

Distributors DE | High satisfaction with Delo, ALSO und Ingram Micro

„How do you rate the overall quality of the distributor?“

(number of replies)

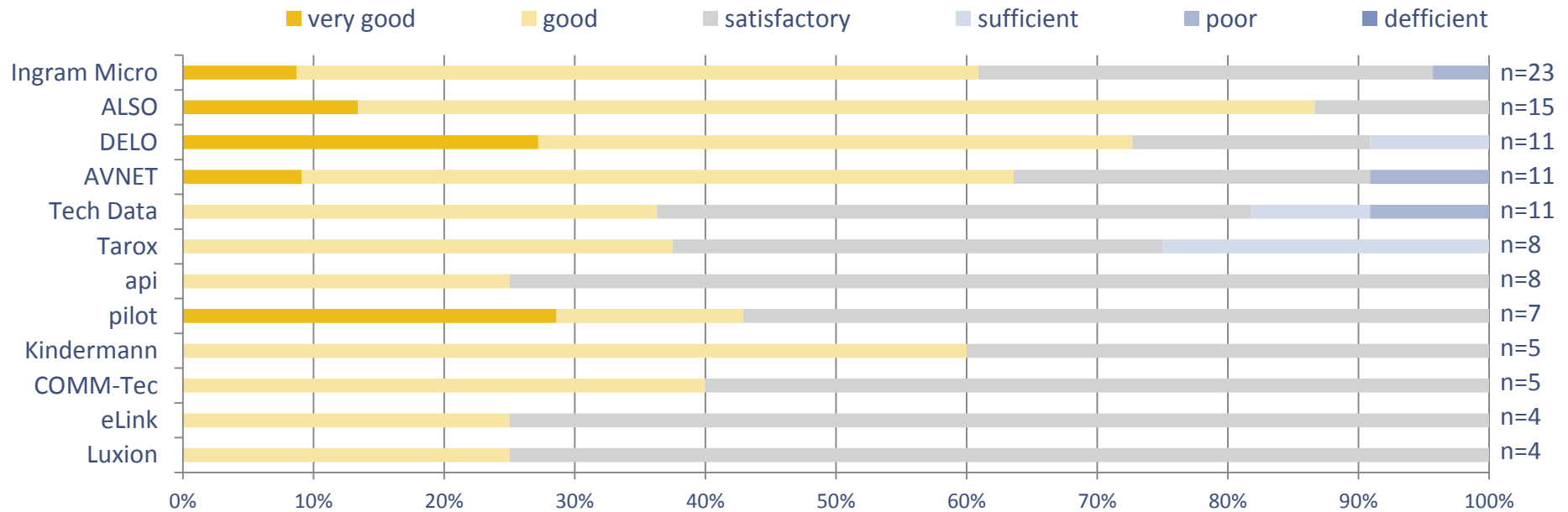


Fig. 21: DBCI November/December 2013 "Quality distributors DE", n=4-23

- Next to a wider product portfolio the customers recognize the important of project support services provided by the distributors. The level of support is primarily defined by the level of Digital Signage knowhow. Most experienced integrators make use of the logistic and supply chain services while inexperienced resellers also utilize consulting, configure-to-order and installation services
- Financing services are almost never requested from the distributors