

Growth of SYNAXON Hub continues

To guarantee additional support is available to all partners, SYNAXON has added two more highly-skilled and motivated people to its UK team

Warrington, 28 February 2023

SYNAXON continues on its growth trajectory for 2023 with the addition of further personnel for its Hub distribution business. Both new recruits bring extensive experience of working in similar roles and will be working closely with their colleagues in the UK and Germany to support partners.

Jamaine Francis joins as an Account Executive and will be working directly with partners and prospects, helping them to maximise the benefits of working with SYNAXON. Ryan McLoughlin joins as Category Manager, managing Hub's stock profile and ensuring the right products are available at the right price.

Miguel Rodriguez, head of the German distribution business, stated: "SYNAXON Hub is all about giving partners access to top-selling products that help them meet the needs of their customers and drive profitable sales. We have made this investment to bring in additional personnel so that we can continue to deliver the personalised service and exceptional deals we know our partners value so much."

Sales through SYNAXON Hub have grown steadily over the past two years and, despite the challenging economic conditions, are continuing on an upward trajectory so far in 2023.

Due to its established purchasing power with major authorised distributors of well-known manufacturers, SYNAXON can offer partners unparalleled availability on a wide range of products that are quickly sold out elsewhere. With its own UK warehouse, it can provide top-selling commercial product lines, ensuring partners can compete for business effectively. SYNAXON also offers exceptional service in the form of central RMA processing and a standard 14-day return policy.

Furthermore, through Hub's device rental scheme, Managed Workplace, partners can rent pre-configured hardware and software, tailored to their end customers' requirements, bundle these with either SYNAXON Managed Services or their own services, and offer these on a monthly subscription plan. ■

About SYNAXON UK

SYNAXON UK is a channel services group that supports resellers, MSPs, retailers, web stores, and office product dealers. Its services enable partners to automate and streamline processes, stay competitive, and drive new opportunities in a rapidly changing market.

SYNAXON Hub offers products from top manufacturers, including HP, Microsoft, and Lenovo, with a dedicated UK warehouse. Partners benefit from unparalleled product availability, 14-day return policy, centralised RMA processing, device rentals, and access to SYNAXON's project expertise and vendor certifications.

For further press enquiries, please contact:

Simon Meredith | Owner, Channelstar Media | Tel: +44 (0)7850 144189 | Email: simon@channelstar.co.uk

Through EGIS, the company provides an e-procurement tool that allows partners to see the price feeds of more than 35 distributors at a glance but also gives full transparency on availability and delivery times. Alongside a built-in quote generator and ordering functionality without extra fees, EGIS users benefit from improved purchasing conditions, special bid-price requests, and a highly-personalised procurement experience.

SYNAXON Managed Services provide not only the tools that partners need to develop and grow their managed services business, but also contract and service templates, which can be a barrier to many resellers wanting to make the transition from break/fix. Furthermore, SYNAXON's team ensures a high degree of automation on the back-end, meaning deep technical knowledge of the products is not required.

For suppliers, SYNAXON provides unrivalled reach into the UK reseller, MSP, and dealer community, providing active account management and business development programmes that enable them to develop a higher profile, form lasting partnerships, and grow their sales.

SYNAXON UK is part of SYNAXON AG, an organisation founded in Germany, where it has over 4,500 established partners that generate around €3 billion of gross external sales annually.

For more information about SYNAXON contact:

Ann-Sophie Benning

Marketing & PR, SYNAXON UK

Tel: 01925 346105

E-Mail: ann-sophie.benning@synaxon.co.uk

Learn more at synaxon-services.com | [LinkedIn](#) | [Facebook](#)

For further press enquiries, please contact:

Simon Meredith | Owner, Channelstar Media | Tel: +44 (0)7850 144189 | Email: simon@channelstar.co.uk