



MWE CMA

WHO WE ARE

We are an IT distributor and a specialist provider of:



– Supplies, accessories and paper



– Peripherals, printers, copiers, fax machines and spare parts



– Magnetic and optical media



– Computers, components and software

HISTORY AND DEVELOPMENT

We have been in the market since 1988.

– We became a joint-stock company in 1994.

We are a leading IT company in Poland.

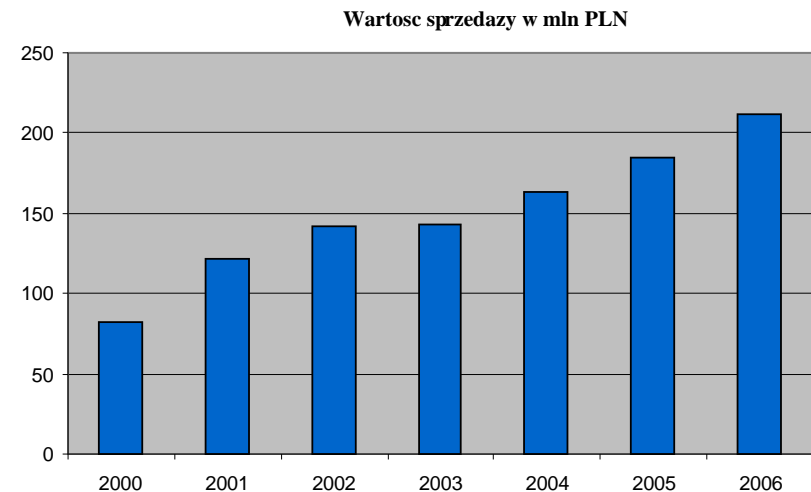
– We are listed as one of the largest IT companies since 1996.

– We ranked number 21 on the list of leading Polish IT companies (as reported by Teleinfo, ComputerWorld, and CRN). (2004)

We have reported continuous growth in sales every year.

We continue to develop in a dynamic way.

Our sales reached PLN 212 million / Euro 55 million in 2006.



OUR PORTFOLIO

We offer the most extensive selection of genuinely manufactured products and replacement products for globally renowned manufactured products:

- **supplies and accessories** (ink cartridges, toners and drums, ink ribbon tape, paper wide and narrow format, film, mice and mouse pads, keyboards, surge protectors, batteries, controllers, computer cables and switches, cleaning products for office hardware);
- **peripherals** (printers, copiers, fax machines, overhead projectors, video projectors, scanners, plotters and spare parts);
- **media supplies, optical and magnetic media** (CD-R, DVD, streamer tapes, ZIP discs, floppy discs, AV cassettes);
- **computers, components** (notebooks, palmtops, processors, motherboards, computer cases, memory, drives, power adaptors, network products and devices, monitors) and software;
- **reconditioned ink cartridges and print heads.**

OUR SUPPLIERS



As a specialised IT provider, we have the largest number of authorisations from manufacturers:

- We are an **Authorised Distributor of:** BROTHER, CANON, DATA PRODUCTS (HITACHI), EMSTAR, EMTEC, HP Invent, KONICA-MINOLTA, LEXMARK, NGS, OKI, PANASONIC, TALLY-GENICOM, VERBATIM;
- We are an **Exclusive, Authorised Distributor of:** FULLMARK i TAEROSOL
- We are a **partner of:** 3M, EPSON, GESTETNER, KYOCERA, LANIER, LG, MICROSOFT, MITA, NASHUATEC, OLIVETTI, PHILIPS, RICOH, RISO, SAMSUNG, SEIKOSHA, SHARP, SONY, TDK, TOSHIBA, XEROX-TEKTRONIX;
- We are the **supplier of other name brand products such as:** 3COM, A4TECH, ACER, AMD, APC, ARESON, ARISTO, ASUS, AVER, CITIZEN, COMPUPRINT, COREL, CREATIV LABS, DELL, EMERSON, EVER, FUJITSU, HSK, IBM, IMATION, INTEL, INTERNATIONAL PAPER, IOMEGA, KINGSTON, LOGITECH, MAXDATA, MAXTOR, MICROCOM, MSI, MUSTEC, NEC, NOVELL, OCE, PENDRIVE, PLEXTOR, PRINTRONIX, REX-ROTARY, ROLAND, SAGEM, SEAGATE, SIEMENS, SOLTEK, STAR MICRONICS, SYMANTEC, TANDBERG DATA, TRACER, TRIUMPH ADLER, UTAX, WESTERN DIGITAL, XIRCOM, XPOWER, ZYXEL.



WHY WE ARE A TRUSTWORTHY PARTNER

Why we are a trustworthy partner:

ATTRACTIVE BUSINESS TERMS AND CONDITIONS

We offer:

- attractive prices and convenient payment terms. This provides our customers with a highly competitive advantage;
- payment terms that are customized to our customers needs – payment term extensions are available.

A large group of active customers and returning clients work with our company (more than 2,000 active Partners) and continue to recognise our attractive business terms and conditions.

Our customers have provided us with a high-ranking reputation in our business practices with manufacturers and suppliers. Thanks to an extensive market share , we are able to offer low prices and convenient business terms.

WHY WE ARE A TRUSTWORTHY PARTNER

COMPREHENSIVE PRODUCT PORTFOLIO

- Nearly 10,000 items: we provide our customers with a comprehensive list of products, enabling them to save time and money.
- Specialized orders: we are the only Polish supplier that provides customised orders for rare and obscure products.



WHY WE ARE A TRUSTWORTHY PARTNER

DIRECT AVAILABILITY OF MOST PRODUCTS

- Product availability: our logistics department ensures that most products are available in our warehouse. This enables our customers to buy the required items as they need, without additional waiting or costs.

GUARANTEED QUALITY

- By working directly with Manufacturers, we provide our customers with products that are guaranteed to be genuine and safe.

WHY WE ARE A TRUSTWORTHY PARTNER

SALES SUPPORT PACKAGE

- We guarantee dependable, personalized service; we submit reports of our customer's purchases to Manufacturers and suppliers to ensure that our client's needs are taken into account when developing respective sales and marketing plans.
- We update our offer continuously and regularly provide our customers with information on new products.
- We have the largest number of competent and reliable sales representatives in Poland which provide our customers with professional and friendly support services.
- If product prices change, we apply a stock and price protection policy.

WHY WE ARE A TRUSTWORTHY PARTNER

MARKETING SUPPORT PACKAGE

- We provide our customers with current and updated advertising materials of our suppliers and Manufacturers products.
- We actively participate in our suppliers and Manufacturer's marketing plans and we reward loyal customers who cooperate and patronise our respective partners.
- We provide B2B support.
- We provide our customers with access to our resources in order to support them in developing future business offers.

TECHNICAL SUPPORT PACKAGE

- Our support services team work directly with our suppliers and Manufacturers in processing customer claims.
- We regularly provide Manufacturers and suppliers with current information on changes and quality problems reported by our customers.
- We provide support services, and replacement parts for office equipment and hardware components.

CERTIFICATES AND HONORS

EIQ

Praxis SA was granted the **Certificate of European Institute of Quality** (Mazovian Chapter), which confirms high level of company administration and customer service.

GAZELLE 2005

Praxis SA was awarded the statuette of **Gazelle 2005**, the company was placed among the most dynamic developing small and middle-sized enterprises in Poland.
(Award of Business Daily "Puls Biznesu")



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