



Agents Utilizing Technology Services Distributors

Description

A recent survey of channel partners highlighted the essential roles that technology service distributors (TSDs) play in quoting, vendor research, and support functions. TSDs act as a crucial link in the technology advisor channel, managing supplier contracts and ensuring partners receive residual commissions. Beyond financial and legal aspects, TSDs emphasize investments in platforms and personnel to help partners grow their businesses and boost technology sales. The survey revealed that partners heavily rely on TSDs for quoting and pricing, back-office support, and vendor research. Companies like Avant, Sandler Partners, Intelisys, and Telarus stood out for increased bookings with partners. Despite some fluctuations in business, TSDs like Pax8 are making strides in becoming mainstream players in the industry. Overall, TSDs continue to prove their value by providing vital support to partners in the ever-evolving technology landscape.

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Vocabulary List:

1. **Channel partners** // (noun): Businesses or individuals that collaborate with a company to market and sell its



products or services.

2. **Technology service distributors (TSDs)** // (noun): Entities that distribute technology services to partners.
3. **Quoting** // (noun): Providing a price estimate for goods or services.
4. **Vendor research** // (noun): Conducting research on suppliers or manufacturers of products.
5. **Support functions** // (noun): Assistance or services provided to partners.
6. **Contracts** // (noun): Legally binding agreements between parties.

Vocabulary quizzes

Multiple Choice (Select the Correct answer for each question.)

1. What type of partners work directly with a company to promote and sell its products or services?
Option: Technology service distributors
Option: Quoting partners
Option: Vendor research partners
Option: Channel partners
2. Which term means to give someone the authority or power to do something?
Option: Innovative
Option: Empower
Option: Enhance
Option: Adaptability
3. Which term is commonly used to refer to things related to the home or family?
Option: Household
Option: Awareness
Option: Ecology
Option: Recipient
4. What term describes a group of people living in the same place or sharing a common interest?
Option: Initiative
Option: Household
Option: Awareness
Option: Community
5. Which term refers to the act of raising someone to a higher position or rank?
Option: Passion
Option: Promotion
Option: Initiative
Option: Household



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6. Which term describes introducing new ideas or methods in a creative way?
Option: Innovative
Option: Revolutionizing
Option: Groundbreaking
Option: Insights
7. What type of functions within a company provide assistance to ensure smooth operations?
Option: Contracts
Option: Support functions
Option: Quoting
Option: Vendor research
8. Which term refers to the ability to adjust to new conditions or changes?
Option: Adaptability
Option: Competitive
Option: Innovative
Option: Quoting
9. What term is used to describe a person who freely offers to take part in an enterprise or undertake a task?
Option: Passion
Option: Volunteer
Option: Biologist
Option: Innovative
10. Which term means vital crucial or key in making something happen?
Option: Community
Option: Instrumental
Option: Promotion
Option: Passionate

Gap-Fill (Fill in the blanks with the correct word from the vocabulary list.)

11. To succeed in his endeavors he needed to be _____ to his goals.
12. Their research led to a _____ discovery in the field of medicine.
13. She has always been very _____ in nature striving to be the best at everything she does.



14. She _____ the project and saw it through to completion.
15. Education plays a crucial role in raising _____ about important social issues.
16. His _____ for music led him to pursue a career as a singer.
17. Her hard work and dedication finally received _____ when she was promoted to manager.
18. Regular exercise can help _____ your overall health and well-being.
19. The new technology is set to _____ the way we communicate.
20. Taking the _____ to start your own business can be a daunting but rewarding experience.

Matching Sentences (Match each definition to the correct word from the vocabulary list.)

21. The scholarships were awarded to the top students as of their hard work and dedication.
22. The conducted research on the effects of climate change on local wildlife.
23. She is a activist who works tirelessly to protect the environment.
24. The data analysis provided valuable into consumer behavior.
25. The legal department reviews all to ensure compliance with regulations and terms.
26. The IT team provides essential to maintain the company's network infrastructure.
27. His for volunteering inspired others to join the community service project.
28. She decided to at the local animal shelter every weekend.
29. The local came together to organize a fundraising event for the school.
30. In today's fast-paced world is a key trait for success in any industry.



Answer

Multiple Choice: 1. Channel partners 2. Empower 3. Household 4. Community 5. Promotion 6. Innovative
7. Support functions 8. Adaptability 9. Volunteer 10. Instrumental

Gap-Fill: 11. Dedicated 12. Groundbreaking 13. Competitive 14. Initiated 15. Awareness 16. Passion
17. Recognition 18. Enhance 19. Revolutionizing 20. Initiative

Matching sentence: 1. Recipients 2. Biologist 3. Passionate 4. Insights 5. Contracts 6. Support functions
7. Passion 8. Volunteer 9. Community 10. Adaptability

CATEGORY

1. Sci/Tech - LEVEL1

Date Created

2024/05/24

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