



Avnet and IBM Certified Used Hardware Program



Maximizing Your Profits While Minimizing IT expenditures

In today's challenging economic environment, clients' budgets rarely match their wish lists, but that doesn't mean you have to lose out on a great sales opportunity. Refuse to lose, offer used from IBM Global Financing.

IBM Certified Used Equipment™

Carefully refurbished and tested using IBM specifications - you can acquire IBM quality at a fraction of the original price. All IBM Certified Used orders come with a 90 day satisfaction guarantee and are IBM maintenance eligible day one. Your IBM reps do get credit for IBM Certified Used transactions!

We assist with upgrades, leases, disaster recovery equipment, additional memory and much more! Want to bring down the cost of a new machine? Add used features!

Why Avnet / IGF "Used"?

- Huge Cost Savings
- Product Quality Assurance
- Speed of Delivery
- Multi Platform Technology Expertise
- Avnet Service

Speed of Delivery

- Same day shipments when necessary
- World Wide shipping program
- 5 million dollar sitting inventory and immediate access to IGF Stock
- Band-aid solutions for mission critical environments

Cost Savings \$\$\$

- Avnet / IGF can help maximize your customers IT budgets by minimizing their hardware acquisition costs.
- Quality refurbished hardware at 70-80% savings off of similar NEW hardware solutions.
- GROWING your margins incrementally through economically beneficial refurbished hardware options.
- IBM Channel credit on all transactions shipping from IGF

Multi Platform Expertise

- IBM P Series, I Series, X Series and Storage products available
- Staff with over 20 years of technology and market expertise
- Certified Technical Engineers and support staff



Product Quality Assurance

- 100 % Certified IBM hardware
- All Avnet / IGF refurbished hardware is guaranteed to go under IBM Maintenance
- Expert configuration team to validate your customer needs
- Trained certified technical staff to support your customers
- Systems, upgrades and features available

Avnet Service

- Dedicated Avnet remarketing Staff
- Expert configuration teams
- Certified Technical Support
- Avnet guarantee of customer satisfaction

Avnet Remarketing Team

