Affiliate Partnership Advantages

Support your members by recommending accountable IT service

Your membership trusts you to refer only the best service providers. Recommending a highly accountable, prompt, and well-resourced IT company results in a win for your brand and for your member businesses. With a proactive IT service and support provider behind them, business owners can stop worrying about things outside their expertise and get back to business.

Why Partner with Scantron?

Because we can do better together: we provide the full-service IT support and lifecycle services that your membership needs, tailored to their diverse requirements, and you elevate your organization's status as a trusted advisor.

As an industry group, you seek to strengthen members by collaborating and negotiating better deals for everyone. With more than 40 years of experience in IT support, Scantron helps your diverse membership extract the greatest value from their IT investments, keeping the path clear for more effective and more profitable businesses.

What We Do Best

Managed IT Services: We deliver day-to-day support needs for companies who have little or no dedicated IT resources. This includes prompt remote and onsite service when needed.

Managed Print Services: Our MPowerPrint solution helps companies get better control and visibility over their entire print environment, while enabling better performance, productivity, and cost savings.

Hardware Services: We're the single point of contact at every phase in the technology lifecycle, from procurement and configuration, to maintenance and repair, to upgrades and disposal/disposition.

Design & Implementation: Our services include consultation and assessment, network design & implementation, roadmap development, and skilled staff for resource-intensive projects.

Buying Group Snapshot

Nationwide buyer's group for electrical wholesalers

72 customer locations with onsite support in 17 states

1,337 managed pieces of equipment including PCs, printers, servers, routers

Projects include Windows upgrades, SonicWall renewals, PC/hardware upgrades, printer fleet installations

Collaborate with multiple software providers

Affiliate Partner Program

Every company, regardless of size, needs a secure, fast, and reliable IT environment. But not all IT service providers are the same. Because of Scantron's depth of personnel and support infrastructure, your membership get the peace of mind that comes with an entire IT team, but at a fraction of the cost of one full-time seasoned IT manager.

When you recommend Scantron, your members gain greater confidence and productivity, while

"The service is consistently so outstanding that we don't hear much about it. They respond quickly and they get the job done."

Kris Hopkins, Vice President of IT, Echo Group, Inc.: Council Bluffs, Iowa (member of buying group)

"I think the most important piece is that when we call and say we've got a problem, it's usually fixed within a day or the next day. They have a complete and total knowledge of what's going on here. The amount of knowledge in that call center is pretty extreme."

Michael Mertz, Administration and Operations Manager, Nu-Lite: Harahan, Louisiana (member of buying group)

you boost your organization's credibility. Whether they augment existing staff or use Scantron as their complete IT resource, your members experience many benefits.

- **Single point of contact for all IT needs**
- **ServiceCOMMAND® online support utility for real-time call placement and tracking**
- **Company-employed Field Service Technicians deliver onsite service and support, nationwide**

Proven Partners, Increased Value

Better Service & Support

A dedicated, consistent team fixes IT problems. Over more than 40 years, we've become very skilled at diagnosing and resolving issues — and preventing future ones.

Greater Reliance on Your Organization

Increased usage of member service providers means that you distribute more incentives to your member base throughout the year, giving members more resources and more reliance on your guidance.

Marketing Engagement

Scantron experts stay on top of technology advances and potential threats that may affect your members. Our team provides your marketing staff with advice to educate members on best practices.

It's a no-brainer. Your members get world-class IT support without hiring additional IT staff. You keep growing your brand while enjoying new revenue streams.

Take the Next Step in Your Company's Journey

Start the conversation with a Scantron business partner manager. We will collaborate on a plan that aligns with your long term business goals and strategy. Together, we'll meet and exceed your customers' expectations and turn them into greater advocates for your products.

OPTIMIZE YOUR BUSINESS IT SOLUTION OPTIONS TODAY!

For a free consultation to meet your organization's goals, call **800.722.6876** or visit **www.scantron.com** to learn more.

About Us

Scantron Technology Solutions provides managed print and IT services you can count on. Our nationwide team of experts provide full-service packages and á la carte options to be your IT team or to support your current staff. STS solutions meet you where you are and help you get to where you want to be.