

Welcome to the Alliance Partner Program.



A productive platform.

The KYOCERA Alliance Partner Program will help resellers take advantage of market opportunities and generate new revenue. Our Alliance Partner Program ensures you have the right training, resources and support to help you grow your business.

We offer hands-on support for those who are geared up to achieve a strong, sustained and most importantly, profitable relationship with Kyocera.



Key benefits of being a KYOCERA Alliance Partner:

- Telephone distributor sales support
- Access to the KYOCERA App
- Bid support
- Exclusive promotions
- Marketing support (ad-hoc MDF)
- Bespoke marketing collateral (editable)
- Sales incentives

Your sales support.

As an Alliance Partner, you will be supported by a dedicated KYOCERA account team who will work closely with you to take advantage of market opportunities and generate new revenue. Our KYOCERA App has more information than ever – case studies, videos, datasheets, product guides and much more. You will also find tools like the “Product Selector” that will help salespeople select the right device for your customers.

So why Kyocera?

There are many reasons to partner with Kyocera. Here are the five pillars of our business case that make us different to any other document Solutions Vendor.

1. Our technology is without equal

Our award-winning print hardware is reliable, cost-effective and easy to use. When combined with our powerful management software, it offers everything users need to optimise their document environment now and in the future.

2. We're a business partner

Everything we offer, from our award-winning hardware to global technical support, is designed with our customers at its centre.

3. We work harder on your behalf

We won't let you down. We go further to help you achieve your business goals and objectives.

4. We live by our beliefs

Our commitment to our partners, through every strata of our company, from the intuitive design of our devices to the way we work with our channel is what makes us Kyocera.

5. We're proven to deliver true business value

Our solutions create benefits throughout the document lifecycle. From simple cost reduction to the strategic re-engineering of business processes, we deliver value with every new document.

KYOCERA App.

- Connect whilst "on the go" via your mobile phone
- Browser version available for office based staff
- Get access to Sales & Marketing information at a tap of a button
- Receive push notifications about product updates and news
- Access to whitepapers/videos and case studies
- Products and Solutions information - datasheet, brochures and product guides
- Latest news from KYOCERA, including events, product launches and advertising campaigns
- Product selector tool that will help you select the right device for your customers

Our approved hardware distribution partners are:

Ingram Micro (UK) Ltd

Printer@ingrammicro.co.uk
0871 973 3338

Midwich Ltd

documentsolutionsspecialists@midwich.com
01379 649 200

Exertis

print@exertis.co.uk
01256 707070

Our approved consumables distribution partners are

Exertis Supplies

supplies@exertis.co.uk
0871 222 3844

UFP (UK) Ltd

sales@ufpuk.com
01274 651800

Midwich Ltd

documentsolutionsspecialists@midwich.com

Westcoast

sales@westcoast.co.uk
0118 912 6000

Ingram Micro (UK) Ltd

printer@ingrammicro.co.uk
0871 973 3338

Vow

dealers@voweurope.com
0844 980 8220

Kyocera Document Solutions has championed innovative technology for more than 60 years. We enable our customers to turn information into knowledge, excel at learning and surpass others.

With professional expertise and a culture of empathetic partnership, we help organisations put knowledge to work to drive change.

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