



EXPEDITION CLUB™

Merisel now makes it easier to support your customers... to turn a profit... to keep pace with the changes in computer technology... to get to the top. The Expedition Club from Merisel — a program created to help resellers climb to higher levels of success.

Minimum purchase requirements, maximum benefits

All of the benefits listed below become available to you at annual purchase levels as low as \$50,000.

- Special pricing discounts
- Highly trained, dedicated Expedition Account Executives
- Custom pricing via the Web
- Reduced fees
- Free ground freight on orders over \$1,000
- Free access to Product Specialists
- Reseller Advocate Desk
- Reseller-oriented financial services
- Free technical support
- Customized marketing services
- Special toll-free numbers

Pricing

The Expedition Club offers special reseller discounts based on annual purchase volume. While you may have to wait a full quarter to obtain upgraded pricing at some distributors, as an Expedition Club member you can qualify for upgraded discounts each month, allowing you to be more competitive in the marketplace and add more profit to your bottom line. With every purchase from Merisel, you move yourself toward a higher program level and greater benefits.

Dedicated Expedition Account Executives

To provide you with the fastest possible service, Merisel has designated specific sales reps as Expedition Account Executives. These specially trained sales reps are Merisel's most knowledgeable salespeople and support a limited number of accounts, so you receive faster, more personalized service.

Our teamwork pays off for you

Expedition Account Executives are grouped in teams, for those rare moments when your dedicated Account Executive is not available. Team members know each other's accounts, providing you with the highest level of personalized service.

Someone on your side

Merisel's Reseller Advocate Desk gives members one point of contact for quick resolution of any issue or question within Merisel — shipping, credit, marketing promotions, manufacturer information, returns or DOAs. Your call will be handled by a Reseller Advocate associate, who will respond to your issue immediately and ensure that you are completely satisfied with our assistance. You can reach the Reseller Advocate Desk at (800) 482-6824, opt. 6.

Special knowledge, special training

You have access to Merisel's dedicated Product Specialists, who are specially trained to answer your questions about the products and programs of selected manufacturers. They can help you choose the right product, get answers directly from the manufacturer and provide feedback to them, help arrange sales calls, and help you find demo and evaluation units when available.

Expedition Club continued

Faster, better authorization

You have direct access to our Vendor Authorizations Desk, where your applications get priority processing and you can ask for assistance and tips on how to complete the authorization documents. Take advantage of our years of experience in helping resellers become authorized.

Account status via the Web

You can monitor your account status and progress in the Expedition Club on a weekly basis via Merisel's Web site. In addition, you will receive customized e-mail with promotions from the manufacturers you select. To fill out an e-mail profile, visit www.merisel.com.

Reduced fees

By eliminating or reducing service fees, the Expedition Club increases your profit margins every time you buy from Merisel. Restocking fees are eliminated. And on orders of less than \$300, the small-order fee is reduced to just \$5.

Free freight

As an Expedition Club member, you get free ground freight on all orders over \$1,000. It's an easy way to improve your profitability.

When you need it right away

To provide you with faster, more dependable shipping, we work with UPS to help you meet your customers' deadlines. This means you get high-quality UPS service for your orders every day.

24/7 service

In response to your needs, we've completely revamped SELline — our on-line ordering system — to the improved, robust SELline II. It offers you fast ordering capabilities and comprehensive pricing, inventory information and product specifications, 24 hours a day, 7 days a week. You can access SELline II via the Internet through Merisel's home page at www.merisel.com.

Technical support

The Expedition Club aims to provide you with timely technical support because we understand that product information is crucial to making the right purchasing decisions. Our Electronic and Technical Support Services team has access to nearly limitless manufacturer information with their state-of-the-art technical intranet system. As an Expedition Club member, you always have free, unlimited access to pre-sales technical support from our highly trained staff. You also receive free, unlimited post-sales technical support as an Expedition Club member.

Financial services

The Expedition Club gives you the credit you deserve through a number of exclusive programs. You can access the Creative Financing Help Desk by calling (800) 893-5893 and become eligible for quarterly increases in your credit line, if needed, and annual credit reviews.

Here are some of the many offerings:

- Dedicated financial services reps
- COD, credit card and a variety of net terms
- Early Pay discount program
- Escrow programs
- Preferred Partnership/Joint PO program
- Assignment of Proceeds
- Credit enhancements
- Inventory financing (through our flooring partners)
- Hardware and software leasing
- Long-term financing/notes
- Merisel Direct Ship program
- Low-cost credit-card processing
- Dun & Bradstreet service discounts
- Web site access to detailed information about our programs

Free Softeach passes

As an Expedition Club member, you receive unlimited free passes to Softeach, Merisel's premier computer products training forum. This