



Partner Success

## Westcon supports VAR to deliver strategically important international business

Westcon  Comstor

### Multi-national chemical company needed critical equipment for sites in North America, with budget and key stakeholders in Europe

#### Challenge

Our partner, a leading global VAR, was engaged to deliver an international solution for a major chemicals company, delivering to sites across Europe and North America.

The stakeholders and budget were based in Europe, so export was the preferred option, but neither the partner or end customer wanted to manage the complexity associated with importing the equipment.

#### Solution

Westcon worked closely with both partner and vendor to finalise the bill of materials (BOM) for each of the three sites in North America and obtain the necessary approvals for export.

We provided quotations for an all-inclusive delivery service including export from Europe, shipping, importation and onward delivery to the final location.

The partner secured orders from the customer and placed orders with Westcon. We in turn purchased from the vendor in Europe before shipping to North America and managing the end-to-end process.

#### Result

The end customer used the budget they had available in Europe to deliver equipment in North America.

We acted as a safe pair of hands, handling procurement and delivering within eight weeks of the initial quote. We provided complete transparency for the partner and the end customer with regular status updates to ensure peace of mind.