

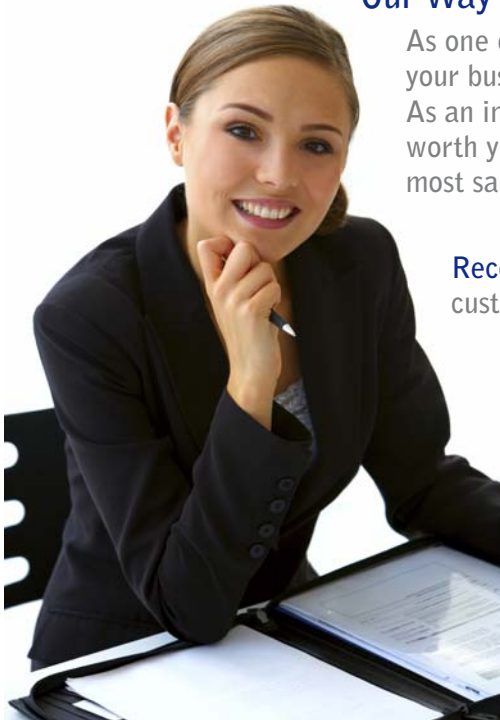
AdVantage

Upgrade your interest... And we'll upgrade your benefits with Trustco AdVantage.

Trustco is the UK's leading provider of servers, storage, communication and virtualisation solutions. Because we appreciate the value of each of our unique clients, we've designed a programme to amplify the benefits to clients who increase their investment and focus on Trustco. We've listened to all your feedback and are pleased to introduce Trustco AdVantage—your gateway and priority access to all that Trustco has to offer.

Our Way of Saying Thank You

As one of our most loyal clients, we at Trustco want you to know we appreciate your business and look forward to extending our relationship well into the future. As an incentive, the Trustco AdVantage will make buying from Trustco even more worth your while with numerous benefits to you. Let us introduce some of the most salient aspects:



Recognition - We want you to know you're appreciated and your loyalty as our customer does not go unnoticed.

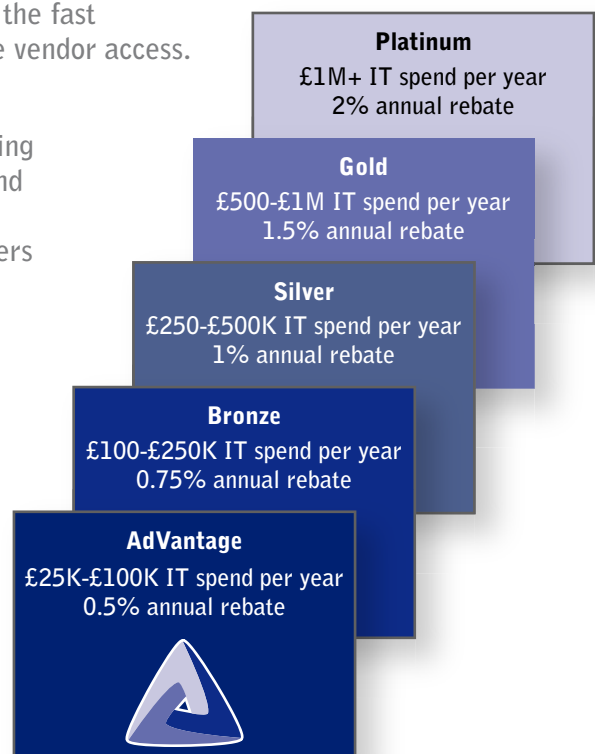
Visibility - Many of our clients want more visibility into the buying process so that's what we've provided for our Trustco AdVantage members. You will be granted access to our innovative CRM providing custom reports and dashboards for improved purchase visibility.

Priority - We understand that new technology becomes available every day so efficient timing becomes a factor in providing first class service. As a Trustco AdVantage member, you will receive the latest news on the hottest products as soon as it is available. You will also receive priority shipping and communication. It's the fast track to all-inclusive vendor access.

Customer Intimacy - Customer intimacy is crucial to understanding the individual needs of our clients so we can deliver a friendly and professional service at a competitive price. So that we can understand your individual requirements, Trustco AdVantage offers a consultative approach at a management level that includes quarterly executive reviews. Without any pressure to buy, you still have freedom and choice of supplier. It is down to us to prove ourselves with each and every order you look to place.

Five Tiers Personalised for Your Unique Needs

We understand that needs vary from client to client. Therefore, we've designed Trustco AdVantage with five tiers of commitment, and benefit, based on your level of IT spend with Trustco.



InView Visibility at a Glance

The InView customer web portal grants access to our innovative CRM. Here you will find custom reporting and dashboards detailing the various aspects of your individual sales transactions. To name a few InView perks, you will receive full visibility of outstanding quotes, track the value of your AdVantage fund, have the ability to purchase online, organise favourites, as well as set up standard purchasing configurations and view sales order summaries.



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Vendor Focus—Customer Focus

Trustco AdVantage members are granted access to vendor resources to help solve your specific IT issues.

Preferred Partner



invent



NetApp



Trustco also offers AdVantage Members access to corporate events sponsored by Trustco and select technology vendors.

Some of this information is available in the Trustco InFocus quarterly newsletter that features vendor announcements, service updates, focus vendors and free trials or solution audits.

Flexibility to do What You Want to do

To add to your personalised Trustco AdVantage experience, we've enabled further flexibility to how you can utilise your annual rebate. We give you the option to spend it on additional products from Trustco, donate it to a charity of your choice, or use it for an annual office event or function.

Destination Rest, Relaxation, and



Trustco AdVantage members receive priority reservations for the luxurious LifeStyle apartment. Feel free to unwind in a contemporary, laid-back environment complete with two bedrooms and access to the Invigorate Massage Therapy Centre.

Sign Me Up

Contact Trevor Kennard, our Sales Director, today to receive the benefits and savings of Trustco AdVantage. When you join we'll include dedicated dual account management, free delivery on all orders, free server build and tests as well as access to Trustco discounts through third-party partners.



We also offer you the chance to create a free short video for your website, through Trustco Productions - our green screen web video division.



Trustco Plc is a UK based IT solutions provider with a focus on virtualisation, servers, storage & communication solutions from the very best Tier 1 technology vendors.

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WE APPRECIATE THE OPPORTUNITY TO EARN YOUR BUSINESS