



# SCANSOURCE FEDERAL TEAM

## SPECIALIZED SUPPORT

For more than two decades, ScanSource Federal has helped our ecosystem of sales partners and suppliers navigate the complexity of the federal marketplace. Our dedicated team creates and delivers solutions that fit the unique needs of the government end customer, including these value-added services:

- GSA access
- TAA logistics
- Financial services
- Onboarding, including:
  - Federal channel requirements and certification
  - Technical certification requirements
- Federal market training for new partners entering the space
- Federal marketing and events sponsorships
- Competitive government bids, RFP support, and contract-specific pricing
- Partner teaming agreements
- Strategic relationships with federal supplier teams
- Design and engineering team for presales support and federal BOM validation

**READY TO LEARN MORE?**  
Contact [fedsales@scansource.com](mailto:fedsales@scansource.com).



# SCANSOURCE FEDERAL SUPPLIERS



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