

News

WestCoast launches new service “Westcoast Staffpost” to support resellers

1 Aug 2007: Westcoast, a leading supplier of IT products to resellers, has revealed it is to team up with OrderWork, the IT Services Marketplace, to launch new service “Staffpost”. The new partnership will help Westcoast’s resellers by granting them access to a specialist skills resource pool, allowing them to meet end customer demand for installations, roll-outs and support

“Staffpost” will allow resellers to access resources on a job by job basis, something previously impossible, opening the IT services industry wide open and encouraging competition on a national scale.

Andy Dow, Westcoast Marketing Director, said “Westcoast wanted to provide our resellers with the best resources available and the OrderWork model fits really well in that it offers both access to nationwide coverage and quality vetted engineers covering a broad scope of skills. The partnership will allow our resellers to now offer services for all IT products, allowing them a new opportunity of significantly increasing their revenue and expanding their business in a way never previously seen before”.

Toby Strauss, OrderWork Executive Chairman, said: “Westcoast are committed to supporting their resellers and we are delighted to be working with them on launching this new service. Resellers now have a unique opportunity to increase margins & satisfy end-customer demand”

About OrderWork

OrderWork (www.orderwork.co.uk, www.orderwork.de) an IT Services Marketplace, delivers the best IT skills at competitive rates nationwide via a network of over 1,300 vetted suppliers. From a single source, OrderWork’s clients can request resources for one hour or three months, enabling them to meet peaks in demand, service far-flung locations, and carry out major implementations. Built on an innovative internet platform that handles payments and collects ratings of every job done, OrderWork manages the delivery process and ensures quality control of all work. Based in West London, OrderWork is venture-funded by Bessemer Venture Partners and Wellington Partners. For further information visit www.orderwork.co.uk or call 0845 373 3572

About Westcoast

Established in 1984, Westcoast has become a leading national wholesale distributor within the UK. Westcoast has built a product portfolio spanning the whole computing spectrum, ranging from desktop PC and notebook products through to high end server solutions, network products, printers, peripherals and related accessories and consumables. Westcoast adopts a focused approach to both product range and customer account management. The increasing emphasis on these two issues has enabled the company to enjoy constant growth.