



At ScanSource, we provide technology products, services, and solutions from our suppliers to our reseller customers, who then sell them to the end user. From our beginning nearly 25 years ago, we have treated our suppliers and resellers like partners, and our employees are dedicated to their success. That's what makes us leaders in the markets we serve and committed to uncovering new growth opportunities.

LATIN AMERICA

Entered: 2002
 POS and Barcode
 Communications
 Networking and Security
 Recent Acquisitions:
 Network1, Comms (Jan '15)
 CDC Brasil, POS & BC (Apr '11)

74%
NET SALES

NORTH AMERICA

Founded: 1992
 POS and Barcode
 Communications
 Networking and Security
 Telecom and Cloud Services
 Recent Acquisitions:
 Intelisys, Services (Aug '16)
 KBZ, Comms (Sep '15)

12%
NET SALES

14%
NET SALES

EUROPE

Entered: 2002
 POS and Barcode
 Communications
 Recent Acquisitions:
 Imago, Comms (Sep '14)

Sales in geographic region as a % of consolidated net sales (based on FY16 sales)



★ OUR PARTNERS ★

No two ScanSource partners are alike, but we'll narrow it down to two types – suppliers and resellers. Suppliers provide the technology solutions and services that are used by businesses and government agencies around the globe. Resellers work closely with these businesses and government agencies to provide end users with the right solutions and services to help their organizations drive growth and productivity.

**VENDORS/
SUPPLIERS**

**SCANSOURCE,
INC.**

**RESELLERS/
SALES PARTNERS**

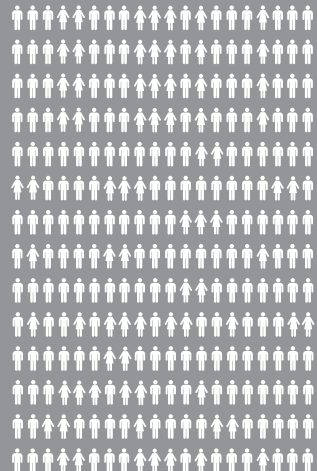
END USER



500+



36,000+



★ OUR APPROACH ★

The answer is simple – we make it easier for our suppliers and resellers to focus on what they do best. For suppliers, it's creating the industry's best technology solutions, and for resellers it's selling those solutions. We understand our partners' businesses, and we know how to help them become more successful. And, we can help resellers better understand what solutions will best meet their end-user customers' needs.

**VENDORS/
SUPPLIERS**



**RESELLERS/
SALES PARTNERS**

END USER

ScanSource value proposition:

Create scale and efficiency

Provide access to diverse sales channels

Serve small and medium businesses more efficiently

Provide market insights

Manage reseller credit

Offer expertise and technical support

Deliver distinct technology solutions

ScanSource value proposition:

Sales team expertise

Provide key vendor insights

Provide technology solutions

Offer training, education, and marketing services

Deliver market expertise and technical support

Enable opportunities in emerging technologies

Custom configuration, platforms, and digital tools

Every great partnership starts with a connection. Contact us today at 800.944.2432 or scansource.com.

★ OUR OPPORTUNITIES ★

We were founded on the belief that we can only be successful if our partners are successful. And, for nearly 25 years, our partners have trusted us to be an extension of their businesses. By serving as a trusted advisor, we are better able to provide the services and support that our partners need, while they focus on their core competencies.

PROFITABLE GROWTH



PROGRAMS

We develop programs that help partners manage and extend their purchasing power, quickly resolve technical issues, and learn how to sell more effectively.



TOOLS

We create tools and platforms that help partners work more efficiently and build revenue streams.



TRUSTED ADVISORS

Our teams work closely with our partners to provide the right solutions, expertise, training, and support.



SERVICES

For every technology solution we provide, ScanSource has services that enable resellers to market, sell, implement, and maintain these solutions so that their end users don't have to.

★ OUR PEOPLE ★

From the original six in 1992 to the 2,300+ we have today, our employees are ScanSource's greatest asset. We seek high-potential, diverse talent and cultivate their strengths, aspire to a healthy work-life balance, and listen to their input and ideas. As importantly, we closely adhere to our Company's core values.



7 YRS
AVERAGE
EMPLOYEE
TENURE



80+ NONPROFIT
ORGANIZATIONS
SPONSORED LOCALLY



FORTUNE
1000
COMPANY



VETERANS FROM **5** BRANCHES
OF MILITARY



3,000+
ANNUAL
VOLUNTEER
HOURS
SERVED IN SCHOOLS

20,000
EMPLOYEE
TRAINING HOURS
COMPLETED ANNUALLY



\$3.7M
COMMUNITY
INVESTMENTS
ANNUALLY

MULTIPLE AWARD-WINNING
DISTRIBUTOR



WELL-BALANCED
WELLNESS
PROGRAMS

REGISTERED
DIETICIAN



ON-SITE
HEALTH
CLINIC



YOUR SUCCESS IS OUR BUSINESS



We're a fun act to follow!



scansource.com | 800.944.2432



