



Dell Technologies All-In Partner

xByte Technologies is a Dell All-In Partner and Authorized Reseller of the entire Dell portfolio, including Dell New. Our Dell Certified Solutions Architects can design **full IT solutions with Co-Delivery options. We lead with Dell New options**, and if there are budget or lead-time constraints, we can leverage our Dell Recertified inventory.

A circular callout containing the text "xByte's Florida Fulfillment Center". The background of the callout is a photograph of a warehouse aisle with high shelving units filled with boxes and a person pushing a cart.

xByte's
Florida
Fulfillment
Center



Dell New & Current
Recertified Hardware



Same Day Domestic & World
Wide Shipping Available



OEM Certified Engineers &
Solutions Architects to Assist



Stocking Vendor of Dell Recertified
Servers, Storage, Parts & Networking



Proof of Concept &
Hardware Rentals Available



Faster, more flexible deployment
with Dell ProDeploy & Co-Deliver



Custom Builds by OEM
Certified Technicians



Fast Response times within
one hour or less



Warranty Uplifts on Dell
Certified Genuine Parts



Custom Configurations
& HCI Solutions



Buyback Program &
ITAD Services Available



Dell OEM Warranties Available
on All Current Gen Dell Servers



Working with xByte Technologies made super easy!

Simply follow the steps below:

- 1 Contact xByte Rep & send the Dell quote
- 2 Send the customer info (Dell customer # and APID #)
- 3 An xByte Rep will generate quote(s) with A/B options
- 4 An xByte Rep can discuss solutions with the Dell Rep

Tips & facts for how you get paid:

-  Don't drop to floor pricing before calling xByte
-  Keep the Dell footprint, make it hard to shop competitors
-  Over 90% close rate with xByte and customer engagement
-  xByte generates a sales report every week
-  New sales hit Demand
-  Recertified sales appear in SCORE/ODR section



xByte's Florida Fulfillment Center