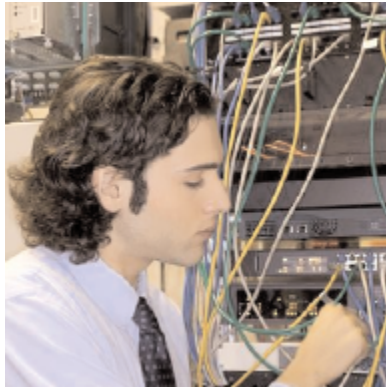




Intelligent Answers. Trusted Value.



INTELLIGENT ANSWERS AND TRUSTED VALUE, DELIVERED AS ONLY TANGENT CAN

Tangent Communications is a data communications equipment supplier that helps businesses and government agencies build and improve networks inexpensively, reliably and quickly. We buy, sell, install and maintain new and refurbished equipment that is guaranteed reliable.

The secret to our success is an expert staff that is passionate about the networking business and about providing outstanding product and technical support to customers. Our fanatic devotion to exceeding our customers' lofty expectations is best demonstrated by Tangent's 10-point testing, conditioning and certification process, which exceeds industry practice and provides customers with peace of mind.

The result is a 20-year track record of success in delivering exceptional product reliability and personal support to hundreds of customers whom we value deeply.

▲ WHEN YOU CHOOSE TANGENT

- You save considerable amounts of money
- You affordably extend your network's reliability and performance
- You receive pre-sale and post-sale support that extends the value of your network equipment purchase

OUR AREAS OF SPECIALTY

Tangent provides all the technologies you need to operate your network with the highest performance, reliability and cost benefit.

- Routing
- Switching
- Security
- Wireless
- Storage
- Voice

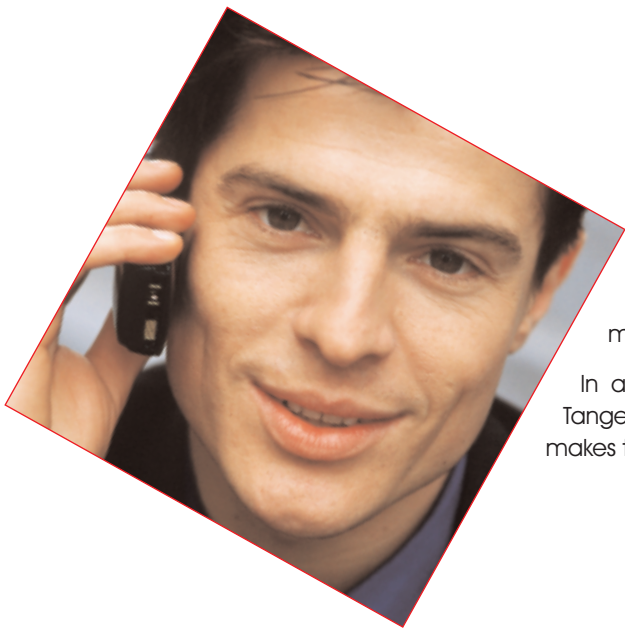
Tangent services help you manage every stage of the product life-cycle from acquisition to disposition.

Equipment sales and rentals: refurbished, factory-refurbished and new

Asset recovery: valuations, purchases, trade-ins and consignment services

Technical services: network assessment, design, implementation and support





TANGENT DELIVERS. HEAR IT

FROM OUR CUSTOMERS

"I feel a rapport with Tangent because they are honest with me. I can ask Tangent which hardware is the best or most cost-efficient, and their people tell me what I need rather than trying to sell me what they have in stock. They don't press you, and that gives me a feeling of trust in their advice and in them.

In addition to price, honesty and their personal approach, what sets Tangent apart is their technical skill. Their technical knowledge is what makes the sale. I use them and their prices as a measure for everyone else."

Alex Vasko
Network Engineer,
Freedom Communications, Inc

"We use refurbished equipment from Tangent in our entire network, which saves us a lot of money and never has been a problem. Beyond pricing, the number one reason I'm a Tangent customer is their responsiveness. You can tell that Tangent is a family business by the personal way it is run. I like dealing with that type of business."

Jeff Schneider
IT Manager,
Large Midwestern Windows Manufacturer

"Tangent provides a strong alternative to purchasing new from manufacturers. Their equipment provides value and cost savings and, often, their one-year warranty is better than buying new, because some manufacturers offer only a three-month warranty.

I remain a Tangent customer thanks to our good working relationship. Tangent's responsiveness has been the key factor in our sustaining this relationship. Their fast response time puts them far ahead of the others."

Ken Wiktor
Senior Technical Analyst,
Data Engineering and Implementation,
Unisys Corporation

▲ OUR PROMISE TO YOU

- We will provide greater value than you will find anywhere else.
- Your interests and needs come first. We aren't influenced by the hottest technology or a big push from a manufacturer.
- We will offer objective and honest advice. We'll even tell you when we think you are buying more equipment than you need!
- We will find a partner to help you with needs that fall outside of our areas of specialty.
- If the request is reasonable, our answer is "yes."
- Our prices will be competitive without sacrificing quality, service or reliability.

THE TANGENT DIFFERENCE MAKES REFURBISHED EQUIPMENT A HUGE PLUS FOR YOU

The Tangent 10-point Testing Process

guarantees that our refurbished equipment is in perfect working order and ready to deliver high performance.

Our knowledgeable, experienced and manufacturer-certified engineers rigorously prescreen, test, condition, re-test and certify every piece of equipment that we sell—no exceptions. If it doesn't meet our standards, it doesn't make it out of our lab.

We're so certain of our quality that every piece of equipment carries a one-year warranty, which often exceeds the warranty on new equipment. You'll get peace of mind and assurance that Tangent's equipment reliability and performance are unsurpassed.

▲ **ADVANTAGES OF WORKING WITH TANGENT**

- Incredible value, with savings of 40 percent to 90 percent off manufacturer list prices
- Product reliability that exceeds 99.5 percent—better than new!
- One-year warranties
- Expert technical support
- Just-in-time delivery
- Refurbished products from leading manufacturers
- 20-year track record of customer satisfaction

LOOK AROUND AND YOU'LL FIND TANGENT IN THE WORLD'S MOST NOTABLE NETWORKS

Academy Awards

At the Academy Awards, providing uplinks for media coverage from the famous red carpet entrance

Stock Exchanges

At the New York Stock Exchange, American Stock Exchange and Chicago Board of Trade, in the networks that facilitate millions of financial transactions between the exchanges and their customers

Olympic Games

At the 2004 Summer Olympic Games in Athens, Greece, providing media uplinks for French television coverage, after being part of the security data network at the 2002 Winter Olympic Games in Salt Lake City

Air Traffic Service


In the United Kingdom's National Air Traffic Service communications network, which tracks two million flights per year

U.S. Navy

At a U.S. Navy testing facility helping monitor and track live fire exercises

Department Store Chains

As part of a network processing millions of store purchases and inventory updates for one of the nation's largest department store chains



Tangent is your trusted ally in networking. We know that IT departments are expected to do much more with much less, and our competitive pricing helps you stretch your budget. But our value extends far beyond cost savings. We provide honest, objective advice to help you decide what is best for your business. The knowledgeable, responsive and personalized service you receive from our expert staff will keep you as a loyal customer. We look forward to a long-term relationship with you.

—The Tangent Communications Team

Tangent Communications is a data communications equipment supplier that helps business enterprises, governments and service providers build and improve networks quickly, inexpensively and reliably. Tangent sells, installs and maintains new and refurbished equipment that is guaranteed reliable through a rigorous 10-point inspection and testing process. Tangent is highly regarded for its passion for networking and customer support, superior product expertise and reliability, and the value it has given to satisfied customers throughout its 20-year history.



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