

En Pointe Technologies Launches SupplyAccess.com Subsidiary To Offer Internet-Based B2B IT and MRO Product Procurement

Los Angeles, CA, February 10, 2000 -- En Pointe Technologies, Inc. (NASDAQ: [ENPT](#)), a leading e-commerce provider of IT products and services, today announced the marketplace entry of SupplyAccess™, Inc., currently a wholly-owned subsidiary which will provide business-to-business Internet-based direct procurement of a broad line of information technology (IT) and materials, repair and operation (MRO) products and services.

The new company offers a web-enabled, no-customer-fee procurement tool and direct buying portal site for Fortune 1000 customers. The SupplyAccess.com network automates MRO and IT product acquisition, from end user requisitioning and approval workflow through electronic product procurement and delivery tracking. SupplyAccess™ provides open access to more than 172,000 IT product SKUs from five of the largest U.S. distributors, representing over 70% of all available PC products today.

"In 1993, En Pointe created an electronic virtual inventory model that is suited to the Internet. Our new subsidiary, SupplyAccess.com™, will extend these advanced network and application tools for use in the broader e-procurement marketplace," says Bob Din, En Pointe Chairman and CEO. "SupplyAccess™ offers Fortune 1000 customers and other entities a time and cost saving tool for sourcing, buying, and servicing a broad line of IT/MRO products and services. The new company will also target selected vertical markets, including aircraft maintenance parts for the aviation industry. The SupplyAccess web-enabled application contains configuration and complex display capabilities that conventional e-procurement providers may not offer. SupplyAccess™ is a hosted business-to-business web application built on Microsoft's Site Server, and integrated to the new company's customized SAP-based enterprise fulfillment engine. These two powerful platforms, combined with an application design that offers practical IT standards configuration and publishing, as well as automated requisition approval workflow routing, provides an innovative e-business procurement and workflow tool for all MRO products. In addition, the Microsoft-SAP platform will enable SupplyAccess.com to extend multi-language multi-currency services to international customers interested in procuring for and supporting offices around the globe.

Unlike other leading MRO procurement applications, SupplyAccess™ handles complex computer and office product combinations and configurations, enabling users in IT and procurement departments to easily browse pre-defined standard bundles with optional upgrades and create requisitions for systems and equipment that meet corporate specifications. In addition, users can access contract-specific real time price and availability information, including special direct manufacturer pricing. The design allows an organization to leverage pricing by buying from a few select vendors, and to reduce support costs by minimizing the variety of platforms and peripherals the typical IT infrastructure management is required to support.

By the end of the first quarter of this year, customers will also be able to browse supplier catalogs and order office supplies, furniture, equipment, facilities products and packaged telecom systems.

SupplyAccess™ can be customized quickly to display the customer's logo and message statements to employees, along with pre-defined standards for desktops, laptops, servers, network hardware and software. SupplyAccess' low-cost approach also includes standard EDI, XML, and OBI transaction sets for customers interested in building complete e-commerce relationships.

The application's requisition workflow feature tracks and posts just where an end user's requisition is in the approval and procurement process at all times. More importantly, corporate buyers can view requisitions moving through the organization's approval levels, and use this information to forecast purchasing and provide suppliers with information needed to ensure on-time delivery. End users and buyers can view the progress of their purchase orders in real time, from order confirmation and estimated arrival dates to line item delivery-to-dock tracking data. Corporate purchasing cards are processed easily, and all transactions are encrypted and authenticated with Verisign's Digital Certificate system.

More than 20 major corporations are currently using various SupplyAccess.com modules. "SupplyAccess allows me to get a quote to our customers in a matter of hours, where in the past it would have taken days," says Ron House, Site Support Supervisor for GTE Internetworking. "Fast turnaround leads to customer satisfaction, and in our competitive market delays are always costly." The application is attracting the attention of numerous state and local government agencies interested in controlling maverick purchasing and reducing procurement costs.

SupplyAccess™ is at the forefront of automated business-to-business e-commerce systems today," says Mac McConnell, Vice President of E-Commerce. "Our customers have benefited immensely by reducing requisition cycle time, shrinking procurement costs by as much as 75% while improving control, and most importantly, lowering product prices by consolidating and leveraging their manufacturer sourcing. SupplyAccess.com™ goes to market with a proven high-volume, high-reliability track record."

SupplyAccess can be test demonstrated in a special guest section available at the portal site, at www.supplyaccess.com

About En Pointe Technologies, Inc.

En Pointe Technologies, Inc. is a national business-to-business e-commerce provider of IT products and value-added services, using proprietary and non-proprietary software and systems to drop-ship materials, repair and operation ("MRO") products to its customers through an electronically linked network of the largest allied distributors in the U.S. This software allows En Pointe to serve as an electronic clearinghouse of computers and computer related products without many of the risks and costs associated with maintaining inventory. En Pointe offers its customers direct on-line access to 70% of the mainstream PC products. En Pointe Professional Services offers "total solution" system consulting services such as: pre-sale consulting, design, training, customization and integration.

En Pointe is represented nationally with a concentration in more than 20 sales and service markets throughout the United States, as well as a value-added ISO 9002 certified integration facility in Ontario, California. Visit En Pointe at www.enpointe.com.

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