

IT dealer aid from Fone Logistics

Fone Logistics is to launch a 'Mobile Clinic' to help IT resellers sell airtime connections.

The clinic will see a dedicated Fone Logistics team offer help to IT resellers with mobile airtime connections.

It also provides an online facility to enable IT dealers to input customer details and get appropriate tariff information back.

Fone Logistics sales and marketing director Julien Parven said: "Sage CRM and Exchange 2007 are just two of the applications now being dispatched with a mobile component as standard, and resellers will have a job explaining and reaping those benefits without proper support.

"Their common concern was being able to enter the mobile market quickly - obviously to benefit from the added revenue - but armed with the product and tariff knowledge to sell it confidently to their customers."



Parven - help to IT dealers