



# Dell Technologies All-In Partner

xByte Technologies is a Dell All-In Partner, Authorized reseller and stocking vendor with the ability to **provide custom configurations, built by Certified Technicians, with a fast turnaround time.**



xByte's  
Florida  
Fulfillment  
Center



Dell New, Current Generation & 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
-  We follow Dell's payment distribution model
-  xByte generates a sales report every week
-  Revenue is recognized in SCORE and appears in the LSA/ODR section



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