

# **En Pointe Technologies Signs Contract to Provide Services and Product to Major West Coast Bank**

Los Angeles, CA – October 24, 2003 – En Pointe Technologies, Inc. (NASDAQ:ENPT), a leading national provider of information technology products and services, has signed a two-year agreement to provide technical support services along with hardware and software products to Union Bank of California, N.A., a major west-coast bank that operates over 275 branches throughout the western United States. Under the terms of this contract, En Pointe will provide upgrade and replacement services for server, personal computer and printer technologies.

“This engagement will allow us to leverage En Pointe’s fully-integrated service offerings,” said Eric Keating, Vice President of Services for En Pointe Technologies, Inc. “Our ability to accept orders using a punch-out from our customer’s Ariba system through En Pointe’s AccessPointe e-procurement system contributed to this win. Our other service offerings include: catalog management, asset management, software integration, image and inventory management, and program management for field installation services. We’re providing these services through a combination of our highly-qualified field and corporate service personnel, utilizing our Clarify management system and our ISO 9001:2000 certified integration operation in Ontario, California.”

“Winning this deal was truly a team effort,” said Bob Din, Chairman and Chief Executive Officer of En Pointe Technologies, Inc. “While the customer was impressed with the services we’ve provided to our other customers, it was the complete package of technical support and product procurement services that sealed the deal.”

En Pointe's Professional Services organization has over 280 trained, technology service professionals with a presence in approximately 20 metropolitan areas throughout the U.S. En Pointe’s service offerings include: IMAC services, multi-vendor break/fix support, Enterprise Help Desk (internal and external), warranty services and design engineering. The En Pointe service organization provides support to En Pointe's hardware and software procurement service enterprise customers. For more details, please refer to En Pointe's corporate Web site ([www.enpointe.com](http://www.enpointe.com)).

## **About En Pointe Technologies, Inc.**

En Pointe Technologies, Inc. is a leading national provider of information technology products, e-business solutions and professional services to medium and large commercial customers and government and educational accounts of all sizes. En Pointe Professional Services offers value added services such as: Pre-sales consulting, Technology Planning and Management, which includes -- integration, configuration, deployment and migration, Helpdesk Support Services, Project and Program Management, and Infrastructure Support and Maintenance.

En Pointe, a minority business enterprise, is represented nationally with a concentration in over 22 sales and service markets throughout the United States, as well as a value-added ISO 9001:2000 certified integration operation in Ontario, California. Please visit En Pointe at [www.enpointe.com](http://www.enpointe.com).

## **About Union Bank**

Based in San Francisco, UnionBanCal Corporation is a bank holding company with assets of \$42.6 billion at September 30, 2003. Its primary subsidiary, Union Bank of California, N.A., has 278

banking offices in California, 4 banking offices in Oregon and Washington and 20 international facilities. The company's Web site is located at [www.uboc.com](http://www.uboc.com).

### **Forward-Looking Statements**

This document contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. In addition, from time to time, En Pointe Technologies, or its representatives, have made or may make forward-looking statements, orally or in writing. The words "estimate," "project," "potential," "intended," "expect," "anticipate," "believe" and similar expressions or words are intended to identify forward-looking statements. Such forward-looking statements may be included in, but are not limited to, various filings made by the Company with the Securities and Exchange Commission, press releases or oral statements made with the approval of an authorized executive officer of the Company. Actual results could differ materially from those projected or suggested in any forward-looking statements as a result of a wide variety of factors and conditions. Reference is hereby made to the Company's Annual Report on Form 10-K for the fiscal year ended September 30, 2002, for information regarding those factors and conditions. 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: Changing economic influences in the industry; dependence on key personnel; actions of manufacturers and suppliers; and, availability of adequate financing.

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