

En Pointe Technologies Announces Major Contract With the State of Minnesota

EL SEGUNDO, Calif., Nov. 3 /PRNewswire/ -- En Pointe Technologies, Inc. (Nasdaq: [ENPT](#)), a leading national provider of business-to-business information technology products and services, announces it has been awarded the Information Technology Solutions contract with the State of Minnesota. The contract, with a potential value in excess of \$150 million per year, is for an initial period of two years with options for annual renewal thereafter.

"The State of Minnesota contract validates En Pointe's position as a full service technology vendor. Because of the inherent complexities of managing multiple service level agreements under one contract, the State of Minnesota was looking for a company who had a proven record of delivering both hardware as well as managed services, under one umbrella, at highly competitive rates. En Pointe was one of the clear choices," stated Tom Dresser, Vice President of Global Services. "Their decision to award us both the procurement and service portion of their annual IT contract testifies to En Pointe's ability to serve all of its customers' needs."

Under the terms of this agreement, En Pointe will provide procurement of hardware and services for over 1,100 entities, including 130 state agencies, 87 counties, 155 cities, and 75 school districts. En Pointe has been providing IT products and services to other state and local governments for the past seven years including agencies within the states of California, Georgia, New York and Washington.

"En Pointe continues to be innovative and is committed to developing technologies which drive efficiencies in e-procurement, supply chain management and delivered services," said Michael Archer, Senior Vice President of Sales. "These improvements in all aspects of our business, clearly demonstrate En Pointe Technologies' commitment to the marketplace."

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.

For further information, please contact En Pointe Technologies at (310) 725-5200, or

Arlene Crispin
Executive Office Coordinator
Phone: (310) 725-5265
Fax: (310) 727-5803
email: acrispin@enpointe.com

Forward-Looking Statements

This press release contains forward-looking statements that involve a number of risks and uncertainties. Among the important factors that could cause actual results to differ materially from management's projections, estimates and expectations include, but are not limited to:

1. Changing economic influences in the industry including, but not limited to, those related to the Internet and those related to distribution of information technology and business products and services, and those relating to the market's perception and evaluation of business-to-business solutions providers.
2. The development by competitors of new or superior delivery technologies, or entry in the market by new competitors, or the loss of customers by the company, or decline in demand for the products sold by the Company
3. Dependence on intellectual property rights
4. Delays in product development or disruptions in the functioning of key software.
5. The company's and its subsidiaries' dependence on key personnel, and potential influence by executive officers and principal stockholders
6. Any delay in execution of the company's and its subsidiaries' system development or financing plans
7. Planned or unplanned changes in the quantity and/or quality of the manufacturers and suppliers available for the company's and its subsidiaries' products
8. The actions of manufacturers and suppliers of the company's and its subsidiaries' products
9. Changes in the costs or availability of products
10. General business conditions in the economy and other factors referred to in the company's Securities and Exchange Commission filings.

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Contact:

Javed Latif, 310-725-5212

ilatif@enpointe.com