



Actual
xByte
Warehouse

DELL TECHNOLOGIES ALL-IN PARTNER

Products & Services

- » Same Day Shipping
- » Custom Configurations
- » Dell Warranty and ProSupport
- » Dell Recertified Servers, Storage, Networking & Parts
- » Current - Legacy Gen Servers
- » Buyback/Trade-In Program
- » Dell ProDeploy
- » Rentals - Proof of Concept
- » HyperConverged
- » Responses within 1 Hour
- » Parts Warranty Uplifts

What does it look like working with xByte Technologies?

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 jump on a customer call with the Dell Rep to discuss solutions.
We have Dell Certified Engineers available for calls.

Tips

- » 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

How You Get Paid

- We follow the Dell Distribution model:
- » xByte generates a sales report every week
 - » Revenue is recognized in SCORE and appears in the LSA/ODR section