



The *Memory Specialists*

## Educational Partnership Program



**Quality Products | Competitive Pricing | Superior Service**

### INTRODUCTION

Dear Educational Partner,

Thank you for your interest in our company. 4 All Memory has launched a **new Educational Partnership Program** that we would like to introduce to you. This new program was specifically designed to offer valued educational Partners with **generous educational discounts** off our already competitively priced memory products, **free** Federal Express shipping and our **new** BuyBack Advantage Program (see following page).

In addition, the program will provide you with a direct point contact from our educational sales team that you can contact via phone, email or online chat. This contact would be assigned to your account and assist you with all sales and service including introducing new and ongoing special incentives and customized donation programs.

Our goal is to continue building long-term and strong partnerships and we will do whatever it takes to earn your business by providing you with exceptional service; the best products in the market and again, very special discounts.

***A quick overview of why we stand above the competition. We are proud to offer you:***

- A **Lifetime** Memory Replacement Warranty
- A **Buy-Back Advantage Program** (see following page)
- **Exceptional** Customer Service (assigned educational specialists – see last page)
- Only **Grade A** Memory Products
- A **30-Day** Money Back Guarantee
- **100%** Product Compatibility Guarantee
- **Automatic** Net 30 / Purchase Order Terms to EDU clients
- **Free** Fed-X Shipping on all Orders

***4 All Memory, An Educational Partner You Can Count On!!***

The following pages provide you with an outline of our new Educational BuyBack Advantage Program as well as a brief overview of our company. Please feel free to contact your assigned Educational Sales Specialist at any time.

Please remember, generous educational discounts are **ONLY** available through the Educational Sales Team and not off our website. Email or call your assigned Educational Sales Specialist today for a special price quote!

We look forward to serving you. Thanks again for your time and interest!

Educational Sales Team  
4 All Memory

## BUY-BACK ADVANTAGE PROGRAM

Welcome to the 4 All Memory / Educational BuyBack Advantage Program; where you can turn your old memory into savings on your new memory. It is very common for an educational computer to get upgraded and the old memory is thrown away, tossed in a drawer or lost. Now you can use this easy program to save money.

### See example:

- Educational customer buys a 1GB stick of memory from us for \$100.00
- Educational customer returns a 256MB stick of memory and gets \$25.00
- The \*Net cost to the Educational customer is only \$75.00!

**\*Keep in mind, channeling your bid/quote requests through the Educational Sales Team (see bottom of page #4) will extend additional savings to you.**

In this scenario the Educational customer saved 25% off the retail price of the 1GB memory module. We can even make this easy for you by sending a return label with your order. If needed; we can even send you a box and pre-paid return label. *It doesn't get any easier than that.*

### Send us your old obsolete memory too!

4AllMemory.com donates old memory to several non-profit organizations that upgrade old computers for people in need. Most standard memory we buyback is sold at auctions or to wholesalers. Some memory will be sold on our site if it passes our internal *triple* testing recertification program. Passing means we can certify it with our Lifetime warranty.

### So how do you sell us your Ram?

**Purchase the memory you need from our Educational Sales Team** (see last page for contact info). We'll make sure we add a "return label" to your order.

Once you receive and install the new memory just peel and stick the label on the same custom box your new memory arrived in. (If possible include a copy of your invoice.) Our return label is not needed for buyback nor are you required to use our box.



Once we receive the buyback memory we will issue a payment to you against the order you just received. You can email us to get an estimate of the credit value but it usually 40% - 60% of the price listed on our website or the current open market price for older items. (Smaller older items will usually yield a smaller buyback, as low as 25% of current listed price for 16MB and 32MB modules)

## **BUY-BACK ADVANTAGE PROGRAM** *(continued...)*

### Sample buyback values

- 72 pin SIMMs - 32MB to 64MB / \$1.00 to \$2.00
- PC66, PC100, PC133 memory - 128MB to 1GB / \$4.00 to \$100, typically 40%+ of the current listed price.
- DDR memory - 128MB to 4GB, \$5 to \$200, typically 50%+ of current listed price, less for discontinued PC1600 speeds.
- Rambus - 128MB to 512MB, \$5 to \$50, typically 40% - 60%+ of current listed price, less for discontinued PC600/700 speeds.

Please note that we only issue credit or checks on buyback items that we currently sell. You can send back memory of any type, however we cannot return memory modules that have no value or fail our internal tests.

### **We no longer buyback the following modules, however we will recycle or donate them.**

- 8MB SIMMs
- 16MB SIMMs
- 32MB and 64MB PC66, PC100 or PC133 modules
- 128MB and 256MB ECC Registered DIMMs
- 256MB EDO DIMMs
- 32MB SODIMMs of any type
- 32MB - 256MB EDO Buffered DIMMs 3.3v and 5V

If you return more value than you purchased you will receive store credit for the balance, up to twice the value of your original purchase. Additionally we can issue a check for any amount exceeding \$100.00.

**Email us with any questions at [buyback@4allmemory.com](mailto:buyback@4allmemory.com).**

Memory modules returned to 4 All Memory cannot be returned to you if you disagree with the buyback value. Returning modules to us for buyback indicates your acceptance of these terms and conditions.

***Let's get started!***

**Contact your Sales Specialist today!**

## MISSION STATEMENT

Our mission is to serve customers and co-workers with an expectation of excellence in every interaction. The top three guiding principles of our business are to serve our customers, enable our people to grow and make a difference in the world.

4 All Memory pledges to develop and maintain long-term educational customer relationships by providing the best value in the computer parts industry. We strive to provide high quality products that meet or exceed the needs of our customers.

Our mission will be accomplished through an ongoing dedication to customer satisfaction, continuous improvement and innovation.

## ABOUT THE COMPANY

4 All Memory is a leading world-wide supplier of IT products and specializes in serving Educational partners. Headquartered in St. Louis, Missouri, 4 All Memory is a subsidiary of Way Technology and *services 10,000+ schools nationwide*



*We also proudly serve....*

- More than 50 of the top fortune 500 companies
- Over 50,000 corporate customers
- Over 5,000 State, Local and Federal Government offices
- Every branch of the armed services
- And more than one (1) million consumers worldwide

The basis of our company is **integrity**. All interactions with customers, businesses, suppliers, and team members are conducted with integrity, ethics, and mutual respect.

## SERVICE COMMITMENT



The Educational Partners we serve expect nothing less than their **complete** satisfaction. Our mission will be accomplished through an ongoing dedication to customer satisfaction, innovation and continuous improvement. We hire talented men and women for every aspect of the company, from customer service, marketing and sales to our fulfillment unit.

The principles and values of the CEO are filtered to each associate, to provide exemplary service.

## A TRUSTED PARTNER

Since its founding, 4 All Memory believes that quality values must be internalized at every level of the organization. Our approach to communicating and implementing these fundamental components are one of encouragement, education and training rather than micro-managing.

Ongoing education and individual support provide employees with the tools, confidence, and motivation they need to implement 4 All Memory's quality attitude. Through 4 All Memory's quality training, strategic initiatives and leadership curriculums, employees learn both the importance of quality and character which can significantly impact the lives of those in need around the globe through giving of our time, talent and money.

Some organizations limit their potential by limiting the quality improvements they make to the simple or the obvious. If the return on investment does not appear to warrant improving a process, they may opt to remain with the status quo, losing out on the hidden benefits that are realized from improving quality wherever possible.

It has been our experience that although these hidden benefits often cannot be anticipated, they invariably surface and always proves to be worthwhile. It is on this basis that our organization is run 4 All Memory's quality plan is paramount.

You can trust 4 All Memory to become a long term partner; one that will provide you and your company with constant service of excellence. ***Give us a chance to earn your business and we will prove it to you.***



4 All Memory is located in the heart of St. Louis Missouri  
655 Leffingwell Avenue, Saint Louis, MO 63122

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*"The foundation of 4 All Memory's success is our employees. We want you to have confidence in our company and Employees, and we want you to be aware that we believe honesty and integrity is the central reason for outstanding success at 4 All Memory!" — Brian Way, (CEO)*

## PRODUCTS

Over **10,000+ Educational Partners** trust 4 All Memory every day as their vendor of choice. We're the memory specialists and industry leader; we stock all types of RAM, flash memory, laptop batteries, hard drives and many other computer upgrade components.

All our products are offered in multiple technologies, manufacturers and packages to meet the diverse needs of computing, server, networking, security, commercial/industrial and consumer electronics applications.

**All of 4 All Memory's memory modules have a lifetime warranty.**

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## MEMORY



4 All Memory carries all major computer memory brands including Dell, Gateway, Samsung, Compaq, Toshiba, IBM, HP and many more! We have factory direct relations and we purchase from virtually every major manufacturer in the world. ***We can support any size Educational Institution across the globe.***



This is why we guarantee 100% compatible ram upgrades for more then 20,000 different computers, notebooks, servers, digital cameras and electronic devices including...



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***From memory to hard drives.....***

**Keyboards & Mice**



**Video Cards**



**USB Flash Drives**



**Carrying Cases**



**Camera Memory**



**RECOGNITIONS / OUTREACH****RECOGNITIONS**

4 All Memory is a proud member and supports the St. Louis Regional Chamber & Growth Association (RCGA) which connects businesses and civic communities in the bi-state region.

4 All Memory staffs multiple Microsoft Certified Professionals (MCP's) and is a Microsoft Certified Partner and Small Business Specialist. 4 All Memory is proud to offer the complete line of Microsoft products including Microsoft Vista Operating System and Office 2007.



In 2004, 2005 and again in 2006 4 All Memory was designated as a Gold Honoree in the BizRate.com Circle of Excellence Awards. We are proud of this recognition and take satisfaction in the fact that our customers acknowledge our exceptional performance virtually every day.

4 All Memory has a long standing member of the Better Business Bureau. Along with our BBB Standings, we have received on many occasions, the prestigious Business of the Year award for all our efforts,

**OUTREACH****Local Giving**

In November 2006 we donated a day of service at Circle of Concern helping to prepare thanksgiving meal gift boxes. The company, as well as a number of our employees, donated money and time to several foundations during the year. It is our goal to increase our outreach to help our community and we are making it a priority to do so.

**Global Giving**

Way Technologies, the parent company of 4 All Memory has been giving money to support the feeding and care of orphans in India for the past two years. In 2006 we will have given over \$20,000 contributions to the care of nearly 100 children. *Still, it is not enough.* We would like to increase our corporate giving to orphans to \$50,000 in 2007. While there are many worthwhile causes needing support, the needs of orphans in India are far greater than most. It is an honor to be able to play a small part in caring for the forgotten children of the world.

## CONTACTING 4 ALL MEMORY

We understand that our Educational Partners need a dependable and experienced company that provides not only great prices, but stands behind offering exceptional support. ***We are here to help— call, chat or email us anytime.***

### Customer Service / Support

Toll Free:	800-566-3727
Local Phone:	314-856-4062
Local Fax:	314-856-4098
Email:	support @ 4allmemory.com

### Business Hours (CST)

Monday – Thursday	8:00 AM- 6:00 PM
Friday	8:00AM – 6:00 PM
Saturday	9:00 AM – 5:00 PM
Sunday	Closed

### Purchase Orders / Payments Address

4 All Memory  
655 Leffingwell Ave  
St Louis, MO 63122