



Westcoast Engage

Deliver on the demands of your education customers, with Westcoast's joined-up approach to education sales



A NEW WAY TO SELL INTO EDUCATION

From quote to configuration, delivery to disposal, Westcoast helps you make all the right decisions. Our tools guide you through the sales process, improving the buying journey and delivering a superior service for your customers.

It's a better way to operate.

Bid support

Helping you navigate education pricing

We work with you to deliver the right solution at the right price. Register your opportunities early in the sales cycle for:

- Assessment by our bid team
- Solutions designed by our dedicated presales team
- 1-hour SLAs to keep you competitive
- Access to a wide range of vendor benefits

Westcoast Engage bid support puts you in a winning position right from the start.

Finance solutions

Tailoring sales to your customers' budgets

Our finance packages are designed to suit all opportunities. From monthly financing through DaaS to purchasing outright, we have a way to support every education budget.

- Designed to help you secure larger opportunities
- Competitive financing rates
- Market-leading flexible solutions
- Increase your education customers' spend capabilities

Westcoast finance solutions help you to help your customers do more with their budgets.

Endpoint solutions

Delivering far more than just the device

Every opportunity extends beyond the device, and every sale is much more than the initial transaction. That's why we help you map the entire journey, ensuring you have everything you need to offer total service and support to your customers.

- Preparation, service installation and device configuration with Windows Autopilot, billing support, asset tagging, laser etching and more.
- Deployment, from removal of old devices to installation services, along with ethical packaging disposal and international fulfilment.
- Optimisation and maintenance, with a range of proactive management and insight tools, and vendor warranties through DaaS.
- Disposal of old devices, with secure data removal, responsible collection and recycling, for a cleaner, safer way to upgrade.

Westcoast works with you to help get the most out of every opportunity.

Strong vendor relationships

Increasing the opportunity

Westcoast maintains close relationships with all the major vendors. We provide impartial advice and tap into exclusive discounts to increase your margin and improve the offering to your education customers.

- Access to all the key vendors across devices, accessories, licensing and AV
- Helping you provide the best service using the most appropriate solutions

A COMPREHENSIVE OFFERING

We partner with the world’s leading IT brands, forming strong relationships that allow us to deliver a wide range of products and services.

11th Gen Intel® Core™ Processor

The ultimate device for teaching and learning anywhere, Intel’s 11th Gen Intel® Core™ laptop and desktop processors help teachers and students accomplish more, faster.



11th Gen Intel® Core™ processors include the i3, i5, i7 and i9 devices, and deliver:

- Optimised performance for better collaboration and learning
- High-quality video conferencing
- Stunning graphics thanks to Intel® Iris® Xe
- Powerful media capabilities
- Faster, easier connections with Thunderbolt 3* and Wi-Fi 6 with Wi-Fi 6E* (Gig+)
- Exceptional battery life for all-class-day learning
- AI capabilities for smarter, simpler content creation

Find the right device for learning and teaching

With Intel’s range of processor options, it’s easy to find the right device. From the entry level Celeron® to the top performing vPro®, there’s a processor for every education need.

Education setting	Activity	Intel® Processor
Teachers and high school students	<ul style="list-style-type: none"> • Esports • AI and machine learning • Simulation and modelling • Data science 	vPRO® CORE™ i9 CORE™ i7 CORE™ i5
Middle school students	<ul style="list-style-type: none"> • Programming and coding • Digital content creation 	CORE™ i3 Pentium®
Primary school	<ul style="list-style-type: none"> • Video conferencing and remote learning • Web apps and productivity tools • Digital content access 	Pentium® Celeron®

*Thunderbolt 3 and Wi-Fi 6E are not supported on Chromebooks.

AV

The right display can transform any educational space, supporting better communication, collaboration and learning. With a wide range of options, Westcoast can help you find the right solution for any customer requirement.

Servers, storage and networking

Technological change continues to accelerate, and our server portfolio reflects the new demands of education. We continue to support transformational areas such as cloud and hybrid IT while still recognising the importance of traditional technologies.

Devices

From Intel-powered personal computing to phones and smart tech, we are focused on delivering the right products, resources and services to support your customers' journeys. Close vendor relationships, flexible financing options and large-scale device deployment make Westcoast your perfect partner.

Print

The print business is more complex, colourful and cutting-edge than ever before, and the speed of innovation across this sector continues to present opportunities for education. Nobody knows print like Westcoast, so, who better to help you navigate around this world of promise?

Accessories

From bags and sleeves to PC peripherals, from security to AV products, Westcoast has the connections that count. Whatever your education customers need to support their IT requirements, we can deliver.





MAKE ALL THE RIGHT DECISIONS

Gain access to superior levels of service for your education customers with Westcoast Engage. Transform the buying journey as you guide your customers through the process, backed up by our specialist support every step of the way.

**If you have any questions or queries,
contact us here:**

Phone number **0118 912 6000**

Email **sales@westcoast.co.uk**

BEGIN YOUR JOURNEY TODAY

