



Flexibility
Relationships
Knowledge



Call **1300 368 348** or visit www.alloys.com.au

Alloys Fast Facts

Alloys – The non-traditional distributor.

Alloys provide much more than you'd expect from a traditional distributor. Alloys have created a new category in IT Distribution; The non-traditional distributor. Traditional distribution is seen as a cross between a Post Office and a Bank, a credit facility that dispatches stock. With a host of tailored services, products and an expert team that works closely with you, Alloys do offer much more than you'd expect from a traditional distributor.

Established: 1982

Business: IT distribution Australia wide

Staff: 55+

Contact Details:

Reseller Hotline Australia wide: 1300 368 348

E-commerce Website: www.alloys.com.au

Ordering Email: orders@alloys.com.au

General Enquiries: info@alloys.com.au

Head Office

128-140 Wellington St
Collingwood, VIC, 3066

Phone: 03 9415 8888

Fax: 03 9415 8822

Sydney Office

Talavera Business Centre
Unit 5, 1 Talavera Rd
North Ryde NSW 2113

Phone: 02 8874 1800

Fax: 02 8874 1855

Our Business Divisions:

Print & Imaging Division:

Business, Graphics Arts, SME and SOHO print solutions, Digital Imaging (Camera's, Digital Video), Media and Consumables, High speed document scanning solutions and software.

Integrated Technology Division:

Audio Visual products, Intelligent IP surveillance solutions, Home Automation products, Networking and storage solutions.

Alloys Equipment Finance Division:

Flexible finance made easy

Our Brands:

- Acti
- Axis
- Brother
- Canon
- Cisco
- Dell
- DTG
- Epson
- Etrovision
- Fuji Xerox Printers
- HAI
- HP
- IQ Invision
- JVC
- Konica Minolta
- Kyocera
- Lexmark
- Maxell
- Milestone
- Mutoh
- Optoma
- Oki Printing
- Panasonic
- QNAP
- Rapid
- Samsung
- Sanyo
- Verbatim
- Visioneer

Non-traditional Services Offered:

- Resource Centres in Melbourne and Sydney
- Strong client relationships, personalised service
- Solution aligned product range
- Real product specialists on hand to assist you
- Dedicated merchandising and marketing support
- Regular exciting events and seminars
- Exclusive promotional activities and opportunities
- Competitive pricing
- Flexible delivery options, including pick up facility and drop shipping
- Flexible account options

Customer Type:

Providing products and solutions to a wide range of resellers in IT, home entertainment and security. From small to large business



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We're all about flexibility, relationships and knowledge.

Non-traditional distribution means in-depth product knowledge

At Alloys we are not an IT supermarket with thousands of brands. Alloys stock a comprehensive mix of quality products and services hand-picked to empower your business and enhance opportunities above and beyond traditional IT distribution.

The Alloys product management team who work closely with you to tailor solutions and meet your individual needs. All divisions are linked internally giving you access to our complete range of products, solutions and resources further enhancing your business opportunities and offerings to your customer base.

Non-traditional distribution means greater flexibility

At Alloys, we don't believe in the "one size fits all philosophy". Offering greater flexibility means we can meet our customers needs for partners big and small.

We achieve this through empowering our people to make decisions, tailoring solutions and providing the service levels you need, whether you are a small or large business. This means less red tape plus the ability to bend and stretch to meet your needs.

Non-traditional distribution means strong relationships

As a family business, Alloys values are based on family, community and relationships. Since its inception, the core driver of Alloys has been to provide our customers with greater market opportunities

This philosophy is woven through the fabric that is Alloys today and is a big part of our ongoing success. For our customers this means Alloys can quickly respond to customer needs and understand your business goals.

This same ethic is applied to our vendor partners. With a selective range of brands, we are able to dedicate more time and effort with each vendor. This allows us to achieve great results, as the brands don't get lost in the mix. Intimate vendor relations and improved product knowledge means we can respond to your needs faster than other distributors.



Industry Recognition



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Our products and solutions range.



Alloys have two discrete sales forces: The Printing & Imaging Division and the newly formed Integrated Technology Division. Our distribution divisions offer a comprehensive product range with real product experts available to assist you. You get more than you'd expect from a traditional distributor with our innovative product and solutions mix.

Print & Imaging Division:

Alloys have the greatest range of print and imaging solutions in the Australian distribution market. We supply solutions from SOHO requirements right through to commercial production machines.

Whether your needs are for a bulk purchase of consumer retail products or a more specialist printing application for the large format graphics space, the Alloys Print & Imaging team will help you find the right solution at the right price for your requirement.

Our Print & Imaging range includes solutions for home users through to large corporate office requirements. We have printing products that include Inkjets, High-end Colour Lasers, Multifunction Devices, Garment and Label Printers plus Large Format graphics solutions.

Our Print & Imaging division has dedicated product specialists to assist you in each of these categories. In addition, we have an extensive range of digital imaging products including Digital, DSLR and Digital Video Cameras.

We also specialise in all aspects of Document Scanning, electronic archiving, storage and retrieval. Our solutions are easy to use and scalable, offering flexibility for small businesses through to large enterprise systems. Our quality brands are easily integrateable with all the standard back end systems.

The final piece in our Print & Imaging puzzle is the Supplies category and we're dedicated to genuine Australian channel sourced print consumables and media supplies. With a combined industry knowledge of over 50 years, you are assured of expert advice and market competitive pricing.

Integrated Technology Division:

The Alloys Integrated Technology division is the first Australian distributor to take a holistic approach to emerging technologies. Our solutions combine Audio Visual, Home Automation, IP Security, Storage and Networking that simplify this area and provide our customers with greater market opportunities and a total integrated solution.

Focusing on new and emerging technology, the Integrated Technology division provides a range of solutions that simplify lifestyle and automate the home, office and education environments.

Alloys is a major distributor of quality Audio Visual brands. Our range includes projector solutions for the home, office, education and large venue sectors. We also stock a full range of interactive whiteboards, panel displays, mounting solutions

and AV accessories. The Integrated Technology division also offer a variety of home automation products such as lighting modules, energy management, security and access solutions, all controlled from your smart phone.

Alloys Integrated Technology also specialises in scalable IP Security solutions for small business through to large enterprise systems. Our high skilled team are qualified to assist our partners deliver professional precise solutions for their clients.



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