



## IndeServe Market Differentiators

INDESERVE MARKET DIFFERENTIATORS	EXPANDED FEATURES	BENEFITS
A single-point, multi-purpose, integrated technical services company: computers, telecommunications, electrical, cabling, power protection	<p><i>Single access to all types of technical service that you may require from time to time</i></p> <p><i>Single billing for each of your cost centres</i></p>	<p>Convenient</p> <p>Ease of business</p>
Product and brand independence	<p><i>In-depth experience across the broad spectrum of products and technologies</i></p> <p><i>No vendor influence</i></p>	<p>Ease of business</p> <p>Flexible</p> <p>Integrity</p>
Nation-wide capability (350+ cross-skilled staff) 24 x 7	<p><i>Round-the-clock service, across the country from a diversely talented team of project managers, engineers and technicians</i></p>	<p>Readily available</p> <p>Timely</p> <p>Consistent, reliable service</p>
Web-based B2B processes	<p><i>Efficient, productive and effective interaction with customers: fast, informed, timely service</i></p> <p><i>Uncompromising, minimal cost structure for service delivery</i></p>	<p>Ease of business</p> <p>Accuracy and control</p> <p>Informative</p> <p>Savings</p> <p>Value for money</p>
Best practice service methodologies	<p><i>Proven over 20 years in business</i></p> <p><i>Well managed, uncompromising and efficient service delivery</i></p>	<p>Low Risk</p> <p>Certain</p> <p>Efficient</p> <p>Productive</p>
A range of tailored service models to cover virtually every business circumstance	<p><i>No job too big or too small</i></p> <p><i>Transactional or Relationship-based business models</i></p> <p><i>"Can do" business culture</i></p>	<p>Flexible</p> <p>Cooperative</p> <p>Responsive</p>
100% focus on service delivery excellence	<p><i>Service 'is everything' for IndeServe</i></p> <p><i>Quality of service is our yardstick in the marketplace</i></p>	<p>Timely service</p> <p>Quality service</p> <p>Total service integrity</p>