

**Dear Valued CompUSA Manufacturer Representative:**

As you know, CompUSA has undergone some dramatic changes to improve our ability to serve the interests of our dedicated customers and small business clients, as well our manufacturer-partners. One thing that will not change is our dedication to developing our Team Members into service and product knowledge experts who provide customers an outstanding shopping experience.

CompUSA partners with Creative Channel Services (CCS) to provide our 6,000 valued Team Members in over 100 stores cutting-edge online education on key products and selling techniques. Accessed via CompUSA's intranet from all stores, the CCS-developed GoCompUSA Learning Portal offers convenient, focused and memorable training, growing our associates' knowledge in the products they sell every day.

With the support of vendors like you, the GoCompUSA Learning Portal will continue to help our associates enhance CompUSA's sales, customer satisfaction ratings and overall success. CompUSA associates value your information on product features, accessories and add-ons because it helps them better assist customers, and studies have consistently shown a 10 – 20% increase in sales transactions for products featured in the GoCompUSA training program.

The above in mind, CompUSA is expanding and refining our Team Member education strategy, providing targeted training to specific selling teams, starting with a new program for our Business Sales & Services group, which includes over 1,000 high-performing salespeople who work with a network of thousands of independent technology consultants to serve our small business clients. We will also target additional training to our home entertainment and technical services teams.

As a key CompUSA vendor, you are vital to the success of our training initiatives. We encourage you to participate in the GoCompUSA training program which has demonstrated outstanding results for our manufacturer-partners. Please contact CCS or your CompUSA representative to find out more about the available opportunities to have our Team Members learn about your products.

Best regards,



**Paul Ewert**

Executive Vice President & GMM

**CompUSA**