

# Purchasing IT Products



Exigent Technologies has both the knowledge and resources to take the guesswork and hassle out of your IT product purchasing.

The vast majority of our small business customers buy their hardware and software from us. They explain to us that they enjoy the benefits of “one-stop shopping” and knowing that our best thinking and collective experience is always at their disposal.

When you choose to order IT products from Exigent, we leverage our resources to find the right product for your unique needs, delivered when you need it. However, price-conscious customers or others with some technical background may choose to do their own research or comparison shopping when it comes to IT product purchases. While we think it’s a great idea to purchase all of your hardware and software from us, we’ll never require you to do so.

We’d love to have all your IT hardware and software business, but only if it makes sense for both of us. We simply ask that you respect our valuable time in this regard. If you have intentions of making your product purchase elsewhere, please leverage the guidance of the vendor from whom you will be making the purchase.

## When it comes to IT product purchases, are you more like Customer A or Customer B?



### Customer A

- Values the expert advice and opinions that we offer
- Has little or no time to devote to researching, finding or procuring IT products
- Accepts that there is always a lower price to be found if you look hard enough
- Feels his time is better spent focusing on his business or core competencies, rather than researching or purchasing IT products



### Customer B

- Has adequate technical knowledge to form her own opinions
- Has the time or resources to devote to product research, price shopping and comparisons or enjoys shopping around
- Always seeks to find the lowest possible price
- Feels that any savings gained in finding a better price is well worth her time

### Should I buy my IT products from EXIGENT?

Both CUSTOMER A and CUSTOMER B are satisfied customers that rely on Exigent for IT services and support. CUSTOMER A buys all of his IT products from Exigent Technologies. CUSTOMER B buys little or no IT product from Exigent Technologies. Both are valued by our team and our company.

## FAQ

Exigent markups up the product it sells to cover the cost of dedicated resources required for product research, sourcing, quoting, ordering and tracking.

We simply pass through shipping and handling costs on product orders.

While a lower price can almost always be found somewhere, our customers tell us that our prices are competitive.

