project purchase and installation costs quickly and accurately for any location in the U.S.

Centralized Billing

Because we are responsible for compensating our dealers, we're able to simplify the purchasing and billing process by invoicing you directly. As a National Account customer, you'll receive one detailed National Account bill from Toshiba and Toshiba will take care of compensation to the dealers.



TOSHIBA

No Down Payment

We require no up front payments from our National Account customers. Our unique pay-as-you-go program reduces your initial capital outlay and helps you manage costs.

Flexible Financing

Toshiba offers our National Account Customers a variety of financing options, including leasing and third party financing. This enables you to choose the financing option appropriate to your capital planning objectives.

Equipment Standardization and Reliability

Standardizing your business communication equipment throughout your organization is the best way to ensure product compatibility and ease of use. Your employees will be able to travel from one office to the next and use their telephones without confusion. And by choosing our key, PBX, or voice processing/automated attendant systems, you'll be purchasing products that lead the industry in quality, performance and reliability.

National Accounts Plus One Service Program

Provides after warranty service, parts and labor, to all National Account locations throughout the Nation. Provides a single point of contact for service coordination, for all service calls, 24 hours-a-day. From full coverage maintenance to time and materials service, to include adds, moves and changes.

With this program, you now have one point of contact for ALL of your account needs.

Through our National Accounts Program, Toshiba is able to offer you an unsurpassed combination of high-quality business communication systems; simplified purchasing; installation and service; and standardized equipment, paperwork, and pricing. Compare it to any program of its type in the country. Then join us as another satisfied customer of the best National Accounts Program in the business.

For more information, please call a Toshiba National Account representative today.



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