

## **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.



Dell New, Current Generation & Recertified Hardware



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



Custom Builds by OEM Certified Technicians



**Custom Configurations** & HCI Solutions



Same Day Domestic & World Wide Shipping Available



**Proof of Concept &** Hardware Rentals Available



Fast Response times within one hour or less



**Buyback Program &** ITAD Services Available



**OEM Certified Engineers &** Solutions Architects to Assist

xByte's Florida **Fulfillment** Center



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



Warranty Uplifts on Dell Certified Genuine Parts

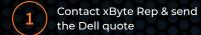


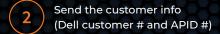
Dell OEM Warranties Available on All Current Gen Dell Servers



## **Working with xByte Technologies** made super easy!







- An xByte Rep will generate quote(s) with A/B options
- 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



888-929-8348

Over 90% close rate with xByte and customer engagement



We follow Dell's payment distribution model

XBYTE



xByte generates a sales report every week



Revenue is recognized in SCORE and appears in the LSA/ODR section

xByte's Florida **Fulfillment** 

Center