



TOSHIBA TEC CANADA CERTIFIED RE-SELLER PROGRAM FOR EMJ - A TECHNOLOGY SOLUTIONS DIVISION OF SYNEX CANADA LTD.

1. CERTIFIED RE-SELLER PROGRAM

Toshiba TEC Canada Inc. has an aggressive mandate to grow its business and increase its thermal printer market share in Canada. Subsequently, we are approaching competent goal oriented companies with the opportunity of becoming a Toshiba TEC Canada Inc. Certified Re-Seller (CTTR). The Certified Re-Seller Program allows a company to purchase Toshiba TEC printers and accessories from EMJ / Synnex Canada Ltd. at preferred pricing levels.

2. CERTIFIED RE-SELLER PROGRAM DETAILS AND HIGHLIGHTS

A. MANDATORY REQUIREMENTS

The Toshiba TEC Certified Re-Seller Agreement must be signed by both Toshiba TEC Canada Inc. and the CTTR agreeing to the terms and conditions as laid out by the Agreement.

- 1). The CTTR agrees to the sales requirements of the Agreement: 5 Toshiba TEC printers purchased per year from EMJ / Synnex Canada Ltd.
- 2). The CTTR must participate in both a Sales and Technical Training Session within a 1 year period.
- 3.) The CTTR agrees to purchase at least one printer / per model / per year from EMJ / Synnex Canada Ltd. For the sole purpose of performing demonstrations for potential new customers. The CTTR will be given special demo pricing as stated below.
- 4). A completed Credit Application must be forwarded to EMJ / Synnex Canada Ltd. to establish both financial terms and a customer number. If they are already a EMJ / Synnex Canada Ltd. customer this requirement does not apply.
- 5.) The Certified Re-Seller Agreement is sent only to companies who complete and return the "The Toshiba TEC Certified Re-Seller Application Form" to EMJ / Synnex Canada Ltd.
- 6.) Toshiba TEC Canada Inc. reserves the right to either approve or decline companies for the Program.
- 7.) If the approved CTTR meets its sales obligations over the 12 month Agreement period then the Agreement will be extended for another term. If the CTTR does not meet its sales commitments over the 12 month Agreement period, they will be downgraded to a Non-Approved Toshiba TEC Re-Seller (NTTR) and subsequently not be entitled to the benefits of the Certified Toshiba TEC Re-Seller Program.

B. PROGRAM HIGHLIGHTS

The Certified Toshiba TEC Re-Seller Agreement once signed by both parties allows the CTTR the following benefits:

- 1). To purchase Toshiba TEC printers and accessories from EMJ / Synnex Canada Ltd. at a preferred price.
- 2). To purchase spare parts directly from EMJ / Synnex Canada Ltd. at a preferred price.
- 3). Full and direct access to the resources of Toshiba TEC Canada - The Customer Service Team and Order Desk, the Sales and Marketing Team, the Bilingual Technical and Service Team, the Application Development Team, marketing and sales literature and the Product Showroom in Mississauga, Ontario.
- 4). The CTTR will be given a customer number which allows for access to Toshiba TEC's secure partner website for manuals, technical documents, and service parts lists and schematic diagrams
- 5). The ability to purchase demo equipment at special CTTR levels. The CTTR has the ability to purchase 1 demo printer per model / per year, as well as any newly released product within the calendar year. The Demo Equipment can be purchased at 10% below standard CTTR pricing.
- 6). The CTTR must participate in a technical sales training on Toshiba TEC Printers:
The goal is to give the CTTR the ability to provide complete support of the Toshiba TEC product line for their customers.
*** These Training Sessions will be held at an EMJ / Synnex Canada Ltd. Office - Montreal or Guelph. These training sessions will be held on a quarterly or semi-annual basis with details to be provided by EMJ / Synnex Ltd.**
- 7). Sales leads will be given to the CTTR based upon their geographic location and based upon the frequency of sales and product enquiries being sent directly to Toshiba TEC Canada Inc.

3. CERTIFIED RE-SELLER PROGRAM PRICING

- 1.) EMJ / Synnex Canada Ltd. is to offer CTTR's the most aggressive pricing on all printers and printer options offered through Distribution.
- 2.) Non-Approved Toshiba TEC Re-Sellers will not have access to the preferred printer and option pricing, the Demo Equipment Program, and to direct contact with the resources of Toshiba TEC Canada Inc.
- 3.) Non-Approved Toshiba TEC Re-Sellers who are customers of EMJ / Synnex Canada Ltd. can be directed to Toshiba TEC for access to the Program.

4. CERTIFIED RE-SELLER PROGRAM DEMO PROGRAM

- 1.) Demo Toshiba TEC equipment (printers and options) can be purchased directly from EMJ / Synnex Canada Ltd. at 10% below standard CTTR pricing.
- 2.) This special demo pricing applies to CTTR's, and only with the direct approval of Toshiba TEC Canada. Toshiba TEC Canada will monitor the CTTR's demo equipment purchases to ensure they do not exceed the one printer / per model / per year policy.
- 3.) Any newly released Toshiba TEC printers over the Agreement period can be purchased by the CTTR as demos exclusive of the one printer / per model / per year policy Demo Program.
- 4.) Non-Approved Toshiba TEC Re-Sellers will only have access to the Demo Program if they fill out the Toshiba TEC Certified Re-Seller Agreement and become CTTR'S subject to the approval of Toshiba TEC Canada Inc.

5. CERTIFIED RE-SELLER PROGRAM COMMENCEMENT

The Program commences on October 1, 2007.