

WestconGroup®



WestconGroup

- Multi-national company, headquartered in Tarrytown, New York, USA
- Approaching US\$4 billion in revenues
- Founded in 1985
- Global offices on six continents
- Customers in over 70 countries
- 14 logistics/staging facilities
- Vendor portfolio offerings in unified communications, network infrastructure, data center and security
- Backed by 2,500 associates

CUSTOMER SATISFACTION

In our annual global partner survey, partners ranked our logistics, longevity in business, and breadth of portfolio as the top capabilities that were critical to their business success.

In our latest global vendor survey, vendors ranked us as significantly better than the competition in reliability, quality and responsiveness.

OUR GLOBAL FOOTPRINT

With 60 offices in 40 countries, we ship to over 170 countries. We are constantly adding new facilities and expanding our footprint. In the past year alone, we expanded significantly in a number of emerging markets within Asia, Europe, Mexico and also in South Africa; have made several strategic acquisitions; and simultaneously grown business in our core markets.

CUSTOMERS RELY ON US

Westcon Group is a value-added distributor of category-leading unified communications, network infrastructure, data center and security solutions with a global network of specialty resellers. Our teams create unique programs and provide exceptional financial and technical support to accelerate the business of our partners.

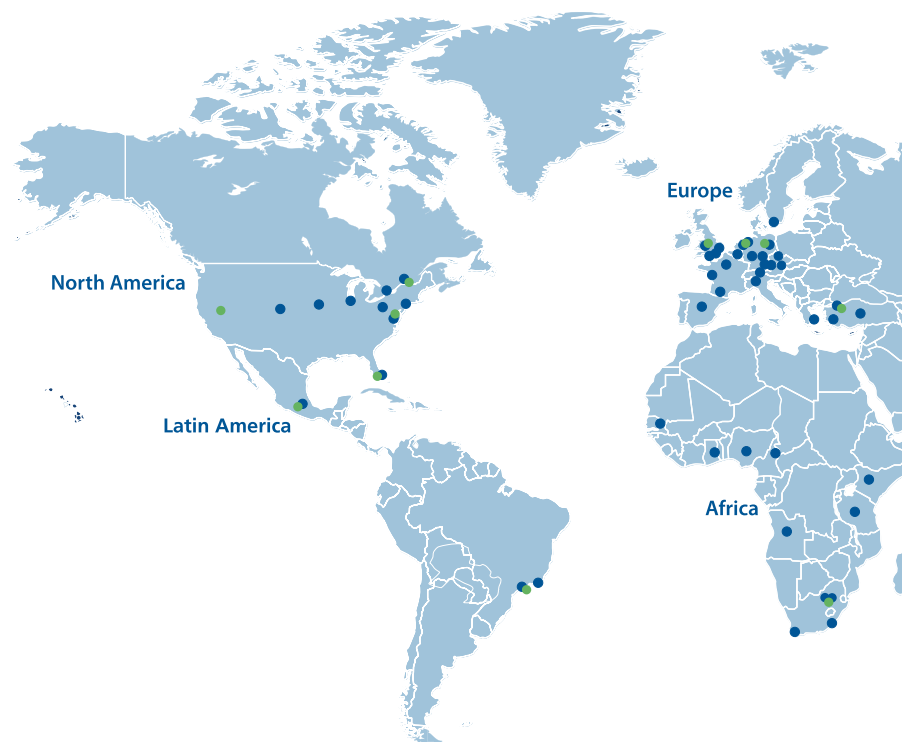
Strong relationships at every level of the Westcon organization enable our partners to receive support tailored to their needs. From global logistics and flexible customized financing solutions to pre-sales, technical and engineering assistance, we work with our partners to respond with agility and speed to changing market conditions so they can achieve the fastest time to revenue.

WHY RESELLERS PARTNER WITH US

As a strong strategic partner, we offer superior account management backed by a dedicated team of responsive and reliable experts who are totally focused on our partner's business. We offer the financial strength and breadth of global capabilities to manage their changing needs.

WHY VENDORS PARTNER WITH US

As a value-added distributor, we are focused on creating the programs and support that accelerate the business of our partners. We support our global reseller base with senior level, experienced management teams that are located in region and have the legal and commercial relationships to efficiently address global markets. We are uniquely qualified to deliver and integrate complex unified communications, security, and network infrastructure technologies.

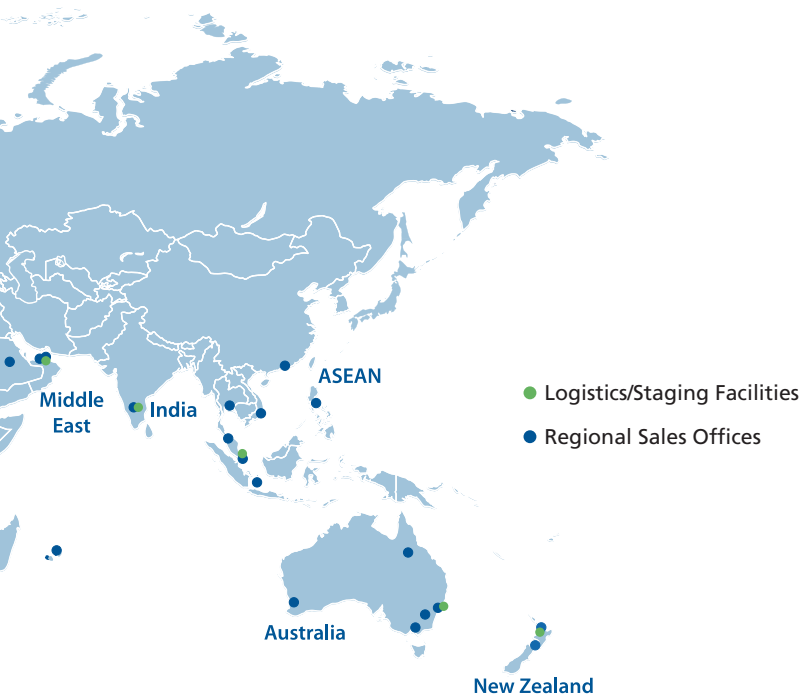


OUR PEOPLE

We value our 2,500 employees, and recognize that the success and growth we have achieved over the years is the result of the expertise, loyalty and dedication of our people. Our team is dynamic, responsive, reliable, creative and most importantly, committed. No other distributor has the dedicated account managers and specialists who understand and provide support for finance, logistics, marketing, technical and professional services, and training.

OUR ROLE IN THE CHANNEL

We are a value-added distributor with a global network of specialty resellers, systems integrators and service providers. We have a proven route to market for products and services from the vendor through to the end-user customer.



We currently have offices in:

- | | |
|----------------|--------------|
| Angola | Mauritius |
| Australia | Mexico |
| Austria | Netherlands |
| Belgium | Nigeria |
| Brazil | New Zealand |
| Cameroon | Philippines |
| Canada | Saudi Arabia |
| Czech Republic | Senegal |
| Denmark | Singapore |
| France | South Africa |
| Germany | Spain |
| Ghana | Sweden |
| Greece | Switzerland |
| Hong Kong | Tanzania |
| India | Thailand |
| Indonesia | Turkey |
| Ireland | UAE |
| Italy | UK |
| Kenya | USA |
| Malaysia | Vietnam |

To find the contact details of your local office, please go to www.westcongroup.com

BUSINESS PRACTICES

Comstor Practice

Comstor is a dedicated value-added distributor of Cisco networking, collaboration, security and data center solutions.

Convergence Practice

Westcon Convergence is a value-added distributor of unified communications and network infrastructure solutions.

Security Practice

Westcon Security is a value-added distributor of comprehensive secure technology solutions for network and application infrastructure.

Data Center Practice

Westcon has made significant investments in building LEAP (Learn, Experience, Architect, Plan) Centers of Excellence to help partners understand, articulate, gain hands-on experience, and provide perspective on generating new revenue streams with the very latest network infrastructure technologies.

Cloud Practice

Our cloud services marketplace is a web-enabled platform for marketing, delivering and managing cloud services from our global vendor portfolio.

Services Practice

Westcon Services help resellers distinguish their offerings and augment their capabilities, thereby ensuring successful, profitable and recurring project revenue while optimizing resources.

OUR CORE COMPETENCIES

Partner Enablement

We accelerate our partners' business by enabling and supporting them through a series of unique programs and capabilities. This includes:

- Vendor engagement/leverage
- Accelerated training
- Business consulting/planning
- Proof of concept support
- Marketing resources and demand generation

Logistical Services

We offer both forward and reverse logistics capabilities, along with vendor services through to the end-user, including:

- Supply chain management
- Virtual private warehouse
- Global project management and staged roll outs
- International shipping and export management
- Reverse logistics and lifecycle management
- De-staging through repair, recycling to disposal
- 24x7 Emergency services and same day shipment
- Special freight handling services
- Custom packaging and delivery services

Inventory Management

Our superior inventory management is based on our advanced, integrated, demand-based planning tools, utilizing historical sales analysis, sales forecasts and input from vendors for consensus inventory planning. The benefits of this approach are:

- High stock availability
- Metrics driven reporting
- Fully utilize global inventory
- Reduced stock rotations
- Shortage analysis
- Project inventory planning
- Lead time analysis
- Demand, supply and revenue forecasting
- Bookings execution to plan
- Backlog management

Configuration and Integration

We offer a broad portfolio of value-added configuration and integration services including:

- Basic and advanced staging and configuration
- Tagging and registration services
- Product bundling and packaging
- End-user custom staging
- Soak testing
- Vendor-certified channel assembly and quality assurance
- Zero touch CPE deployment
- Project pre-builds for quick deployment
- Dedicated configuration lab services

Global Procurement System (GPS)

GPS meets the needs of global Service Providers, system integrators and regional partners looking for a global solution to their multi-national deployment needs. Core capabilities include:

- Standardized terms and conditions
- Single point of contact
- Utilize regional partners globally
- Eliminate cross border shipping
- Logistically and tax efficient network
- Utilize in-country pre- and post-sales support skills
- Execute within vendor approved schemes
- Provide management reporting and escalation
- Local currency, local tax billing
- Reduced cost and lead times for reseller and end-user

Service Providers

Westcon collaborates with service providers to identify and implement a go-to-market approach to drive growth.

We achieve greater efficiencies through:

- A focused business unit
- Consolidated account management
- Legal and global systems

We manage and control costs through:

- Diversity sourcing
- Order consolidation
- Staging
- Flexible shipping options
- Asset tagging
- Pre-sales engineering

Global Credit and Financing

Our Financial Services group substantially increases our resellers' ability to succeed and grow their business. We assist resellers of all sizes in every phase of the sales cycle including:

- Choosing the most appropriate financing vehicle
- Providing the latest tools and financing options available
- Creating custom solutions including programs administered both in-house and by our third party partners
- Always searching for financially creative ways to make our customers more successful



We want to be a strategic business partner of yours. We have the global expertise, business insight, and strong relationships needed to accelerate the growth of your business. Please contact us at any one of our offices.

WestconGroup

westcongroup.com

Westcon Group, Westcon and Comstor are registered trademarks and trademarks of Westcon Group, Inc. Copyright © 2012 Westcon Group, Inc. All Rights Reserved.

DocRef: 091/Jan12