



December 3rd, 2008

Attention: Norm Chapman
RE: Partnership between CDI and NEISTE

I want to thank the NEISTE Board for the invitation and hospitality in Newport. Your members always make us feel welcome, and these visits serve to remind us why we love our educational clients and reinforce our decision to focus on this market.

A well-structured partnership holds great potential for both NEISTE and CDI. In partnering we hope to accomplish the following goals:

- Leverage your voice to get our message out to your membership.
- Solicit steady feedback from the membership.
- Extract value and cost savings by aggregating volume.

We desire to support NEISTE's growth and development. Being stronger will enable NEISTE to better serve members and be more authoritative vetting partners to benefit stakeholders in the New England states.

As a NEISTE Partner, we desire to benefit as follows:

- Have access to an updated contact database of the membership and the ability to communicate with the membership at pre-agreed regularity.
- Be a vetted partner and have the option of using the NEISTE logo and the term "Approved Partner" with our marketing.
- Have link presence on the NEISTE and members' web sites.
- Be able to poll the membership for information both electronically and at actual meetings. The ability to convene focus groups to discuss solutions, products and services would be of great benefit as well.
- Receive the support of NEISTE in approaching New England state contracts.
- Partner on space and personnel at Educational shows.
- Present at NEISTE Board meetings and/or functions as a "Tier 1" sponsor.

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We offer to provide value as follows:

- A dedicated program of discounts and preferred services to NEISTE and its affiliates. We suggest the following:
 - Hardware discount of 10% on all refurbished technology.
 - Priority Service including free cross shipments on failures.
 - Extended warranties to 5 years for all hardware.
 - Free access to technical support through the life of the equipment.
 - Discounted shipping rates.
 - Free collections days for technology waste.
- A Marketing Fund of 3% of all hardware purchases made by the membership to be returned to NEISTE and distributed as it sees fit. We desire to assist in the strengthening of the organization and the propagation of its message.
- A dedicated web portal to support the membership.
- A discounted Employee Purchase Plan (EPP) for all Educators and Students within the New England states.
- Provide the membership with access to our sizable database of technical and market information. We would provide access to our technical staff, Whitepapers and surveys we produce from time to time.

We are aware that there is some concern about ordering procedures for NEISTE members. We are open to any avenue that might work for your membership. We can set up a dedicated web store to allow member school districts to order on line, provide you with a dedicated sales and sales support staff to allow members to order and get support over the phone, and/or we will be happy to deal with NEISTE directly if you so desire. We will take your lead, but we are comfortable we can provide any of these solutions.

We also believe that we can provide additional value to NEISTE by making our marketing tools (direct mailers, email and fax blasts, web site and our contact database) available for NEISTE to communicate with its membership. Getting your message out is expensive and we hope you can save some of this cost by using our tools and technical infrastructure.



Further, we would appreciate the opportunity to join any advisory board where our voice can provide some value.

Of course, we would love the opportunity to bring any NEISTE member to our Toronto facility for a tour and discussion. If such an opportunity arises, we would make the arrangements and cover the costs.

We are prepared to adjust where necessary for this partnership to be as perfect as possible. The work we do to put an agreement in place can then be used by the NEISTE to strike other relationships and sign additional agreements.

With regards,

Saar Pikar
SVP and General Manager
CDI Computer Dealers