



Partner Services, Helping You Make it Happen

Your job is to grow a successful business. Our job is to help you make it happen. When you place an order with ScanSource, Inc., you're not only working with a dedicated sales rep, you are working with an entire crew of professionals who are specifically trained to provide you with expert support and customized service. So whether you're looking for ideas for a marketing campaign, ways to expand your e-commerce offering, or strategies for managing large rollouts and custom configurations, we can help.

"The e-catalog is literally my mobile office. It is the reason for my success," says Van Eaton. What's more, he finds the e-catalog empowering, as it allows him to get the product in front of the customer, while also keeping him informed on the features and benefits of new technologies.

Ward Van Eaton, North American Barcode

We can help you broaden your business presence

Whether you're big or small, the **E-Catalog** is a fast, affordable way to add thousands of skus, product pictures and spec sheets to your website. That way, you're always engaging potential customers and complementing your traditional sales efforts.

Benefits of the **E-Catalog** include:

- Provides the entire online product catalog to your customers
- Zero maintenance – just add the link to your website and you're done
- The very latest product information, updated daily by our product data team
- Your customers are encouraged to contact you for pricing information
- A great sales tool of the products your company offers

Let us help you make it happen. To add an online catalog to your site, call your dedicated sales rep today at 800.944.2432. For more information on our services, please visit www.scansource.com/resellersupport.





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*"We were looking for a way to add a **storefront** to our website without spending a ton of time and money. ScanSource was there to assist us with a quick, easy and inexpensive solution. Our new e-commerce solution was set up in about 2 weeks and it looks great. We received the same exceptional customer service that we have come to know and expect from ScanSource while working with the Partner Services group. Our new E-commerce site ties in perfectly with all of the products that we currently purchase from ScanSource, and their flexible programs allow for orders to be processed right through ScanSource or through our customer service department."*

Mark Baskfield, Retail Tech Inc.

We can help you extend your reach to online customers

Everyone expects you to offer them online sales tools. You can protect the value of your traditional business by adding our web **storefront** solution. You will increase your web presence and create convenient online ordering for new and existing customers.

Benefits of the **Storefront** include:

- The look and feel of the **storefront** is designed to match your web site
- Provides the entire online product catalog to your customers. Plus add your own proprietary items
- Control panel to set pricing on products you wish to sell. Ability to create different customer price levels
- Customize the order flow options to match your business process

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"I can't begin to tell you the value this service has added to our business. The data has enabled us to take our business to the next level both from a product offering capability and a customer service standpoint. Our salespeople have the information they need, when they need it and this provides them with a distinct edge in the marketplace. Since we purchased your data services we have seen continual growth on a monthly basis in our business. Many months have exceeded 20% growth. The cost of producing this kind of data would have been out-of-reach for us both from a time and dollar standpoint."

Tony Scrimenti, Bar Codes Unlimited, Inc.

We can help you have the most efficient operations

Your business applications help you build quotes, generate POs, and even sell online. No matter what, you want comprehensive product info to populate your database. The time and effort required to build a product database is one thing, maintaining that data going forward is another. Our **product data** download is your solution.

Designed with ScanSource, Inc. customers in mind, the **product data** download is the content solution for your business. It provides you with consistent product specifications delivered in a format that can be loaded into your business applications. There are multiple versions and delivery options available. Some of the **product data** available includes standard product descriptions, vendor names, part numbers, as well as marketing descriptions, product pictures and spec sheets. In addition, you can use it to download your pricing and availability information.

Let us help you make it happen. To increase operational efficiency, call your dedicated sales rep today at 800.944.2432. For more information on our services, please visit www.scansource.com/resellersupport.





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We can help you cut your operating costs

Ready to add dollars to your bottom line? Increasing the efficiency of your business transactions reduces the cost of your sales and customer service efforts. Our **B2B** services are focused on raising your sales productivity.

Choose from these **B2B** services to benefit your business:

- Exchange any or all of your business documents (POs, invoices, catalogs, etc.) with us electronically
- Communicate easily with FTPs, SMTP, HTTPS, AS2 and VANs
- Complete transactions easily with ANSI X12 Version 4010, XML, Flat File, Excel, RosettaNet and EDIFACT
- Download daily PO tracking number reports and upload POs in a standard format

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