

**TOSHIBA**  
Leading Innovation >>>

National Accounts Program





## Are You Looking For a Business Communications Solution?

If your company has multiple locations and you want to standardize your business communication system throughout your organization, you face a series of challenges. Fact is, you need more than uniform, high-quality communications equipment. You also need a simple, reliable approach to select, purchase, install, and service that equipment—no matter where your offices are located.

### Toshiba's National Accounts Program is the Answer

Toshiba's National Accounts Program makes managing your present and future business communications needs easy, cost-effective and efficient.

- Can a single supplier provide and distribute equipment to each location?
- Should you contract with a local dealer or a national supplier?
- Will the supplier be in business one year from now? Two years from now?
- Can equipment prices be guaranteed in advance?
- Can labor prices be guaranteed?
- Who will manage the installations?
- Will billing be centralized?
- Are payment options available?
- Is a down payment required?
- Who will install the system?
- Are the installers reliable?
- Can a single supplier provide ongoing service for each location?

### Manufacturer Direct

Headquartered in Irvine, California, Toshiba America Information Systems (TAIS) is an affiliate of the Toshiba Corporation, a \$67 billion worldwide company. By becoming a Toshiba National Accounts Program customer, you have a direct relationship with TAIS and all the resources of the Toshiba Corporation. Which means you can be confident that we have the strength and stability to stand behind our products today, tomorrow and in the future.

### National Account Agreement

When you select the Toshiba National Accounts Program, your contract is established directly with TAIS. That's our guarantee to you that you'll be satisfied with the performance of our National Accounts Program, Toshiba equipment and our Authorized Dealer Network.

### Nationwide Dealer Network

Toshiba distributes its business communication products through a comprehensive network of 400 factory-trained authorized dealers located throughout the U.S. With over 800 branch sales and service facilities, this network is unequalled in the telecommunications business. Only those dealers who have demonstrated the highest levels of sales, support and service are invited to contract directly with us. Through our National Accounts Program, you'll be assigned an Originating Dealer, a local point of contact who is dedicated to servicing your company's business communications and voice processing needs with immediate service and support.



## Single Point of Contact

As a National Account customer, you'll be assigned a National Account Coordinator who is familiar with your company's needs. This facilitates smooth order processing and efficient communication and gives you the benefit of dealing directly with the manufacturer. Whether you're upgrading your offices or equipping a new one, your National Account Coordinator will be there to manage shipping, design, installation, training, ordering and invoicing. This ensures that your new business communication systems are up and running, quickly and efficiently.

## Uniform Equipment and Labor Pricing

Upgrading your existing offices or equipping new ones requires extensive planning and budgeting. Toshiba helps by supplying pre-set equipment and labor costs and convenient pricing and configuration sheets. As a result, you're able to project purchases and installation costs quickly and accurately for any location in the U.S.

## Centralized Billing

Because we are responsible for compensating our dealers, we simplify the purchasing and billing process by invoicing you directly. As a National Account customer, you'll receive one detailed National Account bill from Toshiba and Toshiba will take care of compensation to the dealers.

## No Down Payment

We require no up front payments from our National Account customers. Our unique pay-as-you-go program reduces your initial capital outlay and helps you manage costs.

## Flexible Financing

Toshiba offers our National Account customers a variety of financing options, including leasing and third party financing. This enables you to choose the financing option appropriate to your capital planning objectives.

## Equipment Standardization and Reliability

Standardizing your business communication equipment throughout your organization is the best way to ensure product compatibility and ease of use. Your employees will be able to travel from one office to the next and use their telephones without confusion. And by choosing our IP communication systems that include functionality for PBX, auto attendant, voicemail, unified communications, and more, you'll be purchasing products that lead the industry in quality, performance and reliability.

## National Accounts Plus One Service Program

This program provides after warranty service, parts and labor to all National Account locations throughout the nation. It provides a single point of contact for service coordination, all service calls, 24 hours-a-day with full coverage to include adds, moves and changes.

The Toshiba National Accounts Program offers you an unsurpassed combination of high-quality business communication systems, simplified purchasing, installation and service, and standardized equipment, paperwork, and pricing. Compare it to any program of its type in the country. Then join us as another satisfied customer of the best national accounts program in the business.

For more information, please call a Toshiba National Accounts representative today.



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