

**TOSHIBA**

# **JOIN A REWARDING RELATIONSHIP**

## **BECOME AN AUTHORIZED TOSHIBA DEALER**

From increasing revenue to providing award-winning products, services and support to helping you create lifelong relationships, you can count on Toshiba to do more for your business and your customers. Become an authorized Toshiba dealer today to take advantage of our long list of innovative and rewarding benefits.



# TOP REASONS TO PARTNER WITH TOSHIBA

THERE ARE NUMEROUS REASONS TO BECOME AN AUTHORIZED TOSHIBA DEALER. HERE ARE JUST A FEW.



## GROW PRINT REVENUE

**Access to a robust portfolio of multi-vendor products from a globally recognized leader**

At Toshiba, we offer a full portfolio of products. With everything from mobile printers to light production, we have the award-winning products your customers need to excel in hybrid work environments. You can also count on us for high-quality supplies, including superior color toner made in the U.S. And to ensure your customers receive a complete and brand agnostic approach to print support, we also partner with leading brands like Lexmark\*, Brother, KIP, HP, and more.



## EASILY EXPAND TO NEW STREAMS OF INCOME

**Increase revenue with adjacent avenues for growth**

With Toshiba, MFPs are just the beginning. We offer workplace digital solutions for improved workflow and smarter printing, both on-premises and in the cloud. Toshiba also provides your customers with durable and adaptable label and receipt printers that are both easy to use and maintain. When your clients are looking to engage, entertain and educate their customers, you can turn to us for our extensive digital signage solutions. Our Encompass® Managed Print as a Service (MPaaS) program helps your customers re-imagine their workplace, so they can reduce spending, improve productivity, and more. And with our vertical solutions and award-winning sales experience, we can help to open many opportunities for you.



## ACCESS TO AWARD-WINNING SERVICE & SUPPORT

**Regional resources available to help at every step**

Our support teams are dedicated to dealers with regional service teams and our exclusive InTouch Center. This allows dealer technicians to access support on-demand while onsite with a customer, resulting in a higher fix rate and customer satisfaction. Our education and service tools are second to none, offering service training both in person and virtually. Technicians can benefit from Elevate Sky™ Service, offering cloud support tools that help improve uptime and deliver superior customer service. It's because of quality service and innovative tools like this that led the office technology industry to recognize Toshiba with The Cannata Report's 2020 Frank Award for "Best Technical Service".



## RECEIVE DEDICATED SALES RESOURCES

**Teams and programs dedicated to your sales success**

Beyond field support dedicated to our dealers, we also have our Major Accounts program, where we can help you sell to and service larger accounts across the country with national distribution, service and pricing – In addition to our GSA contracts, our consortiums allow you to leverage lucrative GPO contracts. With this dedication to government, education and other major accounts, you can pursue these types of opportunities with the confidence to know we have the infrastructure to support them. These resources allow you to respond to RFPs and price requests quickly and efficiently.



## **ADD PRODUCTS WITHOUT ADDING EXPENSE**

### **We invest in key relationships, so you gain the benefits without the expense**

We know your business is only as good as your partnerships, and that takes both time and money. That's why we do it for you. Through our relationships with 3rd party brands in both hardware and software, we're able to be your single point of contact to better streamline the process. That way, we're able to offer volume pricing and better results by filling in the gaps and providing you consistent education, marketing, training and more.



## **ACCELERATE SALES**

### **Jumpstart sales teams with our proven tools**

We know sales are the foundation of your business, so we have developed proven ways to help you reach your goals. Toshiba offers world-class training with a blended approach – classroom and virtual – so you can learn in a way that fits you best. You'll also have access to Exchange, our platform that provides on-demand content to help you across the entire sales journey. MPS tools like Encompass® and PageSmart® are also available to help you deliver engagements both locally and nationally. As a global company, Toshiba can offer you the opportunity to leverage many of our specialists, including MPS analysts, solutions experts, government and Major Accounts programs, and dedicated assessment specialists and project managers for large deals.



## **MAKE MORE MONEY**

### **Add more to the bottom line**

Beyond sales, there are several opportunities to make money with Toshiba. With our Success on Demand program, you'll gain access to SPIFFs, rebates and more – all from multiple vendors at once. You'll also have the opportunity to qualify for promotions, incentive programs and trips. Toshiba also offers discounts on consumables to help you be more aggressive to win more deals or improve your margins. And through Toshiba Financial Services, you'll find great rates, exclusive promos and rebates, as well as clear terms, accurate invoicing and no back-end surprises.



## **SAVE ON MARKETING**

### **We spend the marketing funds, so you don't have to**

As the old saying goes, "A penny saved is a penny earned." That's the core idea behind our dealer marketing efforts. Toshiba provides you with convenient, print-on-demand marketing materials, as well as emails, webcasts, social media content and events. Getting your message out has never been easier.





## CREATE LIFELONG CUSTOMERS

### Provide exceptional customer experiences through tools and support

We understand that more than ever, our industry is only as strong as our relationships. In order to help you stand out, Toshiba will promote your success through dealer recognitions, like ProMasters®, Dealer of the Year and more. To help you shine on the customer level, we offer products like Elevate® that lets you help customers personalize their MFPs for a truly customizable experience tailored specifically to their business.



## PARTNERSHIP IS A PROMISE

### This is more than a transaction; it's a relationship

With Toshiba, you'll never feel like you are going it alone. We know your success is our success; you are core to our culture. That's why we have dedicated sales and support teams focused on making sure you have everything you need to build your business beyond what you thought possible.

# BECOME AN AUTHORIZED TOSHIBA DEALER!

Toshiba can help take your business to the next level, every step of the way. To learn more about becoming an authorized Toshiba dealer, visit [business.toshiba.com/recruitment](https://business.toshiba.com/recruitment)

\*Lexmark approval process required

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