The Key to Increasing Sales Effectiveness?

The Power of eCommerce

Emma Crawford *e-Business Manager, Tech Data*

Our UK advocate of e-Commerce Solutions, ensuring Tech Data markets promotes and leverages our best in class solutions to enable business growth and improved productivity.

After a career in our corporate sales team, Emma joined the e-commerce team in 2016. She evangelises, educates and promotes our growing toolset and capabilities to customers, internally and to vendor partners. In 2017 Emma was the winner of the PCR Women of the Year award for Technical Excellence.

Your Priorities

Lead Gen.

Subscriptions

CSP

trust

power

Market Share

Customer Loyalty

planning

Up Sell

values

Increase Sales

success

Cloud

Reduce sales cycles

Digitalization

Customer Retention

culture

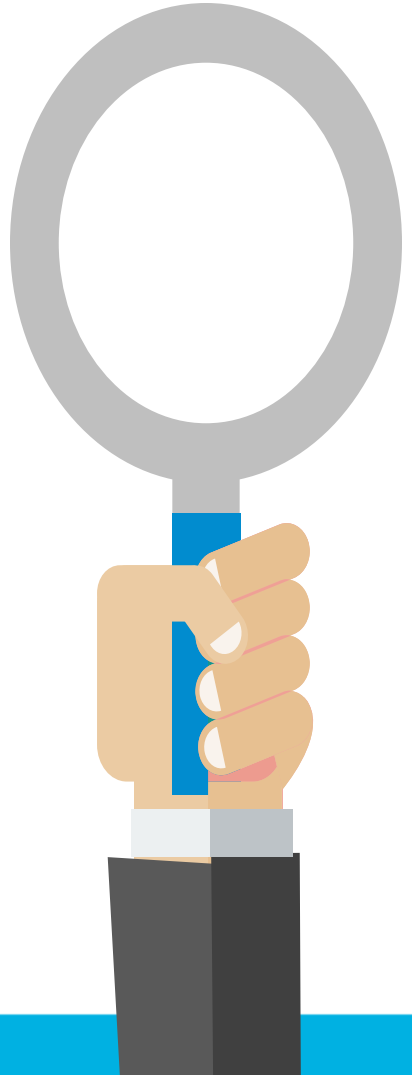
Staff Retention

success

Improved Process

TechData

CSO Insights Sales Performance Study



1. 92.5% of surveyed firms raised their revenue targets for the year.

2. 57% of firms said their salesperson quota was static or in decline

How can this be a success?

How to unlock the potential?

eCommerce Strategies for Sales Success

Product Breadth, Attach & Up Sell

Your Customer Quotes

Intelligent Software Sales & Renewals

Your eCommerce

Bidding for Better Business Online

Stream One Cloud Marketplace

eCommerce Strategies for Sales Success

1. Product Breadth, Attach & Up- Sell

Laptop Store

SEARCH WITHIN RESULTS

In Stock only

Vendor

- Acer (37)
- Apple (1191)
- Archos (1)
- Asus (137)
- Dell (58)
- Fujitsu (32)
- HP (361)
- Lenovo (126)
- MSI (98)
- Panasonic (149)
- PNY (3)
- Toshiba (176)

Outlet new

- Damaged Box (1)

Options

- biddable product (178)
- Gaming products (66)

RESULTS : 1 - 20 of 2369 < 1 2 3 ... 119 > Preview: **20** | 30 | 50

Sorting **Stock High - Low** | Most Popular | Cheapest | Most Expensive Save Search | Export to Excel | Display Settings

Toshiba Satellite Pro R50-C-190

PS571E-0D709DEN | 4660226

EDUCATION END USERS ONLY

****EDUCATION END USERS ONLY***** R50-C-190 15.6" HD, Core i3-6006U, 4GB ram, 12...

OUR VENDORS SUGGEST. 43 | £ 349.19 1 ADD TO BASKET

Toshiba Tecra X40-D-10G

PT472E-00E00TEN | 4362927

Toshiba Tecra X40-D-10G - Core i5 7200U / 2.5 GHz - Win 10 Pro 64-bit - 8 GB RAM...

OUR VENDORS SUGGEST. 4 | £ 971.01 1 ADD TO BASKET

Dell Chromebook 11 3180

P/N: 29FT8 | SKU 4247418

MEGADEAL - SAVE £45 WHILE STOCKS LAST

Chromebook 3180 Intel Celeron N3060 4GB 16GB eMMC 11.6" HD (1366x768) Intel HD 400 Cam and Mic Intel Dual Band Wireless-AC 7265 + Bluetooth Keyboard 3 Cell 65W Chrome OS 1 Year Collect and Return

HOT

Available Stock 6765
List Price / £ 199.00
Price / £ **153.41**
Volume Prices Available
5+ / £ 149.71

1 ADD TO BASKET

Acer Chromebook 11 N7 C731-C78G

P/N: NX.GM8EK.002 | SKU 4099049

Acer Chromebook 11 N7 C731-C78G - Celeron N3060 / 1.6 GHz - Chrome OS - 4 GB RAM - 32

Available Stock 2013
Price / £ **188.96**

Lenovo V130-15IKB 81HN

Office Buy

Compare

Public Sector / biddable product

Manuf P/N	81HN00E6UK
TD#	4699782
EAN:	192563109709

End User Opportunity 10+ units? - Click here to request supported pricing

Lenovo V130-15IKB 81HN

Core i5 7200U / 2.5 GHz
Win 10 Home 64-bit
4 GB RAM
128 GB SSD
DVD-Writer
15.6" 1920 x 1080 (Full HD)
HD Graphics 620
Wi-Fi, Bluetooth
iron grey

Full Product Specification

- Keeps IT departments as happy as their users
- Reliable
- Work and play better
- Working anywhere just got easier
- Put it through the ringer
- Don't forget to smile
- Laugh at would-be data thieves - including gravity

Stock	609
local	609
Expected Stock	171

Price £ **357.51**

Qty 1

ADD TO BASKET

Add to Favorite | Online Check | Notify Me | Add to Quotation | Quick Quotation

Related Products

- Suggested Products (2)
- Cabling (4)
- Desk mounts (1)
- Desktop Accessories (3)
- HDMI Cables & Adapters (1)
- LFD/TV - Mounting Brackets (6)
- Memory (2)
- Mice (7)
- Monitor Accessories (1)
- Monitors (7)
- Other Portable Accessories (1)
- Patch cables (1)
- **Portable Docking stations (3)**
- Portable Security Accessories (1)
- Portables Chargers and power (5)
- Power Supplies (3)
- Warranties & Insurance (2)

Lenovo ThinkPad USB 3.0 Basic Dock - Docking station - USB -

40AA0045UK

Stock 32

79.23 £ 1

ADD TO BASKET

Lenovo ThinkPad USB-C Dock - Docking station - USB-C - VGA -

40A90090EU

Stock 0

133.74 £ 1

ADD TO BASKET

Lenovo ThinkPad USB-C Dock - Docking station - USB-C - VGA -

40A90090UK

Stock 0

133.74 £ 1

ADD TO BASKET

- Portable Docking stations (3)
- Portable Security Accessories (1)
- Portables Chargers and power (5)
- Power Supplies (3)
- Warranties & Insurance (2)

ADD TO BASKET | ADD TO BASKET | ADD TO BASKET

Similar Products

Search for other similar products | Compare

Lenovo V330-15IKB 81AX - Core i5 8250U / 1.6 GHz - Win 10 Pro 64-bit - 4 GB RAM

Your Choice

500 GB
4 GB
Windows 10
Intel
Lenovo V330-15IKB

358.77 £

Lenovo V130-15IKB 81HN - Core i5 7200U / 2.5 GHz - Win 10 Home 64-bit - 4 GB RAM

Cheaper

128 GB
4 GB
Windows 10
Intel
Lenovo V130-15IKB

357.51 £

Lenovo 320-14IKB 80XK - Core i3 7100U / 2.4 GHz - Win 10 Home 64-bit - 4 GB RAM

Cheaper

128 GB
4 GB
Windows 10
Intel
Lenovo 320-14IKB

349.57 £

Lenovo V110-15ISK 80TL - Core i3 6006U / 2 GHz - Win 10 Home 64-bit - 4 GB RAM -

Cheaper

128 GB
4 GB
Windows 10
Intel
Lenovo V110-15ISK

331.09 £

Lenovo Thinkpad 13 Chromebook 20GL - Core i3 6100U / 2.3 GHz - Chrome OS - 4 GB

Cheaper

16 GB
4 GB
Chrome OS
Intel
Lenovo Thinkpad 13 Chrome...

326.53 £

Product Description

English

With the Lenovo V330 laptop,you can stay value-focused without sacrificing performance and reliability. Thin and stylish with a 180-degree hinge,this power-packed laptop keeps productivity - and confidence - high.

Main Specifications

Associated Documents

eCommerce Strategies for Sales Success

2 Bidding for Better Business Online

Home › Computing › Laptops › Notebooks › Product Details

Lenovo V330-15IKB 81AX

Office Buy

Compare

HOT / Public Sector / biddable product

Manuf P/N	81AX00FHUK
TD#	4556611
EAN:	192158991160

End User Opportunity 10+ units? - Click here to request supported pricing

Lenovo V330-15IKB 81AX

Core i5 8250U / 1.6 GHz
Win 10 Pro 64-bit
4 GB RAM
500 GB HDD
DVD-Writer
15.6" 1920 x 1080 (Full HD)
UHD Graphics 620
Wi-Fi, Bluetooth
iron grey

Full Product Specification

- Simple
- Powerful

Stock	**447**
local	447

Price £ / Limited Qty **358.77**

Promo Price
Promo valid until 26 Sep 2018 □
£75 OFF! Limited QTY Available.

88 + pc / £ 435.64

☐ **Include** Lenovo On-Site - Extended service agreement - parts and labour - 3 years - on-site - for V **30.07**

Qty 1

ADD TO BASKET

Add to Favorite | Online Check | Notify Me | Add to Quotation | Quick Quotation

TechData

PowerEdge
DELL
Save £1,159

Discover Surface Go
STOCK LANDED
Microsoft

TechData
BID PORTAL
Raise bids for multiple vendors in one place

cisco
Distribution Partner
CISCO PRODUCT SELECTOR
Cisco small business made easy

EATON
Up To £50 Cashback
Acoustic Racks

cisco Meraki
Tech Data Exclusive Products

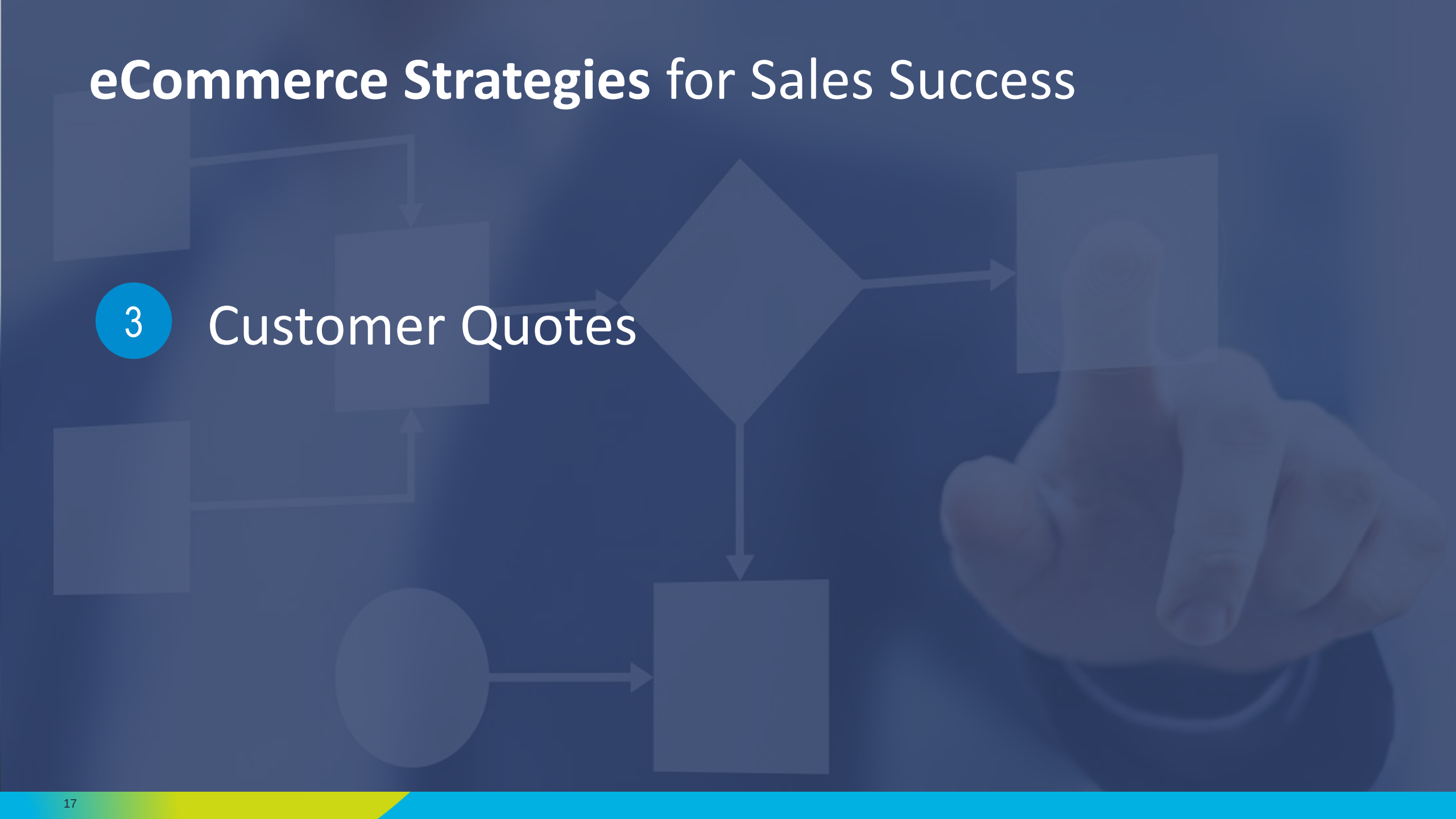
D-Link
Save 25%
Selected Switches

Rack-Mount KVM
Save 27%
belkin

TechData

eCommerce Strategies for Sales Success

3 Customer Quotes



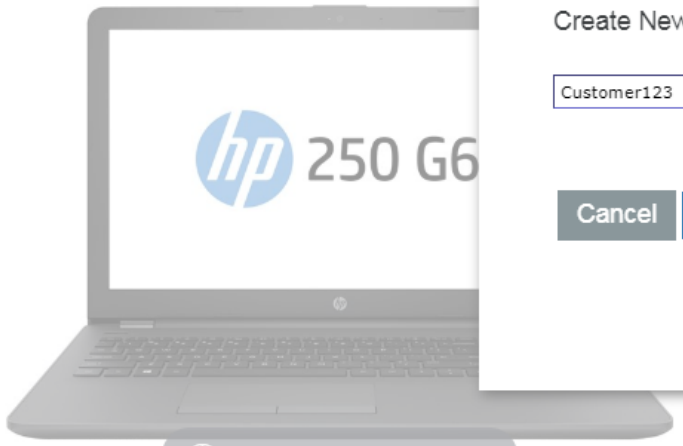
Product Search

MY SEARCHES QUICK ADD

MAIN MENU | BRANDS & BROWSE | COMPUTING | PERIPHERALS | SUPPLIES | SOFTWARE | NETWORKING | COMPONENTS | MOBILITY & IOT | AUDIO, VIDEO & IMAGE

Home > Computing > Laptops > Notebooks > Product Details

HP 250 G6



Roll over image to zoom in

Compare

Wi-Fi, Bluetooth
dark ash silver, woven texture
kbd: UK
Full Product Specification

- Durable mobile design
- Powered for business
- Extras that polish the experience
- Protect you from today's security threats and maximize management and

Add to Quotation

Create New Quotation

Customer123

Cancel | Continue | Go to Quotation

Stock	1350
local	1350
Expected Stock	1500
Price £ / Limited Qty	489.89
List Price	550.00
Promo Price	
Outlet available from:	276.14
959 + pc / £	510.58

Include Electronic HP Care Pack Next Business Day Hardware Support - Extended service agreement - 34.60

See more Warranty options

Qty 1

ADD TO BASKET

Add to Favorite | Online Check | Notify Me | Add to Quotation | Quick Quotation

Quotation

PLEASE NOTE: Quotes that are saved can be used for; Copy, Convert to Basket, Transfer to another user, Sending by email and Exporting.
If you exit without saving all changes to that Quotation will be lost!

SAVE | COPY | CONVERT TO BASKET | TRANSFER | SEND BY EMAIL | EXPORT | DELETE

Quotation Name: test quote

Created: 26/07/2018 Emma Crawford

Status: IN PREPARATION

Validty Date: 26/08/2018

TD Part#/Manuf#	Product Descr. and Manuf.	Attach PDF	Cost Price GBP	Markup %	Sell Price GBP	Qty	Total Price GBP	VAT %	DELETE
		Apply % on all products						--	
4317150 1WY59EA#ABU	HP 250 G6 - Core i5 7200U / 2.5 GHz - Win 10 Pro 64-bit - 8 GB		489.89	0.00	489.89	2	979.78	0.00	

ADD MANUAL ITEM

Total Cost Price Excluding VAT	979.78 GBP
Total Sell Price Excluding VAT	979.78 GBP
VAT	-- GBP
Total Sell Price including VAT	979.78 GBP
Total Profit	-- GBP

Customer Address

YOUR ADDRESS-BOOK

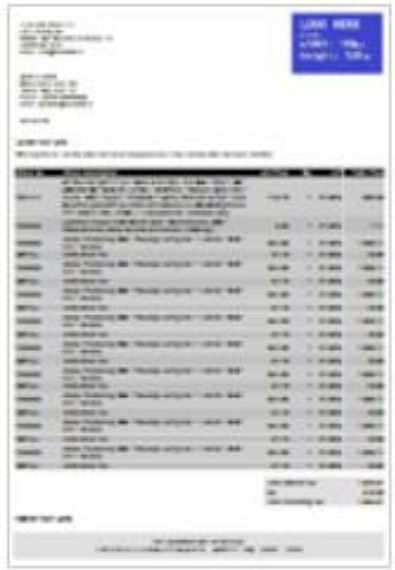
Company Name:
Address:
City:
ZIP code:

Contact:
Email:
Phone no:

CUSTOMISE LOOK & FEEL

Select Template

- (•) Black
- ( ) Blue
- ( ) Green
- ( ) Red



Cancel OK

Data Aggregators

IT Dealer

eCommerce Strategies for Sales Success

4 Your eCommerce

MRT
IT Made Simple

Search

Audio, Video & Image | Components | Computing | Networking | Peripherals | Software | Supplies | Telephony & GPS

Featured Products

ASUS EA-AC87 1750Mbit/s WLAN access point

IEEE 802.11ac, 1734Mbps, 5GHz, 5 xRJ45, Gigabit Ethernet, 480g

£139.31

Excl Vat. £116.09

In stock

Logitech Craft RF Wireless + Bluetooth QWERTY

Craft, Advanced Keyboard with Creative Input Dial, RF+Bluetooth, UK

£174.24

Excl Vat. £145.2

Call For Availability

Lenovo ThinkPad 13 2.4GHz i3-7100U 13.3" 1366

33.782 cm (13.3 ") LED HD 1366 x 768, Intel Core i3-7100U (3M Cache, 2.4 GHz), 4GB DDR4, Intel HD Gr

£961.06

Excl Vat. £800.88

In stock

Canon MAXIFY MB2150 600 x 1200DPI Inkjet A4 1

600 x 1200 dpi, A4, Wi-Fi, ADF, USB 2.0, 463 x 389 x 260 mm, 10.6 kg

TechData

eCommerce Strategies for Sales Success

5 Intelligent Software Sales & Renewals

Product Search

MY SEARCHES QUICK ADD

MAIN MENU | BRANDS & BROWSE | COMPUTING | PERIPHERALS | SUPPLIES | SOFTWARE | NETWORKING | COMPONENTS | MOBILITY & IOT | AUDIO, VIDEO & IMAGE

Microsoft Software Store

MICROSOFT CATEGORIES - ESD & BOX

- Desktop Applications
- Developer Tools
- Games
- Operating Systems
- Other Software
- Utilities Software

PRODUCT LINES - ESD & BOX

- Microsoft Age of Empires
- Microsoft Excel
- Microsoft Office
- Microsoft Project
- Microsoft SQL
- Microsoft Visio
- Microsoft Windows
- Microsoft Windows Remote Desktop Services
- Windows 10

Microsoft Azure
A growing collection of integrated cloud services that developers and IT professionals

Visual Studio 2017
Fully-featured integrated development environment (IDE) for Android, iOS, Windows, web, and cloud

Microsoft Dynamics
Microsoft Dynamics offers a full range of software focused on delivering business insights that matter to both you and your customers

Microsoft Office 365
It's the Office you know, plus tools to help you work better together, so you can get more done - anytime, anywhere.

Find Microsoft License Products

Use the product finder to select the Microsoft product of your preference.

The more filters you fill out the more accurate search result will be presented to you."

Microsoft

Please select end-user

Please select the end user type

Please select a product family

Please select a license type

Please select contract

Please select a program

Please select a product name

Please select item type

Reset

Go

TechData

Welcome to your Microsoft software store

Microsoft Azure

Windows 10 Enterprise

Windows Server 2016

Microsoft System Center

Microsoft Dynamics

Microsoft Exchange

Microsoft Office 365

Microsoft Power BI

Microsoft SQL Server 2016

Microsoft Visual Studio 2017

eCommerce Strategies for Sales Success

6 Stream One Cloud Marketplace

https://embed.vidyard.com/share/vnpfsNCF2j6d4Fgz9XvGGn