

# HIPERDIST LINE CARD 2020



## Innovative Technology Enabled.

Hiperdist is one of the fastest growing distributors in the region. UNIDIST is our company's holding group, which also houses other Hiperdist entities in Middle East and Africa region.

With teams that are agile and future-focused, we design and offer innovative solutions for vendors and customers alike that are backed by solid business frameworks. Our customized solutions are developed with win-win perspective for all stakeholders.

This approach has made us, in a short span of time, the distributor of choice for vendors and customers looking for solutions tailored to their needs.

Our relentless focus on innovative, custom-made solutions differentiates us from the rest of the distribution market that is built around efficiency. In contrast, we selectively choose and scale our operations for vendors with an aim to empower their growth.

Our portfolio is diverse, comprising brands from end user devices like laptops and desktops, attached peripherals, internal components, to enterprise and power products and solutions.

Hiperdist's sustained growth in the last few years in this wide range of our brands highlights the successful adoption of our innovative business frameworks to house diverse and competitive brands complementarily.

The set of brands under Hiperdist Includes major players such as Acer, Alibaba Cloud, AOC, Asus, Avaya, BullGuard, Canon, Forcepoint, Fujitsu, HP, HPE, Invo, Keeper, Lenovo, Lexar, LITEON, Logitech, Microsoft, OneSpan, OptronicsPlus, Palo Alto Networks, Pelco, Ring, SparkCognition, Subex, Supermicro, Synology, Vertiv, ViewSonic and Zotac.

### Authorised Distributor for



# HIPERDIST LINE CARD 2020



## Why partner with us?

We offer a wide range of services to all our partners to help take their business to the market in the most effective and efficient way possible. We align our strategy to your business and offer you a tailored solution to take your product to the market. Some of our offerings include:

## Account Management:



Our dedicated account management team ensures that you have complete access to our resources such as:

- Experience and knowledge to accelerate business growth.
- Complete commercial ownership
- Regular product, pricing and promotion updates
- Business development support

## Training:



At Hiperdist, we are committed to equipping you with relevant skills, to help you to grow your business and extend your capabilities.

- State of the art training center committed to hands-on demos and workshops.
- Exclusive solution sales training delivered by leading industry experts.
- On-site training for resellers and end customers, as needed.

## Pre-Sales Technical Solutions:



Our pre-sales experts work with you to understand your needs and build customized solutions to deliver maximum benefits to your business:

- Full support during the bidding process and system design validation
- Support and advice for complex and multi-vendor solutions
- Full system configuration and pricing

## Post-Sales Support:



Hiperdist's team of representatives are on hand to provide you with any assistance, including:

- Handover support
- Installation services
- Flexible options for commissioning repair and maintenance
- Local on-site and off-site services for end customers

## Financial Services:



We offer tailored financial payment options to support our partners in their business:

- Customized financial payment solutions.
- Euler Hermes Credit Insurance
- Letter of Credit, Bank Guarantee
- Other financial instrument considerations

## Logistics Services:



With a strong focus on customer service, Hiperdist provides comprehensive operational support. Our aim is to deliver what you need, as and when you need it. Our customer operations team offers the following:

- Efficient and timely logistic services
- Order processing and fulfilment services
- Fast and satisfactory query resolution

## Helpdesk Support:



We can provide centralized support to our partners for the following:

- Level 1 - Basic support and trouble shooting, including gathering and analyzing the user issues to propose solutions.
- Level 2 - Intermediate support, such as configuration issues, software installations, hardware repair, etc.

## Dedicated Channel Marketing:



We create targeted programs including product launches, seminars, exhibitions, etc. to support resellers in their campaigns. We also provide assistance in:

- Channel development & training, both commercial and technical.
- Providing demos via our Advanced Demo Center facility.