

Revolutionizing the PC Purchase Experience

Oregon residents faced with purchasing computer products for the home or office need to look no further. Hand Technologies, the company that has revolutionized the computer buying experience by focusing on customers' real needs, is now offering services in Portland, Oregon.

Kalia Durham, a Hand Technologies Consultant in the Portland area, offers local residents the personal attention they deserve, matching the right products and services with their technology needs all in the comfort of their home or office.

After listening to customer needs, assisting with pre-purchase research and offering advice, Hand delivers what customers want most - service after the sale.

Not only does Hand provide free delivery and set-up, customers also get a one-stop shop for Internet services, training and support on all of Hand's products, and guidance on all future computing purchases - all at guaranteed low prices.

Hand is an alternative to computer superstores that usually have a large selection, but lack a knowledgeable sales force and after-sale service. Also, since many times, consumers themselves don't know exactly what they're looking for in a computer, purchasing over the telephone can result in receiving a system that doesn't fit their needs.

"The efficiency of Hand's 1-to-1 business model allows Technology

Consultants, like Durham, to deliver everything from PCs and software to upgrades and training, with a level of personal service which is unprecedented in the industry, at prices which are guaranteed to be at or below retail outlets," said Andrew Harris, President and CEO of Hand Technologies.

"And customers can feel confident in their purchases as Durham is backed by a national company with industry leading partners such as IBM, Compaq, and Hewlett-Packard."

"From purchasing a new personal computer to getting on the Internet, I help Portland-area home and small-office customers with their purchases while making the technology easy-to-understand and affordable," said Durham. "Whether the customer is a novice or technology-savvy, I can help."

Durham became involved with Hand Technologies because of her ongoing interest and expertise in computers and technology. Durham is a communications consultant with a national company, and her friends always consulted her before making computer purchases.

So, when Durham discovered Hand, she realized she could make some money from her computer hobby while helping Portland-area residents make the most of computing and the Internet.

"Hand has allowed me to translate my computer knowledge into something that benefits both my personal goals and my community," said Durham. "And with Hand, I set my

own hours. Whether I work full or part-time, it's up to me."

Durham is a member of Hand's national sales force can be reached at 503/282-3798 or nuconcepts@handtech.com. Hand is one of the fastest growing companies in the technology industry.

Hand Technologies Inc. is an Austin-based, full-service computer and web service company with operations across the United States. The 1-to-1 Direct business model, which combines efficiency of direct sales and an independent workforce with the power of an Internet based infrastructure, was established in 1996 by founders Andrew Harris, Chief Executive Officer and President, and Martin Slagter, Chairman, both former senior executives of Dell Computer Corporation.

Since its launch in September 1996, Hand Technologies has added over 4,000 Technology Consultants who provide customers with one-to-one guidance and support they need to make the most of computing and the Internet.

Hand Technologies provides a full line of products and services which include computer hardware, software and peripherals, web design and hosting, on-site warranty service, and Internet, on-site and self-paced training services.

Among Hand Technologies partners are industry-leaders including IBM, Hewlett-Packard, Lexmark, and Compaq.

More information on the company's 1-to-1 computer solutions can be found at www.handtech.com/nuconcepts or call 800/390-4263.



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