

TransTech Systems



Evolis Reseller Program

**Let TransTech Systems and Evolis
Grow Your Business and Your Margins**

Why TransTech Systems?

Premium Customer Service, Sales, Solutions and Technical Support.

Experienced Solutions Providers

TransTech is a full solutions provider and specialty distributor with their core business focus on the Secure Identification Market. TransTech concentrates only on ID card products. These products include the systems and components required for ID card design, production, security, and applications.

Award Winning Customer Service

Most suppliers talk about their award-winning customer service. TransTech's Customer Service actually is. Since 2005, TransTech's Customer Service team has been winning National awards for excellence and has been voted the most outstanding service team by an organization of approximately 220 member resellers in competition with almost 100 other teams. It is time to experience excellence in service firsthand.

Warranty & Non-Warranty Repair Services

TransTech provides both warranty and non-warranty repair services on most of all the major card printer product lines. TransTech is the largest, US based, stocking distributor of repair parts and supplies in addition to carrying a full compliment of rental & loaner printers to meet mission-critical needs. If you do your own repairs or just need some help with a product or system, Support technicians are available for free telephone support for all products purchased through TransTech.

Freight Programs

Qualifying purchases by TransTech resellers may be eligible for reduced cost, expedited, or no charge freight programs. TransTech is an expert in fulfillment and will provide drop ship and blind drop ship services from the TransTech warehouse with no additional drop ship fees. TransTech's large inventory and relationship with suppliers normally allows for same day shipment.

Partnership

From lead generation programs to post sales support, TransTech views suppliers and customers as partners in the process. Partnership is not just a business philosophy but with TransTech it is a business policy. Sign up today!



Why Evolis?

Excellent Print and Product Quality, eBusiness Pricing Policy, Limited number of Resellers and 3-year Warranty.



Tattoo²
Color single-sided



Pebble⁴
Color single-sided



Dualys³
Color dual-sided



QUANTUM
High-volume dual-sided



SECURIION
Lamination dual-sided

Quality

Evolis brings both **excellent print quality and product quality** to the card personalization market and backs it up with a 3-year warranty on their main single and dual-sided card printers.

Margins

Evolis goes further than any other card printer manufacturer to protect your margins and your specification efforts. Evolis is the only manufacturer to require customers to follow an **eBusiness pricing policy**. Evolis actually enforces both their MAP and eBusiness pricing policies contractually with their channel partners and via legal means in the open market.

Channel Management

Evolis uses a very narrow distribution channel with a very **limited number of resellers**. With channel policies enforced, you can specify and bid Evolis with confidence that you will not be losing business to deep discounters at prices below your cost.

Product Positioning

Evolis printers are well positioned in the marketplace for comparable features, but the **3-year warranty** and the **industry's lowest cost per card** make you a winner with Evolis every time.

Product Innovation

Evolis is willing to listen to the marketplace and bring printers out with new features ahead of the trends. Contactless encoding options such as MiFare, DESFire, and Gen2, along with Contact encoding options like SIM card, Smart Card, and Magnetic stripe available on either side of the card are just a few of the market-driven enhancements.

Why Buy Evolis from TransTech?

Full Sales and Marketing Support.

Marketing Support

Evolis and TransTech have partnered together to provide **significant marketing resources** for use in the US. These resources include not only **funding**, but also **access to equipment, materials and staff resources** to develop everything from a lit sheet to a full marketing program. TransTech resellers also have access to all tools on the Evolis partner site. Before planning for or ruling out that next trade show for budget reasons, give TransTech a call.

Pricing Advantages

TransTech is the **largest US based Evolis distributor** and is restricted by contract against selling product to end users and Evolis' pricing to TransTech is based on that fact. This position allows TransTech to provide resellers with the absolute best possible pricing on both volume bids and day-to-day purchase requirements.

Try & Buy Program

TransTech has partnered with Evolis to create a unique opportunity to increase your sales by providing you with **trial printers**. Evolis will supply a new printer, ribbon, and cards to TransTech dealers' to use in on-site trials with their end users. This offer is available on any of the Evolis printers. The only limit is one trial printer per end user.

Limited Loaner Printer Warranty Program

TransTech has created a no-charge, in-warranty, limited printer loaner program as an extension of the standard 3-year depot warranty on Pebble and Dualys printers. This program is only made available on printers purchased through TransTech.

Product Training

TransTech resellers may also attend technical training sessions directly with Evolis or in conjunction with TransTech. Successful attendees will receive a certificate of completion and the Evolis Certified Technician designation.

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