CHANNEL CENTRAL .NET

NEXSYS

Hewlett Packard Enterprise **iQuote**

"Today our business is 2 times larger thanks to tools like iQuote"

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Regional Manager

Service
iQuote

Requirements
Needed a fast and reliable solution to quote more than 1500 Partners in LATAM

The Background and Challenge

Founded in 1988, Nexsys has been providing the best IT solutions in the Latin American market for 30 years. Their vision and understanding of the changes in the technology marketplace have leveraged the evolution of their distribution model. They have strong alliances with the biggest vendors worldwide and adapt to the changing needs of their growing network of business partners which includes Resellers, Value Added Resellers and Systems Integrators.

Nexsys has developed a strong relationship through the years with HPE. It is a VAD solutions integrator, and HPE has been a key part of their growth in their Cloud, Hybrid Cloud and infrastructure initiatives. Today HPE is their strongest networking, storage and server vendor.

Solution

Nexsys first heard about iQuote when they were doing a growth workshop with HPE. iQuote was put in discussion as a growth accelerator, especially in the run rate initiative. And moving forward in a digital distribution model.
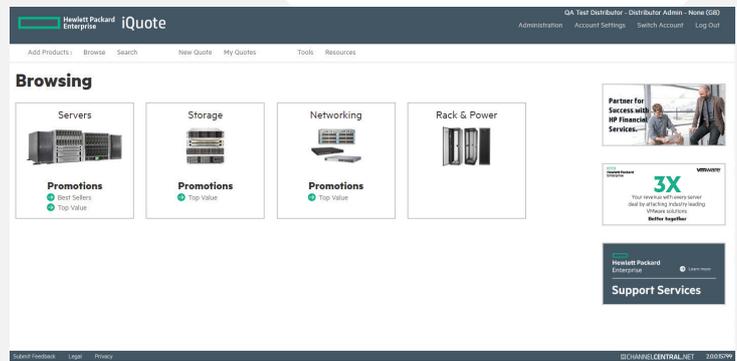
Nexsys then started using iQuote in 2014. Since then, it has become a key element in their Latam distribution model.

Implementation and Benefits

iQuote solved the continuous problem of needing a fast, reliable and efficient tool to quote to more than 1500 Partners throughout Latin-America.

Nexsys has an e-business platform (nexsysla.com) and a strong social media presence - near 50% of their orders come through the website.
With iQuote fully integrated with Nexsys' Business Portal, their Partners can quote, order and see inventory in real-time.

Partners are doing different types of quotes, and different kinds of solutions. Almost every Partner in the Nexsys ecosystem knows the iQuote tool and it is a fundamental element to be able to develop sales.

"iQuote has helped us automate the volume business; and now we are able to focus on larger growth deals. Today our business is 2 times larger thanks to these kinds of tools."

The ability to see the inventory online has been really useful to Nexsys and their Partners, and the option to have pre-built solutions has closed the gap in opportunity development.

Recommendations

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Nexsys view of iQuote:
As a distributor we don´t see a way to develop a successful business without iQuote. For sure we are going to recommend it.

iQuote is a true example of digital transformation in action! We have leveraged our way of doing business thanks to iQuote. It is a key tool in our day by day business!

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Nexsys view of channelcentral:
channelcentral has been a true partner in all this process. We hope to keep developing and taking advantage of new developments. The service has been great, without them it wouldn´t be possible to have this success, the results talk for themselves!.

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For more information on iQuote please visit
www.channelcentral.net/hpe-iquote.asp

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