

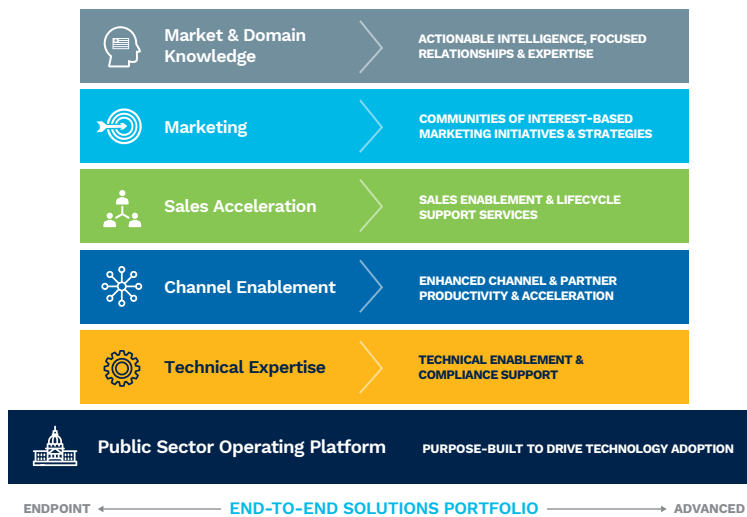
Accelerate Your Public Sector IT Business Today



Better Together Program

DLT Solutions — The Trusted U.S. Public Sector IT Solutions Aggregator

DLT is the premier U.S. public sector IT solutions aggregator committed to accelerating growth for channel partners. With a manufacturer-first policy, we ensure that we never compete for your business because of a customer preference. DLT is the IT solutions aggregator you can trust to enable, grow and strengthen your business, all while reducing costs and mitigating risk.



Trusted Solutions Aggregation with:

- Actionable Market Intelligence
- Strong Technology Portfolio
- Joint Marketing Programs & Lead Generation
- Sales Plays
- Deal Registration Programs
- Technical Support
- Creative Financing Programs
- Deal/RFP Support

The DLT Difference for Channel Partners

When you join the DLT partner ecosystem, through our [Better Together Program](#), your business will accelerate in growth, increase in profitability and gain access to specialized solutions and services built specifically for the U.S. public sector. You will be able to take advantage of the complete suite of value-added solutions and services, crafted specifically for our channel partners including:

- **Market Intelligence:** DLT's Market Insights organization analyzes funded programs and opportunities in the U.S. public sector IT market, then leverages that intelligence to make your company's sales, business development and marketing activities more effective.
- **DLT Cloud Navigator Program:** No matter where you are in your journey, [DLT's Cloud Navigator](#) program helps you maximize cloud profitability while reducing risk and operating expense — so that you can focus on business growth and customer acquisition.
- **Channel Enablement and Growth:** We offer OEM training and education that provides your business with in-depth knowledge on specific products and channel programs, deal registration, and access to a robust portfolio of DLT contracts for you to leverage — ensuring your sales relationship with the government customer.
- **Technical Expertise:** DLT has a team of in-house, experienced software engineers that have deep OEM product knowledge. [DLT's Confirmed Stateside Support](#) gives you the ability to offer your U.S. public sector customers ITAR compliant, U.S. citizen/U.S. soil support, differentiating your business while reducing risk and lowering costs.

Ready to Increase Your Profitability and Expand Your IT Solutions Portfolio?

Contact us today to learn more about being part of the DLT Better Together Program: channelsteam@dlt.com.

Our Vendors

For a complete listing of DLT vendors visit dlt.com/purchase.

