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Comztek wins regional Microsoft distribution rights

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Comztek has been recognised for its excellence in delivering software solutions into Africa and been awarded the Microsoft distribution rights for finished goods in Southern African countries Angola, Botswana, Malawi, Namibia and Zambia.

The South African distribution rights remain unaffected, while Comztek's Microsoft distribution rights for finished goods and OEM in East Africa, including Kenya, Uganda, Tanzania, Burundi, Ethiopia, Eritrea and Rwanda, have been renewed. Comztek is an established certified Microsoft Gold Partner, and has been a distributor of Microsoft products in South Africa for the last six years.

"Comztek strives to be the preferred partner, chosen by customers, for all communication requirements," says David Caygill, Comztek software infrastructure director. "These distribution rights enable us to increase our service offering on one of our core software infrastructure products. We have learned that requirements in the rest of Africa are uniquely different from South Africa, and Comztek is well equipped to provide Microsoft sales and support."

The sales teams have regular training sessions, in conjunction with Microsoft, to keep product knowledge up to date at all times. The training is licensing and product specific, providing high level detail and enabling the sales staff to assist the reseller in making the correct purchasing decision. In addition, Comztek won the Microsoft 2007 EMEA operational excellence awards in Athens, a testament to the Microsoft administration staff's knowledge on licensing skills.

Comztek's software infrastructure division assists resellers with network schematics, license assistance and legalisation options. Comztek also accompanies the resellers to end customers to assist with licensing and sales information. This sales approach gives the end customer the information required to make faster decisions on which product or



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