

# PARTNER WITH A LEADER

Become an Authorized Toshiba Dealer



- > Award-Winning Products
- > Value-Added Solutions
- > World-Class Training
- > Unparalleled Technical Support
- > 24/7/365 Account Access
- > Highly Competitive Pricing
- > Superior Marketing Support



# INNOVATION

to ensure success for your clients.

Toshiba invests over 6% of its annual revenue on research and development. We offer business solutions and programs to improve your customers' productivity and increase profits.

## TOSHIBA SOFTWARE AND DEVICE MANAGEMENT

Toshiba understands the multifunction product is just the beginning. That's why we leverage our Leading Innovation technology with software and programs that help you increase efficiency and reduce waste. Toshiba offers over 20 integrated software solutions that address print, document, device and output management and workflow solutions.



Dealers can illustrate how customers can reduce their costs by up to 40% with our proprietary Encompass Document Analysis Program, which garnered us the prestigious CIO Enterprise Value Award.

The Six Sigma-based Encompass process reveals "hidden" cost drivers associated with copiers, printers, scanners and fax devices. As a result, you'll help your clients save money while improving their office efficiency and productivity.



By leveraging the Toshiba PageSmart Program, dealers can now offer clients toner, service, parts and labor included in one low, cost-per-page price. This frees up IT resources so your customers can focus on other issues critical to their business, saving them valuable time and money.

## GLOBAL SERVICES PORTAL

For your larger clients, Toshiba has created the National Accounts Management program. It offers complete service and support for all products after purchase, maximizing your client's control of fleet operations. With access to the Toshiba extensive support infrastructure of service management, technical support and supplies, you can offer major accounts a total solution. Our exclusive, customizable Global Services Portal website provides you with a unique selling tool to help your customers manage their equipment fleet and receive support services 24/7.



## Digital Signage



Increase your product offerings with an array of digital signage solutions. The Ellumina Digital Signage Services team understands that your customer is unique. Our value is content expertise, professional design, worry-free implementation and operation and a single point of accountability from a trusted technology leader. Offer your customers thorough and comprehensive services for digital signage and network solutions that meet their needs.

- › Assessments and Site Surveys
- › Design and Implementation
- › Content Development and Creation
- › Content Management
- › Installation and Service
- › Financing and Leasing



# GET MORE

as a Toshiba dealer.

## Toshiba does more for your customers, and more for your business.

Award-winning products. Award-winning support. Backed by an award-winning global reputation. As a Toshiba Dealer, that's what you'll get. So if you're considering offering customers more by expanding your product line to include some of the most innovative and reliable technology in the industry, consider Toshiba. We provide more of what you and your customers want and need. And that translates to more profit on the bottom line.



ACE Award  
Achievement in Customer Excellence  
CustomerSat



# EXCEPTIONAL SUPPORT

to help your business grow and succeed.

## Education and Development

Learn the way you want, when and where you want through a blended approach that includes classroom, electronic and mobile learning. With four locations across the nation, our Best of Class training provides the experience and knowledge necessary to provide top-of-the-line customer service. Our acclaimed training philosophy focuses on product features and benefits, competition, software, trends and selling techniques.

## InTouch Center

Much more than an 800 number, this dedicated, live-assistance technical support line is unique to the copier industry. The center houses a full fleet of equipment so specialists can literally walk to a model of the system in question to troubleshoot a problem. Additionally, every network environment supported by Toshiba America Business Solutions imaging equipment can be replicated on the support specialist's desktop computer.

## FYI Intranet

Our award-winning dealer portal provides instant access to sales and service training, product specs, tech support, competitive information and service updates. Download the latest drivers and operation manuals, review technical bulletins and access sales materials anywhere, any time.

## Toshiba eXCHANGE

Join our exclusive online community of Toshiba dealers and sales professionals to ask questions, exchange ideas and share valuable insights. Network with other dealers to share sales strategies and success stories, find important documents and take part in popular discussions.

## Advertising and Sales Support

Increase your sales and leverage the Toshiba brand with extensive marketing tools and promotional programs. Our advertising program provides co-op funds that you can apply toward a variety of professionally developed marketing campaigns to promote your business.



The Toshiba Quality Commitment is our guarantee that your customers are getting the utmost in advanced technology, dependability, service, and support. Toshiba stands squarely behind our promise with the assurance of complete satisfaction.







## TOSHIBA DEALER BENEFITS

- > The most extensive dealer support in the industry
- > Immediate online access 24/7/365 for accounts, product information, co-op advertising, assets and training
- > Award-winning line of copiers, printers, scanners, digital signage systems and document management solutions
- > Innovative products, including true multifunction devices for small, medium and large workgroups
- > Marketing, sales and training programs specifically designed to enhance customer relationships and increase your bottom line
- > A globally recognized brand leader with a technological heritage that spans more than a century
- > Consistently recognized for innovation, quality, and technological excellence
- > More than 150 industry awards and product recommendations



**TOSHIBA**  
Leading Innovation >>>

# JOIN THE WINNING TEAM

## Become an Authorized Toshiba Dealer Today!

To learn more about partnering with Toshiba,  
email [PartnerWithALeader@tabs.toshiba.com](mailto:PartnerWithALeader@tabs.toshiba.com)  
or call 949-462-6201



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**TOGETHER**  
INFORMATION