



FINANCING AND CREDIT OPTIONS

Westcon Group is the only distributor in Australia offering tailored financing solutions for IT resellers. Knowing the challenges that its customers face month in and month out means Westcon Group's staff work towards freeing up cash flow for partners - offering flexible credit terms that enable its resellers to grow with confidence. An example of this is Westcon Group's ability to include maintenance support for software, which most Financiers don't do.

The hard numbers are important, but at Westcon Group the relationships make the difference. As a part of a global listed business, Westcon Group is able to leverage its position in the market with suppliers to maximise opportunities for reseller partners. Working in collaboration with partners to win deals, means resellers can plan with Westcon Group. It is a transparent process with clear lines of communication right up through senior management in order to expediate approvals where necessary.

Westcon Group's Financing and Credit options are unique – it's a personal approach for a customised solution.

CUSTOMER SERVICE

IT'S A CASE OF CUSTOMER FIRST.

At Westcon Group, customer service goes well beyond the "bare minimum" approach that seems to be the acceptable standard for so many technology distributors. Our goal – and it's taken very seriously throughout the entire organisation – is to function as an extension of our customers' businesses. To achieve that, our customer service business units have been structured to deliver an end-to-end service and deliver on what is actually required of a business partner – accessibility, responsiveness and total support.

EASE OF ORDERING

At Westcon Group, we make it easy and convenient to place an order.

Three ways to place your order:

- ✉ email to: orders@westcongroup.com.au
- ✉ Fax to: 02 9901 3003
- ✉ Order online. Simply log into our eCommerce system with your user name and password. If you don't have a log in please contact our friendly customer service team on 1800 646 112 or email support@westcongroup.com.au

At Westcon Group we understand that distribution is just the beginning...

WANT TO KNOW MORE? Call us on 1800 646 112 or visit www.westcongroup.com.au

WHY WESTCON GROUP?

Since commencing operations in 1990, Westcon Group has gained recognition as one of Australia and New Zealand's most reputable and reliable distributors of technology products and solutions.

RESELLER PARTNERING

Aside from providing resellers with the best possible selection of products within our three focus areas of technology, at Westcon Group we work with our resellers to help them exploit the potential of those products within their customer base. We achieve this by supporting resellers with expert knowledge, vendor-accredited sales and technical training, marketing assistance and a range of value-add professional services. Importantly, we have the much needed resources to assist our resellers in their efforts to win business, by means of document preparation, technical expertise, pilot program development and flexible financial offerings.

THREE TECHNOLOGY BUSINESS TEAMS

Achieving success in technology distribution demands a strong focus on delivering products that reflect the needs of end user businesses. It is precisely this reason that sees Westcon Group maintain a distribution model based on 3 key pillars of technology.

DATA CENTRE & INFRASTRUCTURE:

Westcon Group offers Data Centre technologies for businesses looking for cost-effective, efficient and reliable solutions for each phase of the information lifecycle. Our Data Centre and Infrastructure team brings together expertise from our best of breed storage and networking portfolios.

Networking:

With products and solutions from the world's leading network vendors, and a comprehensive range of pre and post sales services, such as network analysis, preparation for on-site installation and WAN testing, Westcon Group is able to support reseller partners in developing any sized network infrastructure project.

Storage:

Information is at the heart of every business and managing that information is a fundamental part of an organisation's IT needs. Organisations are trying to establish practices around managing data storage for regulatory compliance and corporate governance. Westcon Group represents the world's leading names in storage.

SECURITY:

Westcon Group recognises the role security plays in the daily operations of all organisations irrespective of their size. We understand that security is much more far reaching than simply buying protection products. It's about planning, strategy, water tight implementation and monitoring. We work with resellers to assess their customers' security needs from planning to implementation and monitoring.

CONVERGENCE:

Today, businesses depend on reliable, high quality communications to operate in the face of growing competition. The convergence of voice, video and data represents significant opportunities for cost saving and productivity gains for today's streamlined businesses. Westcon Group partners with only the world's leading providers of unified communications, video and contact centre technologies.

Vendors



