



MWAIntelligence

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Dear Channel:

With the year drawing to a close, it has been a very busy 2010 for MWAI, containing many shows, announcements, and product releases. After our recent return from Europe for the annual Photizo MPS conference, we can clearly see the need to continue MWAI's path to provide innovative technology to adapt to meet the requirements of today's Hybrid Dealer. During the summer, MWAI hosted its first ever Hybrid Dealer Summit in Scottsdale, AZ, that had a large dealer turnout eager to learn about successful MPS software and programs. Coming in March, 2011, MWAI will be heavily involved in the ITEX 2011 show in Washington, DC, bringing again a first time Innovation Fair with new technology, not only in the traditional channel, but some of the largest technology innovators in the world such as Intel.

Over the last few months we have released many new products that are revolutionary in the industry such as:

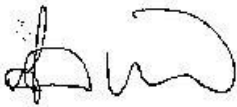
- **Intelligent Green**– Will allow dealers or end users to dial down toner on their fleet by user, department, or segment at a server level
- **Local Talk**– Answering the demands of channel, we have developed the first ever OEM independent USB connected device management tool. With Local Talk we can provide actual meters, toner cartridge meters, consumable management, and automatic alert notification to the ERP.
- **nMPS** – The first integrated independent 3rd party service solution. With nMPS our customers can service any OEM's printer anywhere in the Nation directly from their own local office.
- **MPS Toolbox for Samsung**– Beginning in Jan of 2011 Samsung XOA devices will have MWAI's MPS Toolbox embedded inside of the device. No longer will software be needed at end users sights to assess and manage the fleet.
- **MWAI embedded with Intel**– MWAI has teamed up with Intel to provide an embedded OEM agnostic solution that will allow the deepest remote management and assessment capability ever to be released. With the Intel Embedded chipset dealers can remotely cycle the power of devices, update firmware, and diagnose devices that are off.

Other recent announcements are the creation of Client Services at MWAi. With Client Services we can provide additional consultative services for our customers from custom software solutions to dealer specific branded solutions for differentiation in a very competitive market.

Recently MWAi was awarded the Best Overall MPS Solutions Provider from Bertl for 2010. We are very honored to receive such a prestigious award that covers the entire Enterprise of MPS, from pre-sales assessments to post sale management, covering everything from service, procurement, billing, and supply management.

With the many solutions and offerings MWAi has to offer, please give me a call and I will provide additional detail and discuss your specific needs and requirements. I look forward to speaking with you and have a Happy Holiday Season.

Sincerely,

A handwritten signature in black ink, appearing to read 'Gavin Williams', with a stylized, cursive script.

Gavin Williams
Vice President, Sales and Marketing