

# DISTRIBUTORS IN EUROPE – THE TOP 500

Europe’s IT distributors are a vital channel for all hardware and software vendors and service providers, providing coverage and penetration to all the markets across the region. If you are looking to extend your coverage across Europe, strengthen your presence in particular countries or understand how your distributors compare to the competition then Distributors in Europe’ will provide you with all the information you need.

## INFORMATION INCLUDED IN THE MARKET INTELLIGENCE DATABASE REPORT

- Turnover: Revenue details by year
- Key Director Contact information: Address, telephone, individual emails etc.
- Sales Matrix – Sold Direct /Indirect
- Hardware/Software Sales
- Target Markets – Sales by country
- Distributed Sales by Product Areas

## HARDWARE - VENDORS

- Console Games & Accessories
- Consumables Vendors
- CPU
- Digital Camera Vendors
- Disk Drives
- Memory
- Monitors
- Motherboard
- MultiMedia Cards
- Network
- Notebooks
- PC Accessory, Consumables
- PCs, Notebooks
- PDA/Palmtop
- Printers
- Scanners
- Servers
- Storage
- Telecom/IT Cabling
- UPS Vendors
- Other Hardware

## SOFTWARE - VENDORS

- Accountancy/ERP/CRM/SCM
- CAD/CAM
- Console Games
- Development Tools
- Enterprise Database
- Internet
- Linux/Unix
- Network
- Office
- PC Games/Education/Console Games
- Security
- Storage Software Vendors
- Other Software

## CUSTOMER REFERENCES

Ownership & Overview – including future strategy plans

## OUR MARKET INTELLIGENCE REPORTS INCLUDE THE FOLLOWING

MSPs / Systems Integrators / Solution VARs / Corporate Resellers / ISVs / Distributors / Communication Resellers / Premier 250 Resellers & Solution/service providers / PC & Server Manufacturers / E-Tailers / Hosting & Cloud Providers / ISVWorld

### THIS DATABASE REPORT IS AVAILABLE VIA IT EUROPA'S ON-LINE PORTAL IN SILVER AND GOLD LICENCE VERSIONS

A **Silver licence** gives view access to the market intelligence with contact details supplied separately in Excel.

**Gold Licence** users can perform advanced searches and can download all profile information which is constantly updated. All contact details can be used for indefinite sales & marketing purposes.

Data can also be provided by country, region or on a bespoke basis.

	First Year	Annual Renewal
SILVER LICENCE	£2,350	£1,150
GOLD LICENCE	£3,500	£2,000

\*Additional user licence costs available on request.

**IF YOU WOULD LIKE TO RECEIVE A SAMPLE OR ANY FURTHER INFORMATION ABOUT IT EUROPA'S RANGE OF MARKET INTELLIGENCE DATABASE REPORTS, PLEASE CONTACT THE SALES TEAM:**

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