

Press Release

*******For Immediate Release (May 3, 2004)**

NEC-Mitsubishi Electronics Display Introduces GovClub™ Program to Help Solution Providers Penetrate the Public Sector

New membership program offers solution providers exclusive pricing, bid support and marketing tools to target government and education markets

Highlights:

- NEC-Mitsubishi introduces GovClub™ membership program offering solution providers exclusive pricing, bid support and marketing tools for government procurements.
- GovClub enables solution providers to leverage NEC-Mitsubishi's CRT and LCD monitors to enhance productivity and reduce costs for federal, state and local government, education and healthcare agencies.

CHICAGO – May 3, 2004 – NEC-Mitsubishi Electronics Display of America, Inc., the number one stand-alone vendor of flat panel desktop displays, today announced GovClub™, a membership program that includes its best-in-class Government Allowance Program (GAP) to offer exclusive pricing, bid support and marketing tools for solution providers who sell to the government sector. The program enables solution providers to help North American federal, state and local government, education and healthcare agencies to leverage NEC-Mitsubishi Electronics Display's CRT and LCD displays, while enhancing productivity and reducing costs.

"NEC-Mitsubishi recognizes the importance of the public sector market for our partners and we are committed to helping them succeed with a true business advantage," says Sherry Mangas, Government Operations Manager for NEC-Mitsubishi Electronics Display of America, Inc. "The new GovClub program allows us to work with solution providers to create customized agreements that leverage our partner's expertise and service offerings with NEC-Mitsubishi's products and contract vehicles."

Offering a wide range of high quality LCD and CRT displays at various price points, NEC-Mitsubishi Electronics Display meets the diverse computing needs of professionals while delivering performance and reliability. NEC-Mitsubishi Electronics Display's products are in accordance with an array of compliance standards and meet government procurement criteria, including compliance for accessibility (Section 508), trade agreements, recycling and ENERGY STAR. The company also holds its own GSA Federal Supply Schedule and its displays are federally compliant.

"NEC-Mitsubishi offers a comprehensive range of high quality displays, which enable us to provide our government and education customers with complete visual display solutions that meet their unique needs," Len Carter, Senior Vice President of Federal Sales for International Global Systems, "The GovClub program will provide us with additional advantages and benefits to facilitate opportunities, allowing us to further increase our bottom line."

GovClub membership includes:

- Exclusive discounted pricing opportunities (GAP) - Members may request special discounts and pricing offered by their favorite suppliers through their government/education programs that utilize NEC-Mitsubishi Electronics Display's GAP.
- Discounted demo pricing - Members receive a 50% discount off the street price of AccuSync CRT monitors and 30% off LCD monitors offered through the program (limited quantities apply).
- Letters of supply and contracting teaming arrangements - NEC-Mitsubishi Electronics Display allows solution providers to include its product line in their own government contracts. As required by the GSA and most state contracts, the Government Operations Office of NEC-Mitsubishi Electronics Display will provide the official Letters of Supply, manufacturer's certificates and/or authorizations directly to the bidder or indirectly through the supplier.
- Priority tech support - Members benefit from elite status within NEC-Mitsubishi Electronics Display's tech support system.
- Lead generation - NEC-Mitsubishi Electronics Display is dedicated to providing members with fresh leads to leverage new revenue opportunities.
- Dedicated government staff - NEC-Mitsubishi Electronics Display's government team is always available to provide their expertise along with the internal Government Operations staff.
- Direct communications - NEC-Mitsubishi Electronics Display will provide market news promotions and sales contests in addition to announcements and interesting news articles.

For More Information About GovClub

Effective May 3, 2004, solution providers must be a member of the program in order to receive this exclusive price advantage in addition to the other benefits provided by GovClub. For more information visit or contact NEC-Mitsubishi Electronics Display's Government Operations Office at 1-800-284-6320.