



netWorking  
Partners®  
Program

3Com Corporation  
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Mr. Allan Browning  
Vision-Quest  
1671 Garland Ave  
Tustin, CA 92780-3961 USA

Dear Mr. Browning:

Welcome to the netWorking Partners Program!

Your ID number is: SB014776

The netWorking Partners Program provides you with a suite of universal benefits in the areas of communication, sales support, training, marketing tools, and service all geared to help you be more successful in your business. 3Com is committed to offering you the highest level of tools and programs. By joining the netWorking Partners Program you have taken the first step to building a successful and rewarding relationship with us. We are delighted you have chosen to partner with 3Com and we will work hard to keep you happy with your choice.

Currently we are updating our netWorking Partners Welcome Kit. We will send you a kit as soon as it is ready in a few weeks. Until then, please use the enclosed netWorking Partner Program Universal Benefits Quick Reference Guide. This will give you a good idea of the types of communication vehicles, training, marketing programs and other benefits available to you as a 3Com netWorking partner. Information about the netWorking Partners Program and nPP Special Program Options are also available on the 3Com web site at [www.3com.com/partners/index2.html](http://www.3com.com/partners/index2.html).

One of the most valuable resources you can immediately begin to use is the Partner Access secure web site at [pa.3com.com](http://pa.3com.com). Partner Access connects you to all our on-line tools such as the 3Com Price List, Reseller Promotions Guide, Fast Access Lead Generation Marketing Program, Competitive Library, Product Sales and Tech Briefs, and much much more. Your Partner Access username and password will be automatically e-mailed to you after your nPP application has been processed. If you have not received your password within 5 days of joining the program, or if you have any questions about Partner Access, please send us an e-mail to the Partner Help Desk at [partnercom@3com.com](mailto:partnercom@3com.com) and we will assist you.

Thank you for joining 3Com's netWorking Partners Program. We look forward to a long and profitable relationship!

Sincerely yours,

Barbara Koch  
3Com Corporation  
Manager, Channel Marketing Communications