

EET Parts Locator proves hit with VARs

IT Dealer adds Parts Locator to its web site

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CRN, 27 Nov 2008

Stock-sourcing organisation IT Dealer has teamed with pan-European distributor EET to offer its in-house-developed Parts Locator system on an exclusive 12-month basis.

IT Dealer, which has 63 UK distributor members and helps VARs source the availability of more than 390,000 products within the distribution system, has now added EET's Parts Locator to its web site.

Frederik Andersen, managing director of EET, said: "We wanted to be a one-stop shop for spare parts across Europe, carrying multiple brands.

"Resellers cannot afford to keep customers waiting while they source products and the average cost of raising a PO number is £60.

"But with Parts Locator, everything is in place already and they just have to type in the item they are looking for. The tool will do the rest and tell them what is available and from which distributor."

Unveiled officially on 13 November, both sides have claimed that the tool is a hit with resellers.

Rupesh Vara, commercial director of IT Dealer, said: "On the day of launch we had 150 hits, and that was without any marketing.

"The concept is very simple, but it will save resellers time and money and there is nothing else out there on the market that can do this."