



IT NETWORKING



TECHNOLOGY ALLIANCE PARTNER PROGRAM

The Anixter Technology Alliance Partner programSM delivers best-in-class solutions with industry-leading manufacturers to help customers operate more efficiently and securely while maximizing value. As a provider of leading-edge solutions, Anixter recognizes the benefits that a technology partnership can bring to our customers. So in order to help our customers sort through those difficult decisions and identify who to partner with, we continue to develop our Technology Alliance Partner program. Its mission remains focused on building new business opportunities and long-term partnerships with our key manufacturer partners, enabling us to deliver comprehensive and proven best-of-breed technology solutions to our shared customers.

Delivering value, driving business

Collaboration is essential to delivering what customers need: best-in-class solutions delivered through an efficient supply chain. Anixter's Technology Alliance Partner program helps you to:

- Gain priority access to the Anixter sales organization and technical resources
- Offer customers comprehensive, integrated and simplified solutions
- Better serve your customers by giving you the resources, such as the Infrastructure Solutions LabSM, regional Solutions Briefing Centers and testing, demonstration and validation services, to solve even their most challenging technical requirements
- Promote technical and product expertise in the industry
- Increase visibility with current and prospective customers
- Create additional exposure through brand deliverables to locate additional business and partnerships
- Deliver proven interoperable solutions validated through testing.

IT Networking Technology Alliance Partner:

A network's infrastructure should be able to support current demand and meet future needs. Anixter's Technology Alliance Partner program features a select group of best-in-breed suppliers that can meet customers' growing demands for IT networking products, such as:

- Switches
- Media converters
- Servers
- Passive optical LAN (POL)

Exclusive Advantages of the TAP Program

The Anixter sales team leads with Technology Alliance Partners if the customer does not have a manufacturer preference or if the customer's chosen manufacturer is not aligned with Anixter.

The TAP program offers enhanced positioning for:

- Product displays and lab tours in Anixter's Infrastructure Solutions Lab and regional Solutions Briefing Centers
- Testing and verification services
- Anixter internal sales newsletter
- Manufacturer linecards
- Dedicated Technology Alliance Partner landing page on anixter.com
- Anixter's annual Tech Summit

IT Networking TAP Partners:



Click here for more information on the Technology Alliance Partner program.

About Anixter: anixter.com/aboutus
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