

# TechStore

Purchasing through partnership



Exclusive to Digital Wholesale Solutions partners

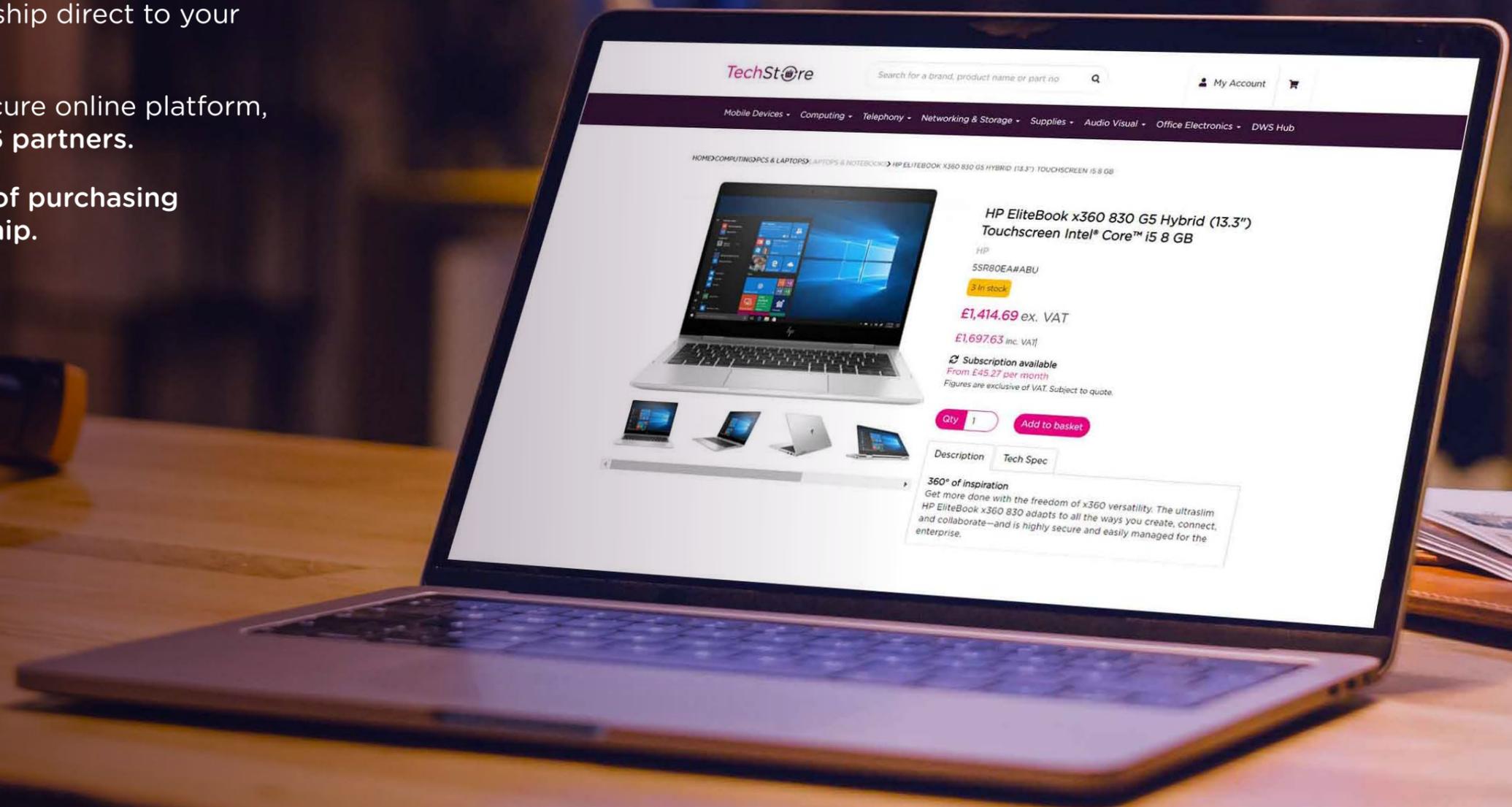
# TechStore

With TechStore, you have access to over **350k products from 100+ tech brands**, with pricing and availability sourced from the **UK's leading hardware distributors**.

**Buy on account or sell on monthly subscription** and ship direct to your customers.

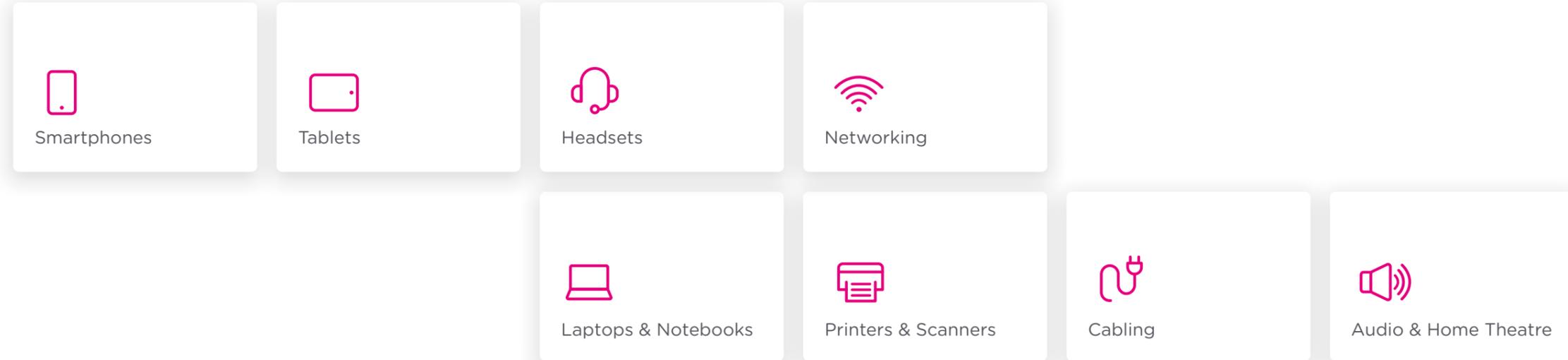
All this on one secure online platform, **exclusive for DWS partners**.

That's the **power of purchasing through partnership**.



# The latest technology at your finger tips

With TechStore, partners can source the right technology on time and on budget, whatever the customers' requirement.



## World's leading technology brands all in one place

TechStore gives partners direct access to the Channels most competitively priced mobile and IT hardware from world-class vendors, including Apple, Samsung, Nokia, Lenovo, HP, Dell, Mitel and Avaya.

Google

SAMSUNG

DELL

acer

Jabra GN

logitech

SONY

Lenovo



SENNHEISER

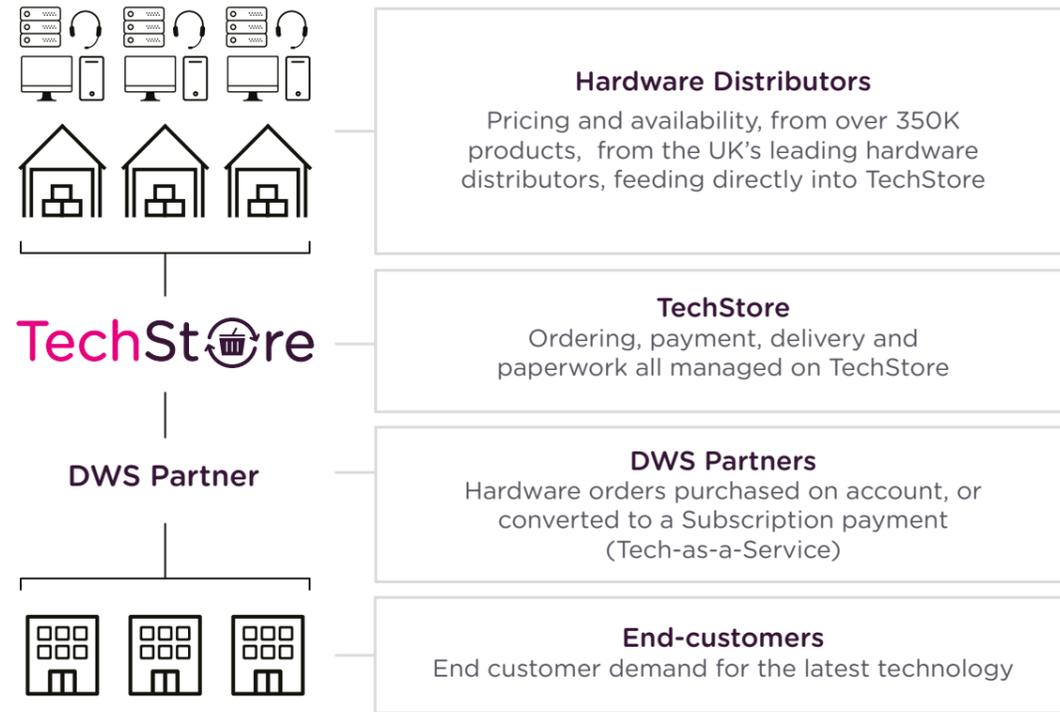
Panasonic

msi

Over 350k products & 100+ tech brands

# How does TechStore work?

TechStore automatically searches and displays pricing and availability, directly from the UK's leading hardware distributors.



# Flexible Payment Options

## Payment on subscription...

Partners build the subscription quote in TechStore by setting the commission rate, finance type, term and payment frequency.

Subscription quotes are approved and all payments are managed by CF Corporate Finance.



### Residual Value

Return the equipment

End customer pays a lower monthly fee over a set term for hardware. When the contract term is up, the hardware is returned and refreshed with the latest technology to suit the customer's requirements.



### Finance Lease

Option to keep the equipment

Total cost of hardware spread across a minimum term. At the end of the term, the partner can pay nominal title option fee to own the hardware and is free to review requirements for refreshing equipment.

## ...or payment on account



### Payment Upfront

Cost of hardware paid in full on 30 days payment terms

Partners set up on a monthly credit account to order hardware on TechStore.



# Explore the Partner Journey

## Introducing CF Corporate Finance

CF Corporate Finance provides the Leasing Agreement for all hardware orders placed on a monthly subscription. When converting an order to Subscription your end customer will sign a Subscription Agreement and make monthly payments to CF Corporate Finance.

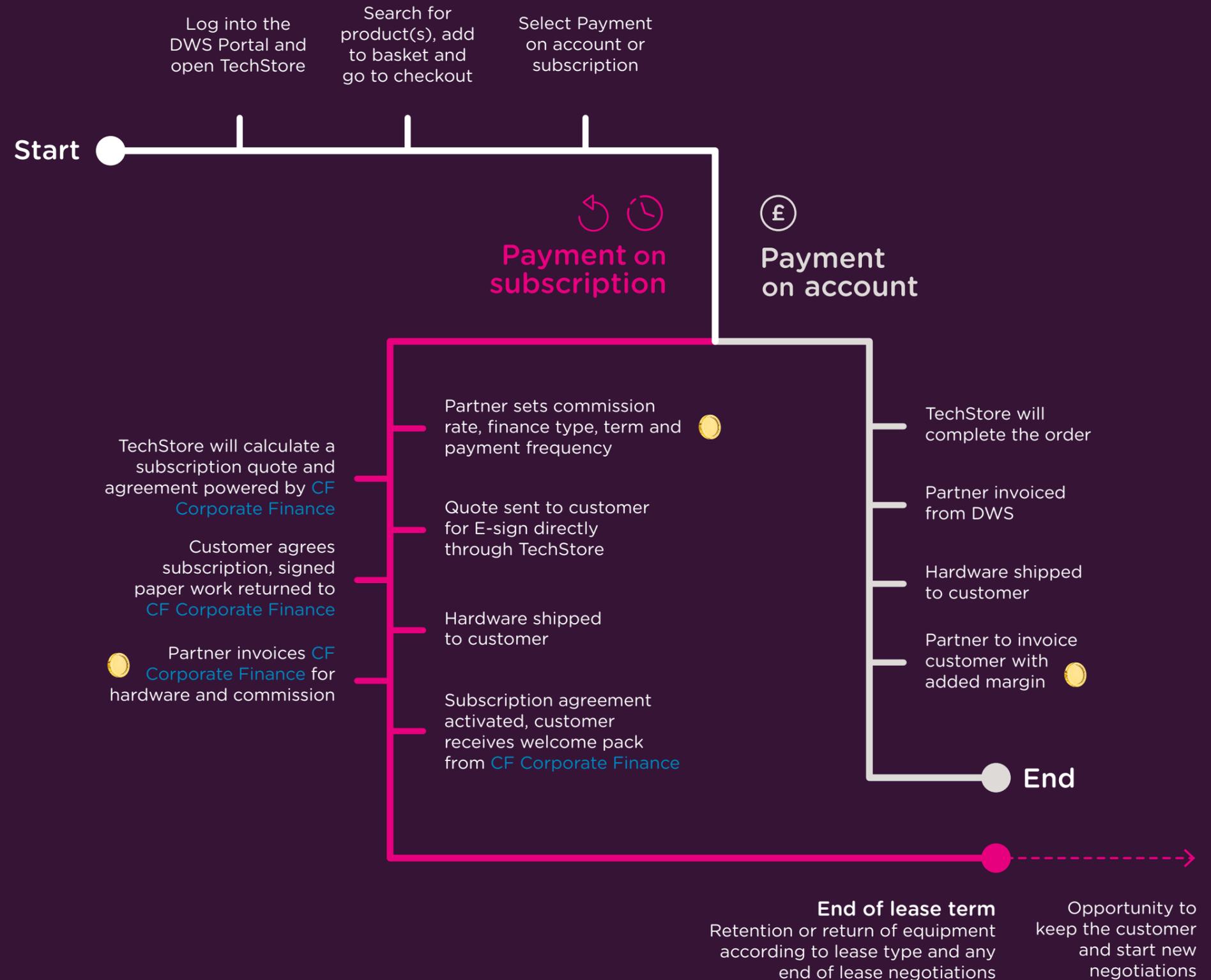
## How do partners make money? 🪙

### Payment on Subscription

- > Partners add commission, as a percentage, to the finance agreement.
- > CF Corporate Finance pays DWS for the hardware and pays the partner their commission.

### Payment on Account

- > Partners add a margin to the total hardware cost.
- > Partner invoices customer for hardware with added margin.



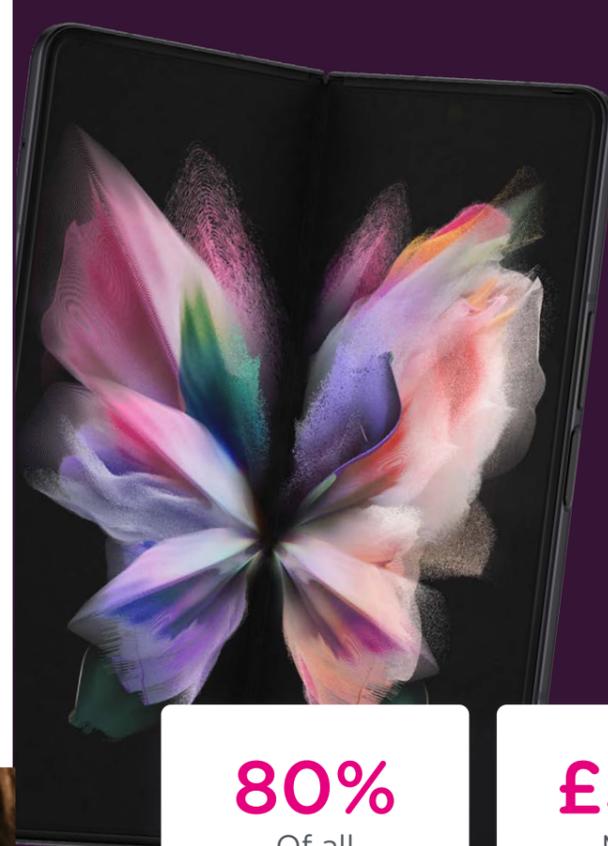
# The Subscription Based Economy

Organisations of all sizes are shifting towards a Tech-as-a-Service (TaaS) subscription model for their hardware consumption. End-users are empowered to deploy only the devices they need, moving from a capital expenditure (CapEx) model to an operational expenditure (OpEx) model.



# Welcome to your next marketplace

The hardware marketplace is growing and is creating massive opportunities for partners to unlock new services and revenue streams. With TechStore, partners instantly remove barriers to entry, gain access to in-demand hardware, and save time and money.



**50%**  
Growth in connected devices globally in the next two years

**30%**  
CAGR of IoT business connections between 2020-2024



**80%**  
Of all businesses connected to 5G by 2025

**£3bn**  
Mobile connectivity and hardware market by 2026



**£2bn**   
Hardware market (PCs, laptops, tablets, printers) by 2026



\*Source: Megabyte / EY-Parthenon / PWC



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**Want to find out more?**

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[www.digitalwholesalesolutions.com/techstore](http://www.digitalwholesalesolutions.com/techstore)