



Hardware

Exclusive to Giacom Partners

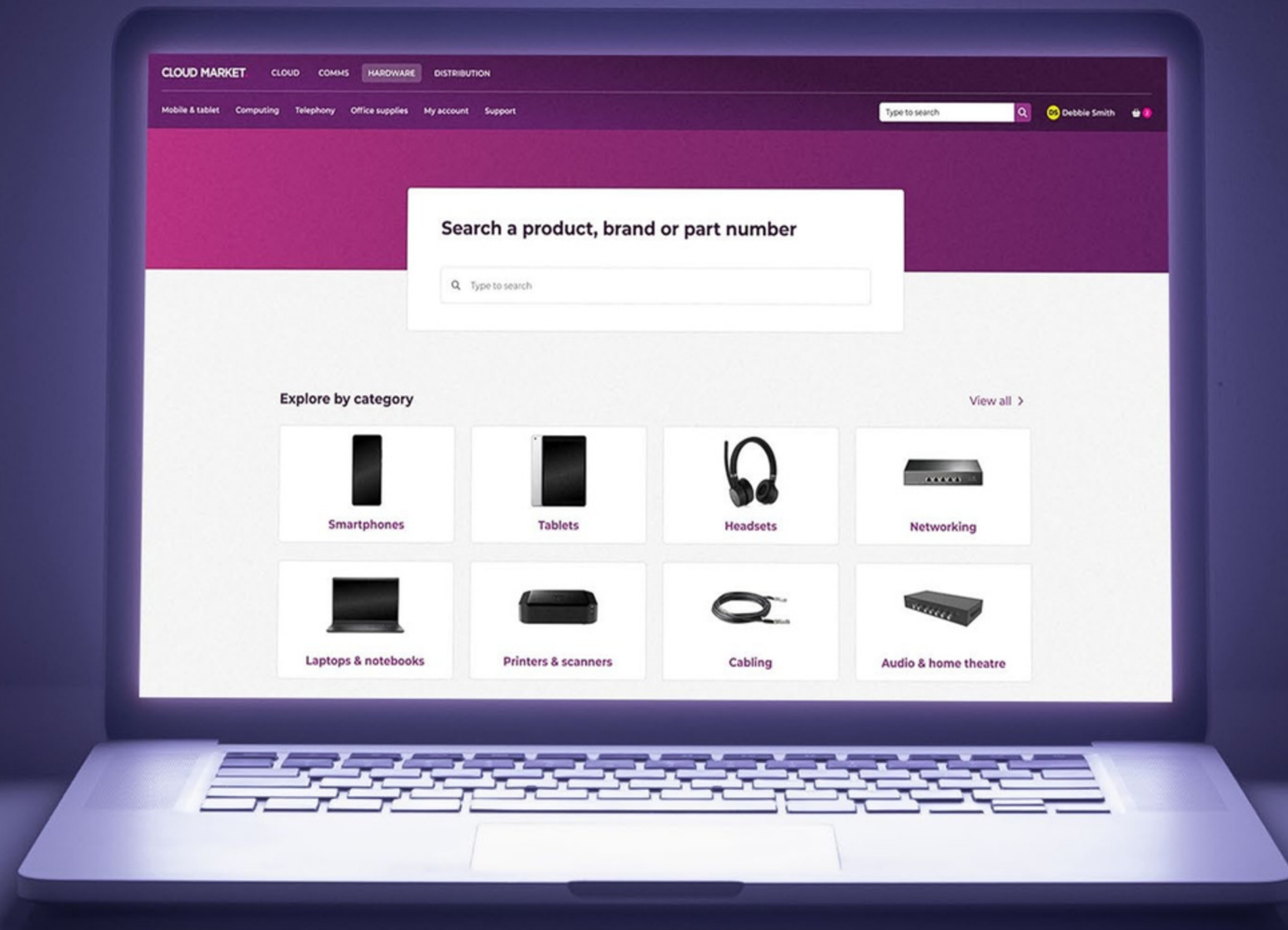


With Giacom Hardware, you have access to over 350K products from 100+ tech brands, with pricing and availability sourced from the UK's leading hardware distributors. Buy on account or sell on monthly subscription and ship direct to your customers.

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


That's the power of purchasing through partnership.

Register for Giacom Hardware




THE LATEST TECHNOLOGY AT YOUR FINGER TIPS


With Giacom Hardware, partners can source the right technology on time and on budget, whatever the customer's requirement.




Smartphones




Tablets




Headsets




Networking




Laptops & Notebooks



Printers & Scanners



Cabling



Audio & Home Theatre

WORLD'S LEADING TECHNOLOGY BRANDS ALL IN ONE PLACE

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

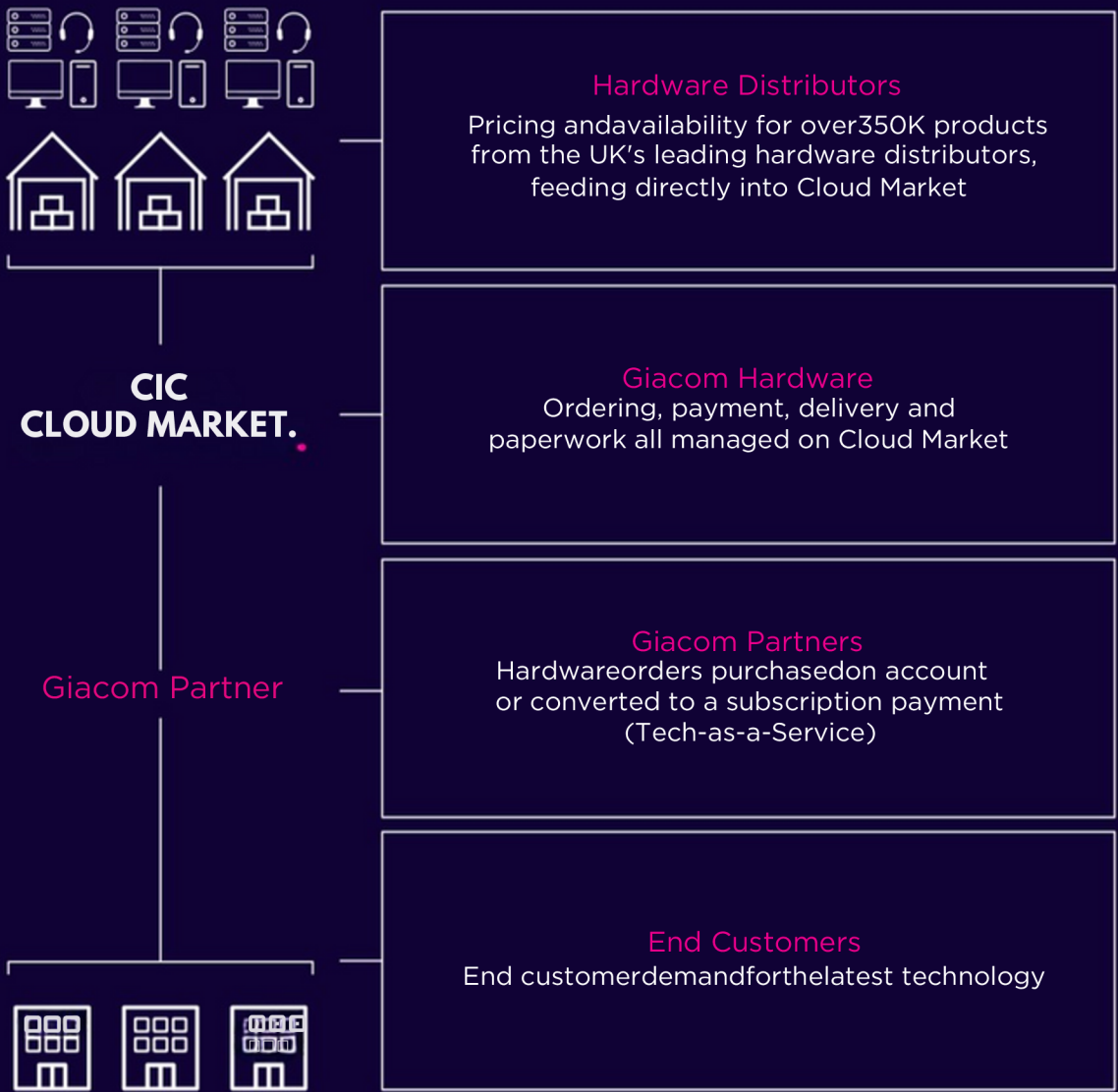




OVER 350K PRODUCTS & 100+ TECH BRANDS

HOW DOES GIACOM HARDWARE WORK?

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



YOUR WINNING ACE IN THE CORPORATE GAME

Samsung Galaxy A Series
Enterprise Edition available
on Giacom Hardware



FLEXIBLE PAYMENT OPTIONS

Payment on subscription...

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

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

Subscription models



Residual Value

Return the
equipment

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



Finance Lease

Option to keep
the equipment

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

Payment on account...



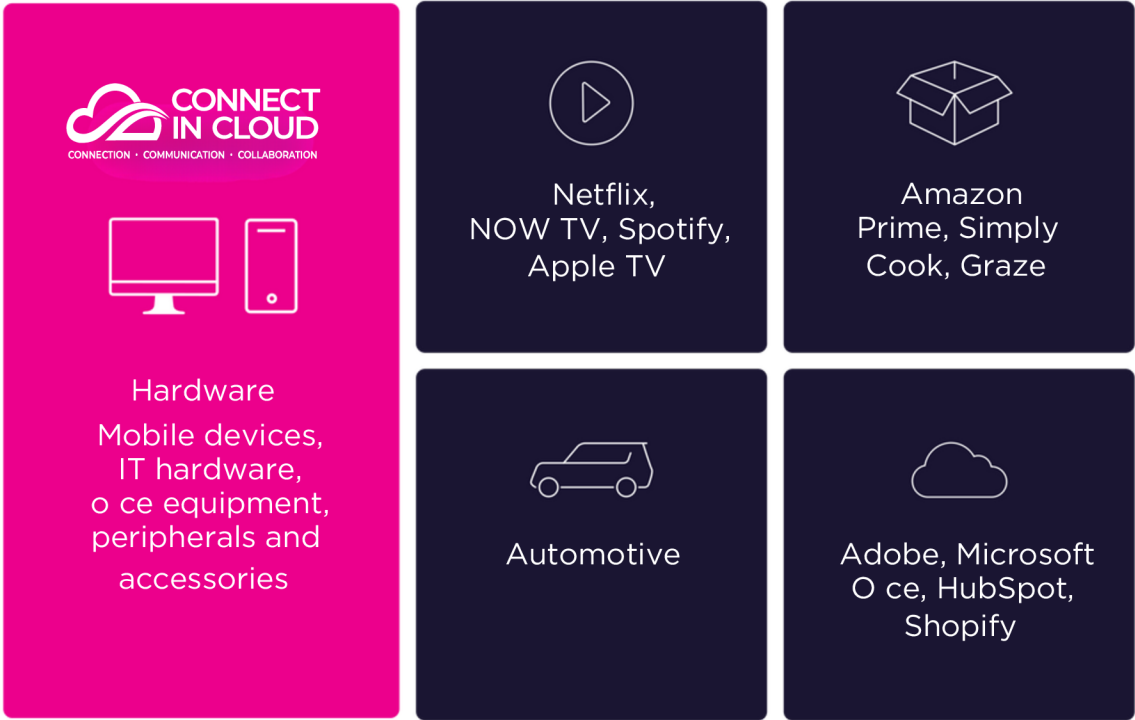
Payment Upfront

Cost of hardware paid in full on
30 day payment terms

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

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 Giacom Hardware, partners instantly remove barriers to entry, gain access to in-demand hardware, and save time and money.



£3bn
mobile
connectivity and
hardware market
by 2026

30%
CAGR of IoT business
connections between
2020-2024

£3.1 bn
expected size of the
UK mobile phone
market by 2025

80%
of all businesses
connected to
5G by 2025

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



*Source: Megabuyte / EY-Parthenon / PWC / USwitch



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