

Success Stories



Servicios Cellular Center C.A.

When Movistar's Major Retailer in Venezuela turns to FLG, it presents an opportunity for us to illustrate the full range of our capabilities.

SITUATION

Servicios Cellular Center had bought I.T. solutions from many providers for the past 2 years. FLG had unsuccessfully bid on the business on a quarterly basis during this period. In 2Q2007, Servicios Cellular Center began a coordi-

nated program aimed to providing the company with an ERP solution.

SOLUTION & DELIVERY:

FLG sold *Servicios Cellular Center* a total life-cycle solution that incorporated all of FLG's I.T. offerings including unique terms and conditions. Thew offering included financing for IBM X-Servers, Lenovo ThinkCentre PCs, APC UPS, as well as Meg Electric Generator, bundled into one monthly payment:

* An 18 month operational lease.

*FLG I.T. project manager and customer contact center were sold as "added value".

CLIENT RESULTS:

One of *Servicios Cellular Center's* concerns with disposition of their old equipment was over confidentiality of their data. This was eliminated by the 3X disk overwrite service we bundled into the client with tax shield benefits for their business.



About this Win

 2007

Deal Size: US\$ 130.000

Geo/Region: Venezuela - Central Region (Valencia, Edo. Miranda)

Sector: Retail (mobile phone retailer and maintenance services)

Product Area: IBM X - Servers, Lenovo ThinkCenter, APC - UPS, MGE Electric Generator

