

## **En Pointe Technologies Achieves IP Telephony Revised Specialization from Cisco Systems**

Los Angeles, CA – March 9, 2004 - En Pointe Technologies, Inc. (NASDAQ:ENPT), a leading national provider of information technology products and services, today announced that it has achieved the IP Telephony Revised Specialization from Cisco Systems®. This specialization recognizes En Pointe for having acquired the training and knowledge necessary to plan, design, implement and operate comprehensive Cisco® IP Telephony solutions in the enterprise markets.

“This IP Telephony Revised Specialization has resulted from the efforts of many team members here at En Pointe who’ve worked very hard to meet Cisco’s stringent requirements,” said Bob Din, En Pointe’s Chairman and CEO. “The achievement of this certification represents our continuing commitment to offer the best in products and services to our customers.”

Din continued, “By bringing Cisco’s IP Telephony products to our customers together with the solid technical skills and expertise of our highly-regarded service team, we believe we’ll be offering our customers a winning combination that will separate us from the average value-added reseller. En Pointe is continuing to expand the array of solutions we offer to our customers, positioning us as a central point of contact to meet our customers’ technology product, service and solution needs. Finally, we believe this Specialization will assist in contributing to our goal of moving us towards a greater focus on higher-margin services and solutions.”

“IP telephony continues to rapidly evolve into a mainstream business solution, representing a tremendous opportunity for our Channel partners,” said Surinder Brar, senior director of Worldwide Channels Marketing for Cisco Systems. “Companies, such as En Pointe, who have achieved the Cisco IP Telephony Revised Specialization, will play a pivotal role in helping organizations identify the numerous competitive advantages of a converged IP telephony solution.”

### **Resource Requirements**

The IP Revised Specialization required En Pointe to fulfill the following job roles with qualified individuals who have met specific testing requirements: an account manager, responsible for IP telephony sales methodology; a project coordinator, responsible for project coordination and execution; a systems engineer, responsible for Cisco IP Telephony solution planning and design; two field engineers, one responsible for the implementation and operation of the Cisco IP Telephony solution, and one responsible for the Cisco Unity™ Unified Messaging solutions; and an operations specialist, responsible for troubleshooting network problems related to IP telephony solutions.

### **Customer Satisfaction Requirement**

In addition to the personnel requirements, En Pointe was also required to provide a minimum of six IP telephony reference accounts. From these six reference accounts En Pointe had to obtain a 4.5 out of 5 customer satisfaction rating.

### **Lab Requirement**

The IP Telephony Revised Specialization also required En Pointe to build an IP communications operational lab, to be used for demonstration, support, and training. Additionally, En Pointe is replacing its telephony products with Cisco’s IP products at its headquarters location, giving En Pointe’s customers hands-on access to an operational installation of Cisco’s telephony products and solutions, demonstrating their ability to improve productivity.

“En Pointe achieved Silver Certification from Cisco Systems, Inc. in early 2003,” said Kevin Schatzle, En Pointe’s Senior Vice President of Sales, Marketing and Services. “We believe that the addition of the Cisco IP Telephony Revised Specialization is a natural compliment to our Silver Certification and reinforces our commitment to this marketplace.”

## **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. A state-of-the-art e-commerce network electronically links En Pointe, via AccessPointe™ and its back-office business systems, to the largest distributors and manufacturers in the industry. En Pointe offers direct on-line access to several billion dollars of mainstream IT products available in the United States while eliminating the risks associated with carrying significant inventory. Its flagship software AccessPointe™ provides En Pointe's customers with the ability to create private electronic exchanges, accessed through the Web, procurement applications or ERP systems, to efficiently manage the procurement process and allow the Company's customers to make fully informed strategic buying decisions. 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 (MBE), is represented nationally with a concentration in over 17 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).

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, 2003, 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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