

Global Procurement System (GPS)

Navigate the complex world of logistics for your customers

Through our Global Procurement System (GPS), Westcon helps you successfully execute on a global scale by removing traditional obstacles so often associated with doing global business. We excel at project management, delivery and logistics and ensure things happen right at the local level—while ensuring compliance with both government and tax laws.

Westcon extends your capability without introducing competitive partners into your end user client. Together we navigate the complexities of differing channel practices, currencies, pricing and tax models, varied support options and assist with vendor reporting obligations. Through our flexible program, we complement your current capabilities, extend your geographic reach, and provide you and your end user clients with the ability to pursue new geographic market opportunities with minimal investment.

With over 25 years of distribution experience, operations on six continents, and strong local representation, we focus exclusively on networking, convergence, security and mobility. The Westcon

GPS Program makes it easy for you to assist customers who are looking to make centralized design and purchasing decisions, but who want to work with you to manage the global product and services delivery. Benefits include:

- Maintain local relationship as preferred trusted partner to your customers
- Utilize your local technical and engineering expertise
- Global logistics solutions with access to one of the largest specialist distribution networks
- Consistent global discount and pricing model
- Single point of contact and dedicated global team
- Single global contract and credit application, with standard terms and conditions
- Local relationships and in-country fulfillment
- Local invoicing in 60+ countries
- Expertise in global trade, customs and duties
- Tax recoverability, compliance and audit
- Staging and configuration services
- Expert project management



Key advantages of our Global Procurement System include:

Westcon Expertise

We employ a sophisticated distribution management and ERP system as well as an enhanced global system using the next level of distribution and procurement intelligence. Your single GPS contact keeps things organized, streamlines communications to you, and makes it easier for you to do business in multiple countries.

Locally Processed Transactions

We offer the ability to process local transactions in over 60 countries, where inventory and shipping occur locally. The benefits to you are faster delivery times, fewer customs hassles, lower shipping costs, tax recoverability for the local end user client, and happier customers.

Expertise in Global Trade, Customs and Excise Duties

As a multi-national distributor, we are experts in international logistics, customs and duties.

Local Currency Invoicing

We are able to generate local currency invoices in each of the countries where we have a presence, meaning fewer conversion rate headaches and easier processing.

Strategic Stocking

Westcon's goal is to help drive your business growth by keeping the inventory you need on hand by geography. Our state-of-the-art warehousing capabilities and logistics centers help you track and manage the levels of product you require around the world.

Project Coordination Expertise

You can rely on Westcon to manage the details so your global project runs smoothly.

Tax and Export Law Compliance

Sophisticated ERP/GPS systems allow detailed tracking, identification and alerting to ensure compliance with the complex laws surrounding technology export and taxation. By working with Westcon you can achieve timely delivery, mitigate export compliance concerns and alleviate potential liability for shipping technology to restricted countries!

Staging and Configuration Services

Leveraging our worldwide logistic centers, your business benefits from our staging and configuration services—a capability most other distributors simply cannot provide. Westcon is known for its expertise in staging and configuration and can help you extend your own value proposition.

Other Tools and Benefits

Our automated order systems and global order tracking tools deliver your solutions efficiently and accurately.

Utilize our organization of talented and experienced people to ensure your next multi-national opportunity is a success.

Contact our GPS Sales team today to learn more!

For more information on Westcon's Global Procurement System, please contact:

Westcon Group GPS Team

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