PURCHASING BEST PRACTICES

- Source equipment from authorized OEM channels.
- Specify OEM equipment in RFPs.
- Check with an OEM representative to ensure your supplier is authorized.
- Check that the equipment provided comes with a valid software license.
- Require and confirm that the equipment is entitled to OEM service support.
- Be wary of packaging that appears to be substandard.

BUYING REFURBISHED OR RECONDITIONED DEVICES ISN’T INHERENTLY RISKY, but there are many disreputable sellers on the secondary market. Don’t be tempted by low prices. Do your due diligence!

WHY AUTHORIZED SELLERS?
Manufacturers like Cisco, NetApp, and F5 all have authorized partners, sellers, and/or resellers. Here’s why it’s important to buy from authorized channels.

- NEW AND CERTIFIED REFURBISHED EQUIPMENT
- MANUFACTURER ACCOUNTABILITY
- SPECIALIZATION IN NETWORK TECHNOLOGIES
- WIDE RANGE OF SKILLS, SERVICES, AND LOCATIONS
- CERTIFIED DEVICE EXPERTS
- MUST ACHIEVE HIGH RANKINGS ON INDEPENDENT POST-SALES CUSTOMER SURVEYS
- COUNTERFEIT, THIRD-PARTY, AND/OR SECONDHAND DEVICES MAY CONTAIN MALICIOUS SOFTWARE