

VIP PASS

Trustco is the UK's leading provider of servers, storage, communication and security solutions. We pride ourselves in our efforts to design creative and flexible technology solutions personalised to fit your needs—even your need to try before you buy. With the Trustco VIP Pass, you will receive additional value with our FREE 60-day pass to the acclaimed **Trustco AdVantage programme** designed to amplify the benefits of clients who increase their investment and focus on Trustco.

What is Trustco AdVantage?

Because we appreciate the value of each of our unique clients, we've designed a programme in response to their feedback. With Trustco AdVantage, when clients increase their investment in Trustco they will receive immediate benefits such as more cash back, superior account management, priority on all services, and so much more.



VIP - Very Important Prospect

Hands down, we are confident that once you get a taste for the quality, efficiency, and choice available to our Trustco AdVantage clients, you will be more than satisfied that Trustco is the supplier for you. But there's no harm in trying right? That's why we've designed the Trustco VIP Pass to enable you to try it out - FREE.

VIP Benefits

Within the 60 day VIP period you will receive:

All AdVantage members

- ▲ Priority response to quote requests
- ▲ Free server build and tests
- ▲ Access to the InView web portal
- ▲ Access to Trustco discounts through 3rd party partners
- ▲ A dedicated primary and secondary account manager

Silver members & above

- ▲ Free delivery on all orders
- ▲ Guaranteed price match or better on quotes of over £500
- ▲ Free telephone consultancy
- ▲ Access to Trustco Lifestyle apartment

All in addition to Trustco's usual highly competitive prices, delivery times and service.

Priority Access to All Trustco Has to Offer

We at Trustco want you to know we appreciate the opportunity to earn your business and are eager to create an enduring relationship well into the future. Let us explore some of the most salient aspects:

Recognition - We want you to know you're appreciated and your loyalty as our customer will not go unnoticed.

Visibility - Many of our clients want more visibility into the buying process so that's what we've provided for our Trustco AdVantage members. With the Trustco VIP Pass, you will be granted access to our innovative CRM providing custom reports and dashboards for improved purchase visibility.

Priority - We understand that new technology becomes available every day so efficient timing becomes a factor in providing first class service. With the Trustco VIP Pass, you will receive the latest news on the hottest products as soon as they are available. You will also receive priority shipping and communication.

Customer Intimacy - So we can deliver a friendly and professional service at a competitive price we make every effort to understand your individual requirements with a consultative approach at a management level that includes quarterly executive reviews.



Contact us today to receive the benefits and savings of Trustco VIP Pass. If you join in 2010 we'll include dedicated dual account management, free deliveries on all orders, free server build and tests as well as access to Trustco discounts through third-party partners.

Telephone: 0870 160 1505
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VIP



InView Visibility at a Glance

The InView customer web portal grants access to our innovative CRM. Here you will find custom reporting and dashboards detailing the various aspects of your individual sales transactions. To name a few InView perks, you will receive full visibility of outstanding quotes, have the ability to purchase online and organise favourites as well as set up standard purchasing configurations and view sales order summaries.

Vendor Focus - Customer Focus

Trustco VIP Pass members are granted access to vendor resources to help solve your specific IT issues. Trustco also offers a one-day seminar at your office to educate your staff on new products and trends. Alternately, you may opt for an executive breakfast focusing on key technology topics.

Destination Rest, Relaxation, and

trustco *lifestyle*

Trustco AdVantage members receive priority reservations for the luxurious LifeStyle apartment. Feel free to unwind in a contemporary, laid-back environment complete with two bedrooms and on-site therapy room.

WE APPRECIATE THE OPPORTUNITY TO EARN YOUR BUSINESS