



sektor

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INNOVATIVE TECHNOLOGY FOR IMPROVED BUSINESS OUTCOMES

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Sektor specialises in delivering innovative and efficient technologies for the retail, networking, security, healthcare, ergonomics and mobility markets. Our passionate, dedicated and deeply knowledgeable team is second to none, offering unparalleled industry and technology expertise to help our partners build winning solutions for their customers.



POS



Mobility



Healthcare



Networking



Security



Ergonomics

## OUR TEAM

### THE VERY HEART OF SEKTOR

You don't have to be around Sektor very long before you hear someone say 'Sektor is all about its people'. Our team is the very heart of Sektor and the (open) secret behind its success. We have brought together the people with the deepest knowledge of the industries we serve; people with passion, experience, humour and trusted relationships.

Our team has hundreds of years of combined experience in vendor, distribution and partner businesses. Our unrivalled knowledge of the technologies we sell means we can offer partners in-depth and insightful technology advice and guidance.



## 100% CHANNEL FOCUSED

Sektor doesn't sell to end users – ever. We are focused 100% on partners, and everything we do is about delivering value to the channel. We constantly research industry and technology trends and we build trusted vendor relationships, to ensure we can bring our partners the latest and greatest. No partner is too large or too small for us, and every single order is important.

## DISTRIBUTION **BASICS**

Our distribution expertise means our partners can be 100% confident that they'll have the very best products, at the right price, exactly when and where they need them. Whether it's run rate 'ones and twos' or large corporate orders, the Sektor distribution infrastructure delivers:

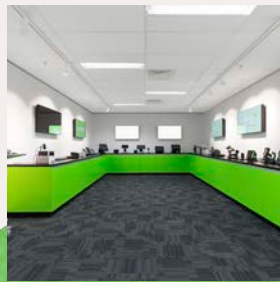
- Extensive range of global industry-leading vendors
- Significant investment in stock
- State of the art order processing system
- Sophisticated online portal, where partners can buy online, manage dedicated inventory, access special pricing and comprehensive product information
- Flexible credit terms
- Streamlined and efficient warehouse system and logistics infrastructure

## DISTRIBUTION **EXTRAS**

We offer a wide range of distribution 'extras', giving our partners the opportunity to '**LEAN ON US**' for additional services:

- Expert pre-sales consultancy
- Staging and configuration
- Education on vertical markets and product evolution
- Product training
- Dedicated inventory
- Drop ship
- Managed roll-out – planning, logistics and asset management
- Ongoing support and service
- Business development
- Marketing services

When our partners choose Sektor, they're not just buying a product – they open the door to a whole extended support team, and a complete portfolio of services offering 360 degree value.



## **DISTRIBUTION LEADER**

The Sektor approach has delivered exactly what partners needed, and has seen us grow rapidly from our beginnings in 2009 to one of the leading distributors of today; a team of over 156 people, operating in 10 cities, with 5 warehouses, across Australia, New Zealand, Fiji, Thailand and Malaysia.

**Above all, we have a single aim - to help our partners deliver innovative technology that improves business outcomes.**



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[www.sektor.co](http://www.sektor.co)

SYDNEY - MELBOURNE - BRISBANE - ADELAIDE - PERTH - AUCKLAND  
CHRISTCHURCH - NADI - KUALA LUMPUR - PENANG - BANGKOK

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