

## **En Pointe Technologies Sales, Inc. Announces Industry Veteran as New Chief Executive Officer**

Los Angeles, CA (May 25, 2000) - En Pointe Technologies, Inc. (Nasdaq: [ENPT](#)), a leading national provider of business-to-business information technology products and services, announced today the appointment of Michael R. Shabazian as its new President. Mr. Shabazian was brought in to assist in the implementation of the next phase of En Pointe's growth strategy and will act as the Chief Executive Officer of the primary operating subsidiary, En Pointe Technologies Sales, Inc. Bob Din, the Chairman of the Board, will remain as CEO of the parent, En Pointe Technologies, Inc., and devote his primary focus to the recently formed, wholly owned subsidiary of the company, En Pointe Technologies Ventures, Inc. of which he will be Chief Executive Officer and President.

"Mike will be a valuable addition to the executive management team," said Bob Din, Chairman of En Pointe. "His significant industry expertise will play a critical role in the roll out of our next generation of business-to-business products and services. Mike is a seasoned senior executive with a tremendous track record of delivering results for all stakeholders, whether they be customers, employees, or shareholders."

"En Pointe is committed to being the premier technology and service supplier to large enterprises, both Fortune 2000 and governmental," declared Mike Shabazian. "The company's highly powerful, scalable IT platform will enable the business to deliver a broad range of products and services to a broad customer segment."

Michael Shabazian has held various executive positions in the computer industry during his distinguished 30-year career. Most recently he was founder, Chairman and Chief Executive Officer of Arbor Computer Corporation, a white-box manufacturer of custom-built PCs. Prior to that, Mr. Shabazian held the positions of President and Chief Operating Officer of Intelligent Electronics, Inc., a distributor of computer systems and components and operator of large retail office supply superstores. During his tenure with IE, he is credited with growing sales from \$530 million to over \$3 billion annually. As President of U.S. Operations of Computerland Corporation through the early 1980's, he transformed and expanded the business and grew it from \$250 million to over \$1 billion. Mr. Shabazian was an integral member of the IBM team that rolled out the IBM PC in 1981. He received his undergraduate degree from the University of Michigan and an M.B.A. from California State University at Sacramento.

### **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](http://www.enpointe.com).

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

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### **About firstsource corp.**

firstsource corp., is a leading business-to-business e-commerce provider of innovative procurement

solutions for small and medium-sized companies over the Internet. Customers of firstsource corp.'s three business units, inpowerSM, firstsource connectSM and firstsource.com, utilize its proprietary end-to-end sourcing/purchasing/fulfillment online management system, the inpowerSM FSP platform, to connect directly with multiple distributors of business products.

The inpowerSM business unit licenses access to the inpowerSM FSP platform in whole or in part to companies who desire to build online e-businesses, and firstsource connectSM creates customized Web-based purchasing centers for companies seeking to reduce procurement costs, streamline internal requisition processes and improve service delivery.

With more than 279,000 unique product SKUs to choose from, businesses shopping at [www.firstsource.com](http://www.firstsource.com) can search, compare, price and purchase business products and services 24 hours a day, seven days a week. Its CEO is David Hagan who can be contacted at [dhagan@firstsource.com](mailto:dhagan@firstsource.com).

#### **About SupplyAccess Inc.**

SupplyAccess, Inc. is a provider of web-based applications, solutions, and portal sites that facilitate business-to-business direct procurement of a broad line of information technology (IT) and materials, repair and operation (MRO) products and services, as well as a carefully-targeted set of vertical market exchanges, including aircraft parts and medical supplies.

The low-cost procurement tool and quickly-integrated e-commerce portal site is designed for Fortune 1000 customers and government entities who are searching for a complete automated buying application that can be implemented in a matter of weeks, at little or no cost to the organization. The SupplyAccess<sup>®</sup> network automates MRO and IT product acquisition, from end user requisitioning and approval workflow through electronic product procurement and delivery tracking. SupplyAccess<sup>®</sup> provides open access to more than 172,000 IT product SKUs from the five largest U.S. distributors representing over 70% of all available PC products today. Additional product catalogs, including office supplies, equipment, furniture, packaged telecom systems and facilities products, are available to customers who want to maintain single electronic procurement relationships across all vendors. SupplyAccess<sup>®</sup> is designed to interoperate with all existing marketplace electronic exchanges, bringing global procurement connectivity to its customers without the expense of onsite application implementation and maintenance. SupplyAccess<sup>®</sup> has a portal site that can be visited at [www.supplyaccess.com](http://www.supplyaccess.com). It features a guest login that can be used to demonstrate much of the client application functionality. Its CEO is Kevin Schatzle who can be contacted at [kschatzle@supplyaccess.com](mailto:kschatzle@supplyaccess.com).

#### **About EnRamp**

enRamp, Inc., based in Huntington Beach, CA, offers corporate affinity programs to both businesses and non-profit organizations, allowing participating employers to provide their employees the tools needed to enjoy the benefits of the Internet, including e-commerce, e-education and e-tainment. An integrated benefit for participating employers is the ability to efficiently, and swiftly disseminate current corporate benefits information, corporate communications, and on-line training programs to their employees.

The enRamp<sup>™</sup> corporate affinity programs provide employees a choice of flexible system configurations that currently are based on the high-powered K6-2 and Athlon<sup>™</sup> processors produced by Advanced Micro Devices (NYSE: AMD). System processor speeds will range from 533MHz to 850MHz and are determined by the configuration levels chosen. These systems will come complete with Microsoft Windows 98 Operating System, Microsoft Works and enRamp.net provided through AT&T (NYSE: T) and the enRamp<sup>™</sup> eXpress<sup>™</sup> portal. The eXpress<sup>™</sup> portal gives users one-touch access to over 315 eXpress<sup>™</sup> zone sites for shopping, research and entertainment.

enRamp, Inc. is located at 15175 Springdale Street, Huntington Beach, CA 92649. (714) 799-RAMP (7267); email [sales@enramp.com](mailto:sales@enramp.com). It can be found on the web at [www.enramp.com](http://www.enramp.com). Its CEO is Chuck Gamer who can be contacted at [cgamer@enramp.com](mailto:cgamer@enramp.com).

This press release may contain 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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