

SLED Support Center Resources for Suppliers

With more than 90,000 state, local and education entities scattered throughout the 50 states, navigating the ever-changing SLED landscape can be challenging. Arrow and immixGroup's SLED Support Center team understands the nuances of this more than \$100 billion technology market and can help you successfully grow your SLED business.



Our highly experienced and knowledgeable team can help you:

- Understand the market and develop successful go-to-market strategies
- Comply with SLED rules and regulations
- Access the right contract vehicles
- Connect with the right partners
- Access flexible financing options
- Configure and test technology solutions



Sales – Knowledgeable in-territory sales experts who can assist you in understanding the market, end-user requirements and how to ensure a smooth order and delivery process.



SLED Compliance – Legal and compliance professionals who are familiar with the requirements of doing business with this market and can provide assistance in negotiating terms and conditions on behalf of our partners.



Contracts – We manage and are constantly expanding our broad portfolio of SLED contracts to provide more opportunities for our partners to access this marketplace.



Partners – We work with nearly 1000 active SLED partners who we help match up with our suppliers and negotiate arrangements that are mutually beneficial to all parties.



Marketing – Our broad portfolio of marketing services enables suppliers and partners to reach their target markets more effectively, through events, webinars, social media outreach and digital marketing.



Market Intelligence – Skilled analysts do ongoing research to understand what drives end-user IT decisions, which is shared with partners so they can target their efforts more efficiently.



Engineering – Access to our labs for custom configuration and testing as well as deployment and implementation assistance limits risk to end-users.



Revenue Management – Flexible financing options allow partners and suppliers to meet the unique purchasing requirements of government.

Contact Us

To learn more about how Arrow and immixGroup can help with your SLED strategy, contact SLED@immixgroup.com or call us at **703 752 0610**.