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AFM Locals get approved for Charity licensing with Microsoft

The AFM announces today that effective immediately, all AFM Locals qualify for Microsoft Charity Pricing with Softchoice Corporation. Prices are significantly lower, sometimes as much as 80%. For instance:

Microsoft Office Professional 2003 Regular Price: \$400-\$450

Microsoft Office Professional 2003 Charity Price: \$70-\$100

Other Software

Softchoice is also able to offer other software in greater discounts due to the AFM affiliation and volume licensing expertise.

Hardware

Creating a one-stop shop, Softchoice offers all AFM Members hardware products at a great discount. Other important notables:

A wide selection of products

- Over 9000 manufacturers and 120,000 products

Shipping/Delivery

- Over 45 warehouses located throughout the US & Canada

- Most orders ship same day and delivery happens within 2-4 business days. Ground shipping free on orders over \$1600.

Service

- Dedicated Inside Sales Rep for all AFM locals which is Jenn Lo

Pricing know-how with fulfillment programs designed to save you money

Consolidation

Given the current AFM organizational structure, all local chapters have the power to purchase software and hardware products independently. While this allows autonomy, the AFM is presently missing out on efficiency in technology standardization and additional money saving opportunities.

Consolidation allows organizations like the AFM to pool their volume purchases together and save significant amounts of time and money.

Benefits of Consolidation

Some of the classic benefits of consolidation are:

Save Time

- By choosing one standard for software and hardware, AFM locals can drastically reduce the amount of time spent on trying to figure out what technology makes sense.

- Softchoice can help with mapping out the right technology solutions and help manage these plans into the future.

Save Money

- By not maintaining one standard, all locals are buying with their independent volumes from many different sources.

- If some or all of the locals were to make a concerted effort to buy from one source, and agree on one kind of standard (for either software or hardware), costs would fall anywhere from 10-40 % immediately.

- By contributing to the pool, you help other locals who may be smaller take advantage of the same aggressive pricing discounts that typically would only be available to larger groups.

- Make software and hardware manufacturers aware of the AFM! By pooling resources, the level of support is known to increase greatly.

Softchoice as a Technology Partner

Softchoice has worked with many organizations like the AFM and helped them to pool consolidated volume together to lower costs and save time on purchases.

With two points of contact, all AFM locals will have access to a variety of backend resources, such as technical and licensing teams and category experts in the areas of storage and security.

Recommended Next Steps

The AFM has provided Softchoice with a list of all AFM Locals and their locations.

Please contact Jenn Lo, your dedicated Inside Sales Account Manager, and provide her with a list of your planned purchases for the next 3-6 months. Once we compile a comprehensive list, we can determine what next steps to take together as business partners.

Or logon to www.softchoice.com (username: afmlocal, password: afm) to browse the Softchoice website for all your software and hardware needs. You will need to set up an account for your Local and our sales team can help you with that.

AFM's Dedicated Softchoice Account Team

Inside Sales Account Manager, Main Contact

Jenn Lo

jlo@softchoice.com

Direct: 888.607.7638 x2663

Fax : 800.268.7639

Corporate Account Manager

Amar Sheth

Amar.Sheth@Softchoice.com

Direct: 703.527.5716

Fax: 703.469.3897