

STRUCTURED SERVICES



Techbuyer offers a unique approach to the process of sale and delivery of all projects from concept to project sign-off and ongoing support.

Your assigned Technical Account Manager (TAM) will be involved throughout the full process.

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STEP 1. PRESALES ENGAGEMENT

- Understand full technical and business requirements
- Architecture, design, and scoping phase
- Agree the final Bill of Materials (BoM)
- Liaise with vendor to obtain best commercial position
- Final design and commercial proposal presented



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STEP 2. ORDER PROCESSING

- Techbuyer liaises with vendor to process order
- Techbuyer manages process through to smooth delivery, utilising our warehousing and delivery capabilities
- Delivery on-time and adhering to customer requirements



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STEP 3. POST-SALES PROFESSIONAL SERVICES

- Project Definition Workshop (PDW) inc. site surveys, delivery, resource & data centre requirements, timescales, roll-out plans, leading to working project plan
- Technical Definition Workshop (TDW)



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STEP 4. DOCUMENTATION

Following implementation, the TAM and wider technical team produce formal, technical documentation including a 'how to guide' on the standard use of the environment



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STEP 5. PROJECT SIGN-OFF

Once the project has been completed, Techbuyer manages a project sign-off process to ensure that the project met all technical and commercial requirements

