

Increase Revenue by Offering Training Services to Your End- Users



TrainingNow is the fast and easy way for IT providers to increase training revenue without any heavy lifting and no overhead costs. Expand your offerings portfolio and improve end-user satisfaction, all while maintaining focus and efforts on existing key business objectives.

After end-users purchase hardware or software from their IT provider, many seek training to ensure they are properly utilising their new investments in their IT environments. As an IT provider, you may not have the resources or staff in place to provide training services, which can cause customers to take their business elsewhere. With TrainingNow, you can avoid missed opportunities, improve customer relationships, and increase revenue with each sale.

Tech Data helps you further your reach

Tech Data Academy saves you time and money by selling training services directly to your clients on your behalf, including quoting and closing sales, and securing client purchase orders. Tech Data will manage end-user installation records and keep you updated on current customer projects which can open the doors to additional cross-sale opportunities. Our team of experts keep end-users up to speed on the relevant training, services, and certifications they require for their investments while you collect a new revenue stream and remain focused on future deals.

Tech Data Academy

TrainingNow enables you to offer a comprehensive solution to your end users, improving customer satisfaction and loyalty

Increase your client satisfaction and retention by offering training on a hardware or software sale. By ensuring that your clients have the resources and training needed to complement the products they purchase through your company, you inspire trust and confidence which can turn to more cultivated relationships and future sales opportunities.

Gain a competitive edge while optimising each business opportunity with your end-users

The average software and hardware provider is missing out on 90% of their post-sale training opportunities in favor of focusing on existing selling strengths. TrainingNow creates an additional revenue stream without needing to sacrifice time or resources, and without having to manage a new sales effort. You avoid losing training business to third party companies by providing customers quality training that is convenient and specific to their purchase.

With Tech Data's behind-the-scenes support, you can stay focused on your primary business goals while enjoying the advantage of an extended offerings portfolio and revenue streams.

Contact Tech Data today to learn more or take the first step

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