sourcing-IT

SOURCING AND SUPPLYING ANY IT EQUIPMENT QUICKLY AND COST EFFECTIVELY

TELEPHONE US: +44 (0) 1189 736 675
EMAIL US: SALES@SOURCING-IT.CO.UK

CELEBRATING

20

YEARS OF
COMMERCE IN AFRICA

Who is Sourcing-IT?

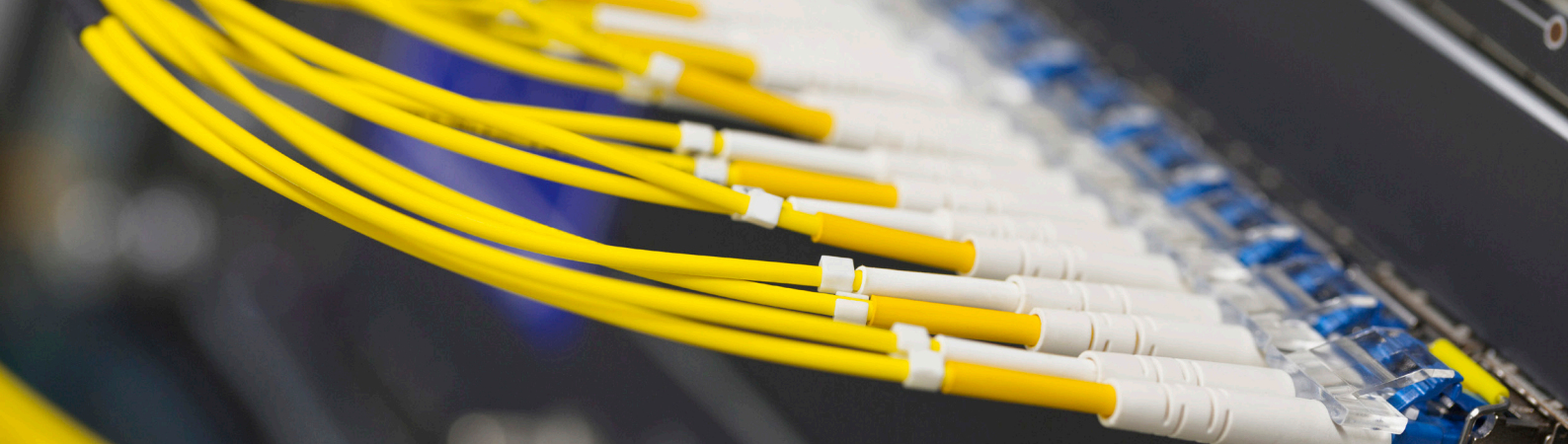**CELEBRATING 20 YEARS OF COMMERCE IN AFRICA**

Sourcing-IT is an independent IT distributor, selling enterprise-level IT equipment including servers, storage and networking equipment.
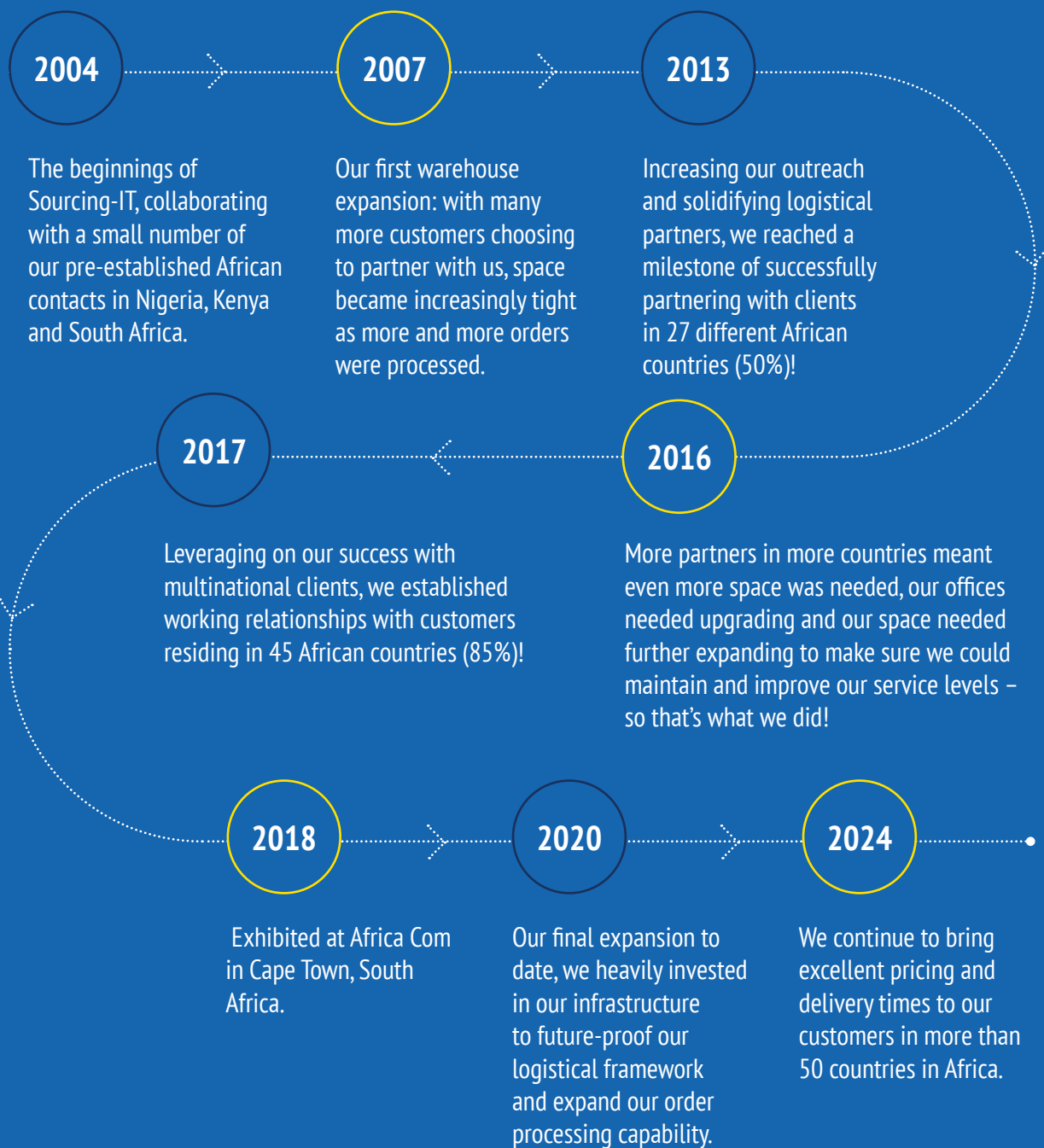
We are not tied to the rigid delivery times or pricing structures often faced when dealing directly with a manufacturer or distributor, and you still get exactly the same benefits – just at a much better price point.

Originally founded in 2004, we have always been 100% dedicated to dealing in the African marketplaces, and we have established business relationships across almost the entire continent.

Dealing Exclusively With Africa

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Brief History & Milestones.

2004

The beginnings of Sourcing-IT, collaborating with a small number of our pre-established African contacts in Nigeria, Kenya and South Africa.

2007

Our first warehouse expansion: with many more customers choosing to partner with us, space became increasingly tight as more and more orders were processed.

2013

Increasing our outreach and solidifying logistical partners, we reached a milestone of successfully partnering with clients in 27 different African countries (50%)!

2017

Leveraging on our success with multinational clients, we established working relationships with customers residing in 45 African countries (85%)!

2016

More partners in more countries meant even more space was needed, our offices needed upgrading and our space needed further expanding to make sure we could maintain and improve our service levels – so that's what we did!

2018

Exhibited at Africa Com in Cape Town, South Africa.

2020

Our final expansion to date, we heavily invested in our infrastructure to future-proof our logistical framework and expand our order processing capability.

2024

We continue to bring excellent pricing and delivery times to our customers in more than 50 countries in Africa.

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Why Deal With Sourcing-IT?

Pricing
Aggressive landed prices.

Delivery
Faster delivery than local suppliers.

Authenticity
Genuine Products Compatible in Africa.

Conditions
New and refurbished available.

Support
Contracts registered to African customers.

Licencing
Assigned to African customers.

Clearance
Experience of local African shipping clearance.

Payment Terms
Credit on application.

Quick quotes
Put us to the test!

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What are the key benefits of dealing with Sourcing-IT?

Excellent Pricing

The thing that everyone asks about the most – yes, you can have a discount!

We have painstakingly vetted and developed our supply chain from top to bottom, meaning not only can we secure you the best prices for genuine products, but we can get them fast.

Our ordering and stocking process is extremely well planned and streamlined, allowing us access to the largest available discounts at any given time. We leverage our bulk buying power to secure the lowest prices in the market, and share the savings with you – no matter the size of the deal.

Our pricing, even after adding our slice, is not only always lower than the standard distribution prices that are available to you, but even lower than special pricing they give on registered deals. You can be sure that in all cases when dealing with your client's requests, your bid to them will not lose based on your prices.

Speed of Delivery

It's all well and good having a solid supply chain to get the goods, but you also want to know that you are able to receive them, and receive them fast.

We have extremely good access to most of the equipment we sell, meaning we can get it in and out of our warehouse within 24 hours.

Just like our product suppliers, we have developed a logistics network that is robust and reliable. We are very honest about our tried and proven delivery times, we do not over-promise you quick delivery just to win your business, we tell you what to expect so that you can plan how you manage your situation in your own way.

We provide you with an array of options to give you a wide choice when deciding the balance of costs and delivery time. You have the choice of a door-to-door courier service for ease of handling, or an airport-to-airport option where you are in control of the clearance and transport once the goods have landed in country.

We are also currently able to offer an all-inclusive door-to-door service to many of our customers, taking all of the headache out of importing and delivery. These services take about 1 week to deliver, but are all-inclusive in their costs for the customer.

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Always Authentic Products

Both the UK and the bulk of the African continent reside in the EMEA (Europe, Middle East and Africa) trading region used by nearly all major companies.

Kit that is destined for the UK is also "tradeable" in Africa. This means that, for the most part, warranties are transferable and there is no loss of benefits versus buying from a someone in-country. This is not true of equipment that is procured from other regions where it may be cheaper for our customers, such as China, Dubai (as kit held in Dubai is usually not Dubai-originated) and the USA.

We have a strong supply chain of very closely-vetted suppliers, ensuring that we are only dealing with original OEM equipment.

Kit sourced from these regions, especially the east, is equipment that is disguised as new equipment, but in reality, is refurbished or counterfeit – we promise that we will NEVER supply you with such equipment. Remember – if it seems too good to be true, then it probably is.

Any Condition for Any Requirement

We are proud to be able to offer both brand new and legacy equipment, helping customers to add to and upgrade their infrastructure, or maintain equipment from their previous IT expenditure whilst it still meets their requirements.

For brand new equipment, you will receive all of the usual support options provided directly by the OEM, just as you would expect. All the usual support is available and all of the entitlements are delivered to all of the right places.

For refurbished equipment, everything is thoroughly tested and only sourced from trusted and proven partners, with additional warranties and guarantees available to fit any budget.

You can depend on us to find parts for any equipment that has been distributed in the last 20 years!

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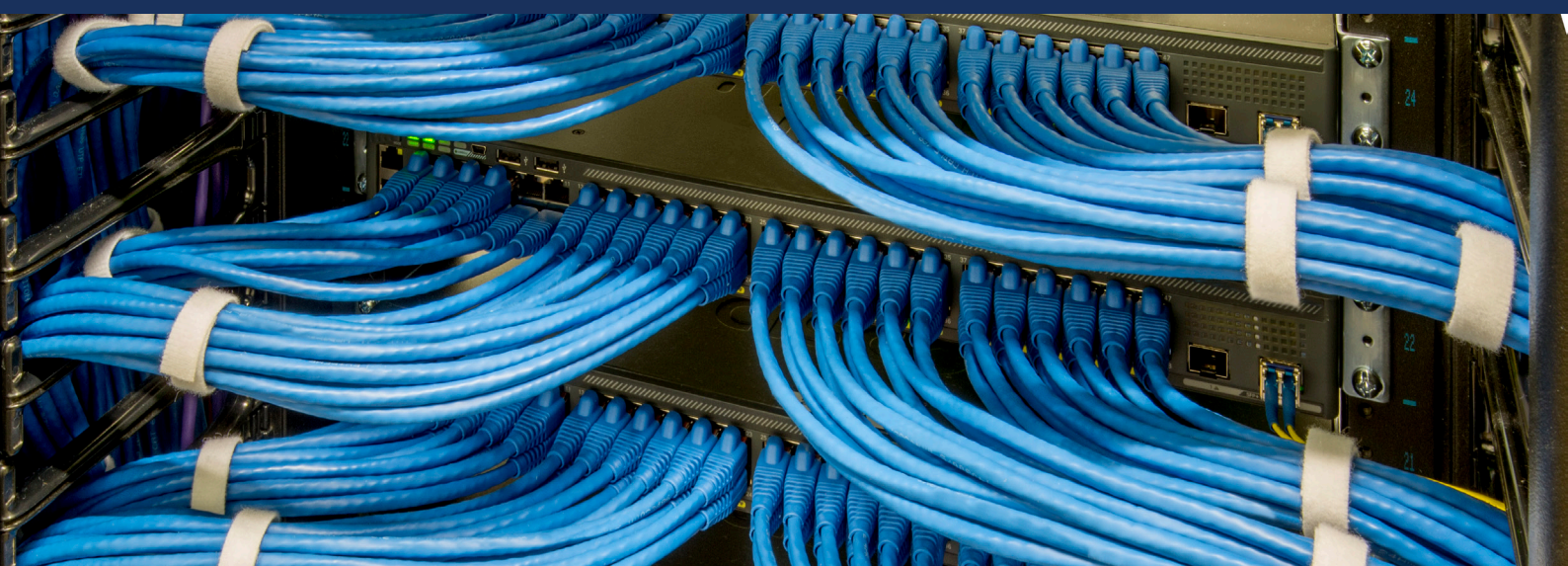
Portfolio

Thanks to our strong supplier network, we are able to offer you most IT enterprise hardware.

Whatever you need, please just ask us – the worst we can say is no!

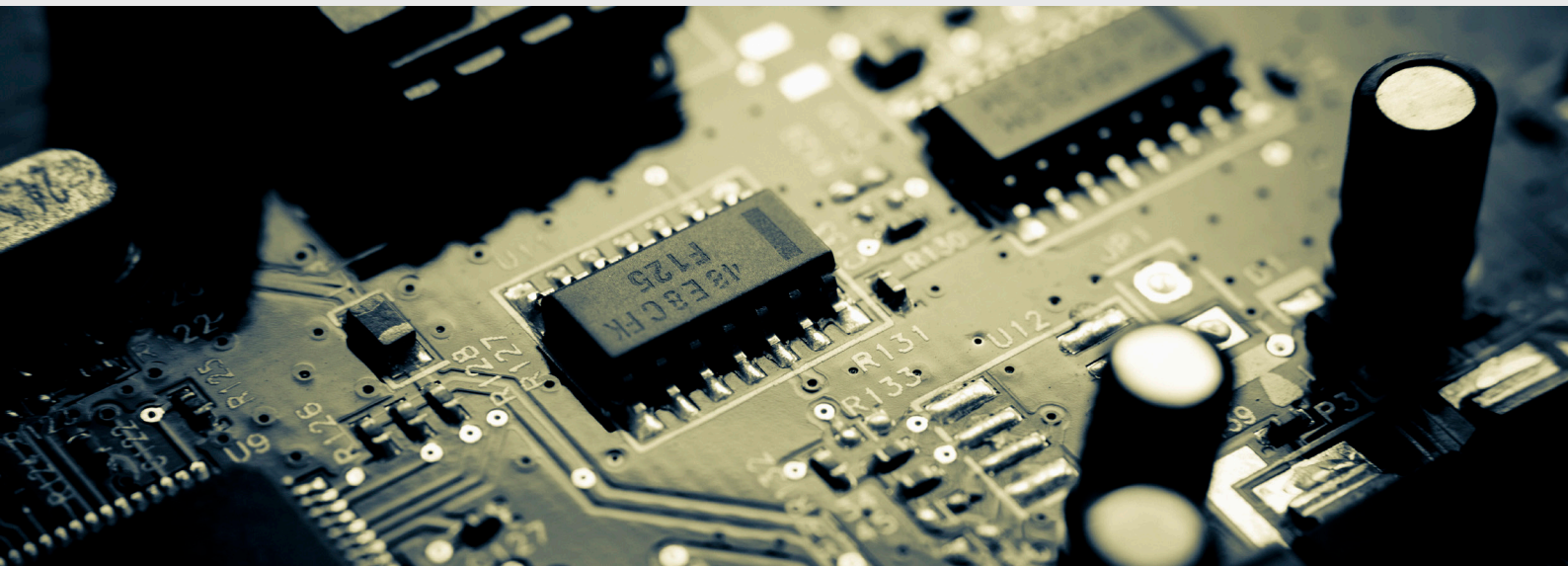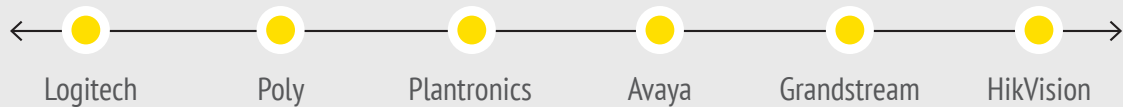Below are our key brands where we can really add value to your deals.
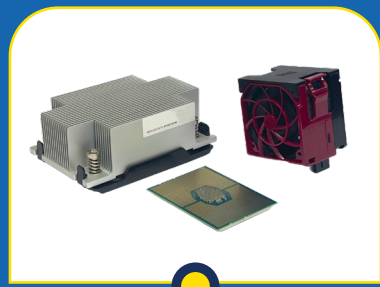
Servers & Storage

HPE — Dell — Lenovo — Supermicro — IBM — QNAP — Synology

Networking

Cisco — Meraki — Aruba — Ubiquiti — Juniper — Mikrotik — TP-Link — D-Link

IP Telephony/Video

Logitech — Poly — Plantronics — Avaya — Grandstream — HikVision

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Servers & Storage

HP ← Dell — Lenovo — Supermicro — IBM — QNAP — Synology →

Base Server/Storage Units

Hard Drives & SSDs

Processor Kits
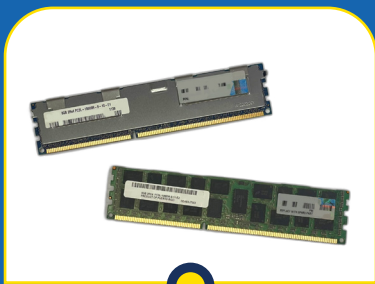
RAM

Network Cards

Drive & Media Bays

Office & Enterprise NAS

HBA / SAN Connectors

Power Supplies

All Other Parts, Options, Upgrades & Accessories

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Networking

Cisco   Meraki   Aruba   Ubiquiti   Juniper   Mikrotik   TP-Link   D-Link
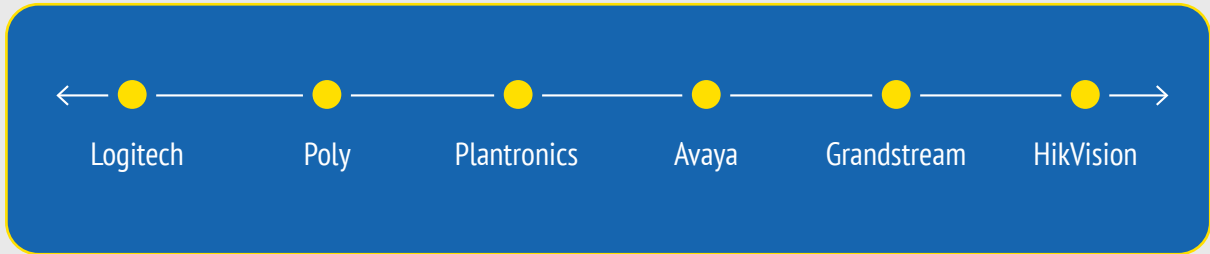
Switches

Routers

SFP Modules

Firewalls

Access Points

Converged Platforms

Expansion Cards & Modules

All Other Parts, Options, Upgrades & Accessories

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IP Telephony & Video Product

Logitech	Poly	Plantronics	Avaya	Grandstream	HikVision

IP Phones

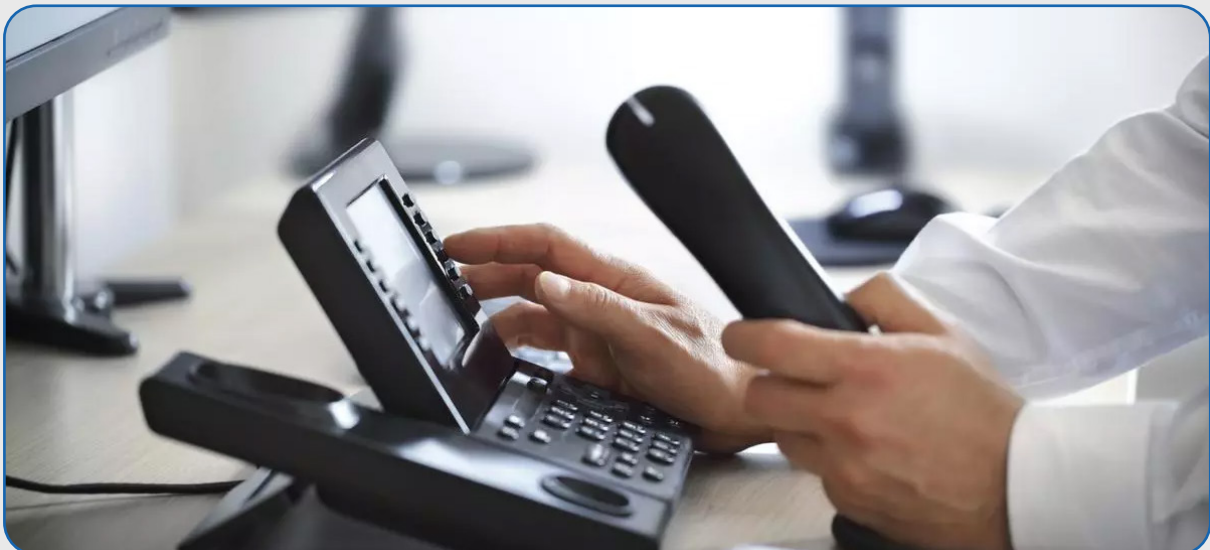**Conference Equipment**

Headsets

Cameras

Accessories

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Quote & Order Process

We make the quote, order and delivery processes as expedient as possible:

01 Send us the part codes and quantities for your required materials.

02 You are given a dedicated account manager, who will become your primary point of contact.

03 Your account manager searches the market for the best available lead times and prices. All quotes include shipping charges based on your preference, either airport-to-airport or door-to-door.

04 Once you have confirmed you are happy, we send a proforma invoice to make payment - or utilise your credit facility – and prepare your order for dispatch.

05 As soon as everything is ready to go, usually within 24 hours, your consignment is trucked to one of our excellent logistics partners for delivery onwards to you.

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Delivery

Our robust delivery network means you get your goods quickly and safely every time.

Your goods are ordered into stock from our partners:

90%

of orders are ready for dispatch within 24 hours.

95%

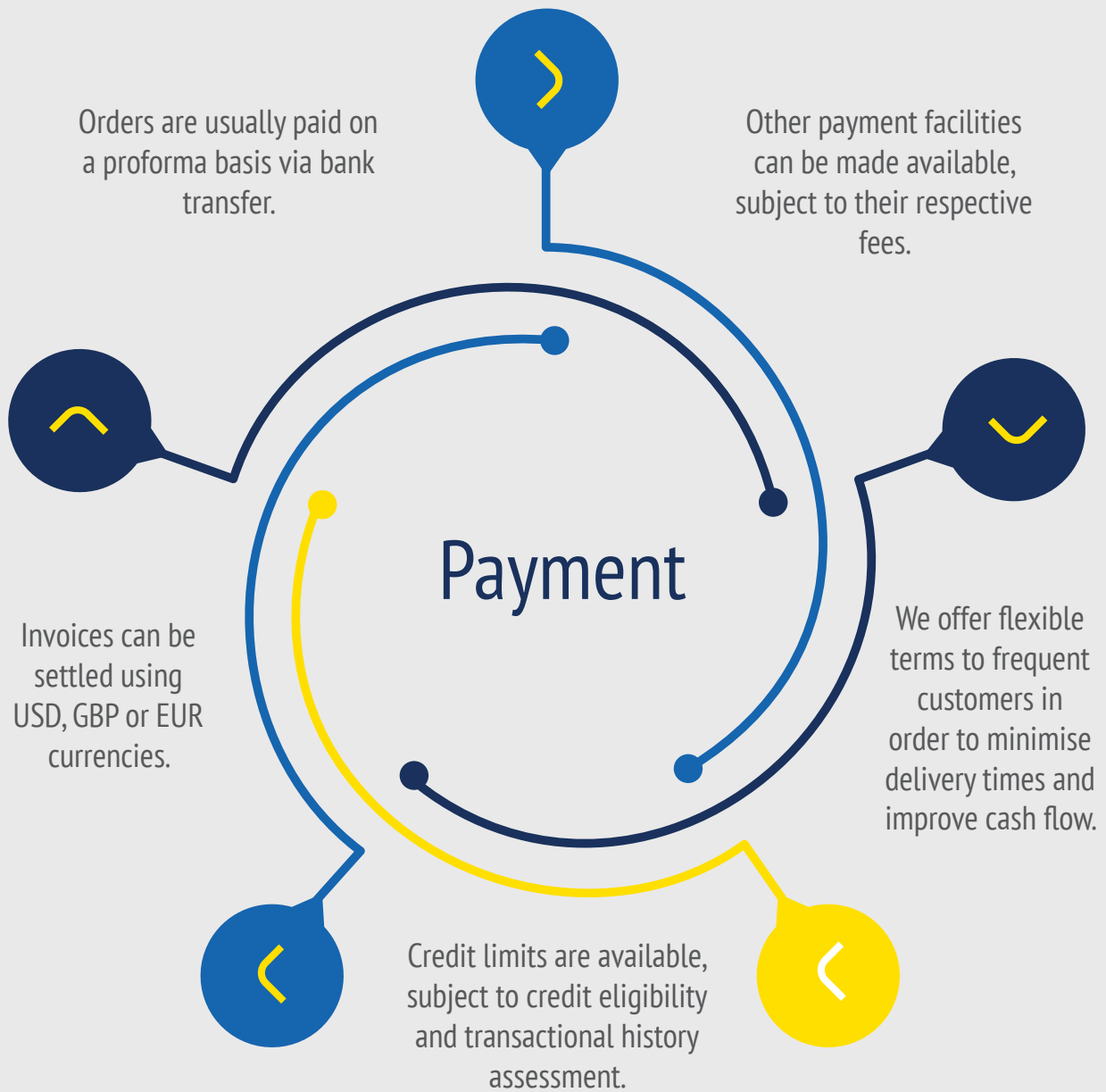of orders are delivered within 5 days of ordering.

The remainder have specific lead times, discussed and agreed at quote stage.

We offer airport-to-airport and door-to-door services to all countries in Africa, allowing for great flexibility of delivery speed and cost.

We also offer customs-paid services to a select number of countries for additional value-add options – please enquire if you are interested.

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Payment

Orders are usually paid on a proforma basis via bank transfer.

Other payment facilities can be made available, subject to their respective fees.

Invoices can be settled using USD, GBP or EUR currencies.

We offer flexible terms to frequent customers in order to minimise delivery times and improve cash flow.

Credit limits are available, subject to credit eligibility and transactional history assessment.

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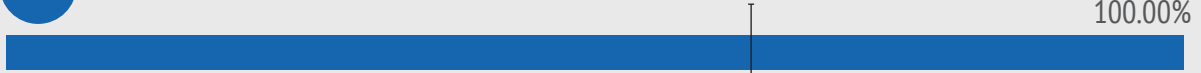# What Our Customers Say About Us

★ ★ ★ ★ ★

Shipping & Delivery

- **Average Delivery Time:** Within 5 Days
- **On-Time Delivery:** Greater than 92%
- **Accurate And Undamaged Orders:** 99%

Customer Service

- **Communication Channels:** Telephone, Email, Live Chat
- **Queries Resolved In:** Under An Hour
- **Customer Service:** 4.8 out of 5

A **Price** - Excellent

100.00%

Industry Average

A **Delivery** - Fast

98.11%

Industry Average

A **Customer Service** - Good

100.00%

Industry Average

Customer Testimonials

★ ★ ★ ★ ★
Efficient and convenient services. Fast logistics, excellent communication. Keep it up!

★ ★ ★ ★ ★
Genuine products with good prices and delivery as promised. We are happy.

★ ★ ★ ★ ★
Quick response to mail, giving updates, and efficient delivery.

★ ★ ★ ★ ★
Happy with the deliveries. Right products and delivered as requested.

Scan the QR code to read what our customers are saying about us!

A
Happiness Grade

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Contact Us

Sourcing-IT Ltd

Unit 9, Reading Road, Hook Hampshire, RG27 9DB, United Kingdom

Tel: +44 (0) 118 973 6675

Email: sales@sourcing-it.co.uk

Website: www.sourcing-it.co.uk (live chat available)

Watch our video!