

THE **IT** supplier

specialist IT and technology procurement

One source, one stop, one solution.



...welcome to The IT Supplier,

we're a specialist IT & Technology procurement partner.

We work across sectors to provide a unique supply chain solution to tech-savvy teams.

“you have the hi-level IT expertise, we have the understanding, the team and the procurement systems that you: engage with, take advantage of, and save money from”



One source, one stop, one solution.



...what do we do?

...we provide a cost-saving capability. Sourcing everything from workstations to widgets, and from software-licensing to hardware-maintenance. We deliver an expert, on-demand extension to your procurement team.

WHAT DOES THAT MEAN?

...it means we get *exactly* the tech, licenses, maintenance and stuff you need - when you want it, where it needs to be, and at the best price. But more than expertly sorting just the big-ticket items, we'll do the small things too. All of them.

Servers, switches or storage arrays will get any supplier excited, us included. But we're interested in the other three hundred items you need too. Kit that's vital, but perhaps low-cost or a pain to procure. From HD cameras to 3D printers and from complex cables to cardboard boxes. And from sandpaper and screws to pillar-drills and posters. Literally.

So if you're getting the response from your current supplier 'we can do the big stuff, but not the low-value things', we should talk.



...who do we do it for?

... mid-size or larger clients from any sector who have almost all the know-how they need and are more likely talk tech than buy tech talk. And most of the time they know exactly what they want.

WHAT DOES THAT MEAN?

...it means we deal directly with the private & public sector teams that make and implement decisions. Most of our clients have in-house technology expertise, but not the procurement focus or bandwidth that we do.

As one of your approved partners, we'll understand your requirements, take a P/O and then source everything.



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...how do we do it?

...because we know what you're talking about, we can help with the workstations, tech or cameras you need for Infrastructure, Big Data, Broadcast TV or gaming. And we already have the relationships & logistics that ensure its never too much trouble to get the little widget things either.

WHAT DOES THAT MEAN?

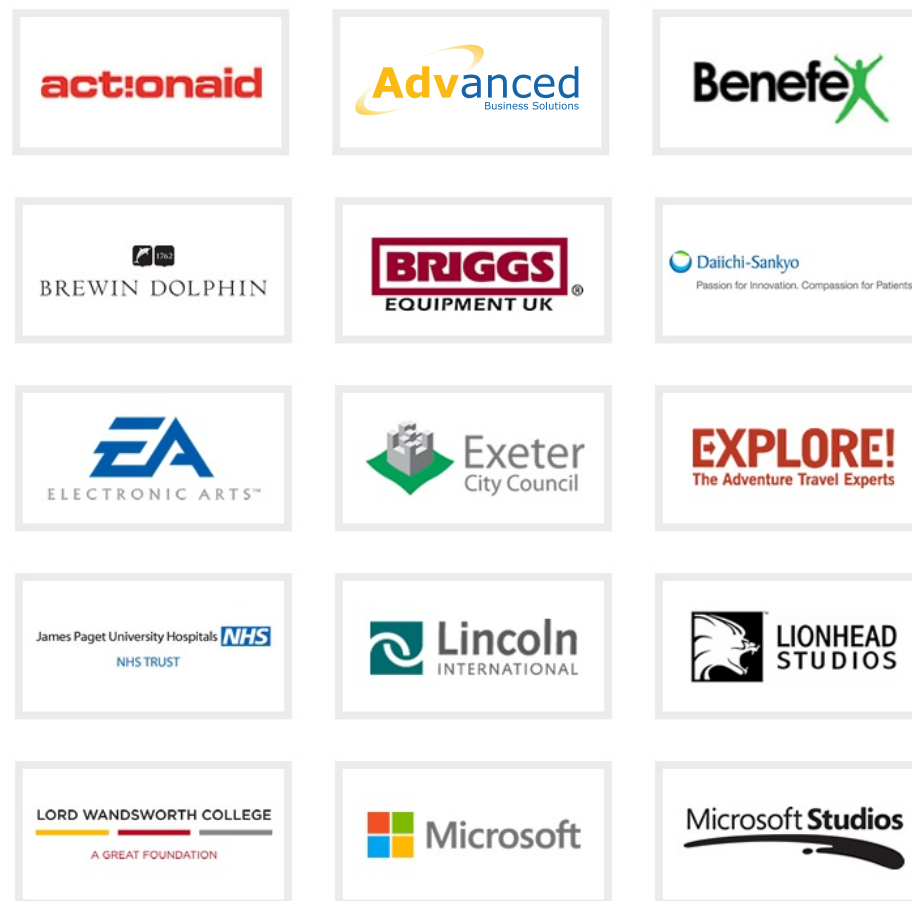
..it means no need to setup hundreds of accounts, or buy with credit cards, or claim on expenses with reams of receipts. We'll purchase it for you and present one FD and administration friendly invoice to save you time, money and supply chain pain.



Clients

...clients are generally mid-size or larger and come from right across the Private & Public sectors. They generally have great in-house IT expertise but require some additional specialist procurement bandwidth.

...and we can add technical expertise when required, and be depended upon to deliver to deadlines. But more than that, we understand how to interact with clients from a procurement & administration, governance and, really importantly, cost basis too. We know that what we do has to stand up to close and constant scrutiny too.



more Clients

...so when you've established a working relationship with us, you'll find we're very approachable and don't hide from a problem like some do. We publish contact details, and encourage contact from new vendors too so we know what the alternatives are when a product's roadmap shows kit going end-of-life. And we'll know how to get it for you.

Give us a part number and we'll get it, give us a problem and we'll solve it, give us a chance and we'll prove it.



Industry Partners

...we've been working in IT 'operations' and 'the channel' for over twenty years now. So our close vendor-relationships include: Hardware, Software-licensing, Networking, Infrastructure, Professional Services, Telephony and Contract-maintenance. As well as: storage, business-continuity, disaster-recovery and Virtualisation. There's an almost infinite list of vendors whose stuff we know works; some of them are shown here.

...but because we've been learning over the years, we know how to procure the unusual from the unlikely too. The things that are a 'pain to procure' – twenty retro posters and a pillar drill anyone? But are the 'glue' the holds a special project together for example (we actually sourced some 'magic' glue the other day).



The IT Supplier

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