

Company Profile



konsorcjum
კონსორციუმი



Company Profile



Konsorcjum FEN Sp. z o.o.

a leading distributor of IT solutions in Poland

Established in 1998

Company's seat: Poznan, Poland

Company's structure:

- sales department
- advanced technologies department
- surveillance department
- technical support department
- marketing department



Business model – Value Added Distributor (VAD)

Cooperating with over 10,000 partners, Konsorcjum FEN offers solutions and equipment exclusively for resale to:

- IT Resellers
- IT Integrators
- Telecommunication operators

FEN realizes the strategy of Value Added Distribution (VAD).

Our Company provides each product with an added value in the form of professional consulting, technical support, training, extra warranties, as well as assistance for our partners while they deploy some solutions by themselves.

Major objectives:

Stable development through:

- offering solutions instead of products
- expanding the offer
- penetrating new selling channels

Distributor's specializations

Konsorcjum FEN specializes in a number of areas of the IT sector by offering comprehensive solutions including invaluable consulting and technical support:

- LAN and WLAN network technologies
- surveillance
- storage solutions
- Voice over IP
- multimedia devices, accessories for notebooks and PDAs
- memory cards and flash memory cards, SSDs, external drives, readers and databanks



Support for Partners

Konsorcjum FEN runs periodic meetings with Partners that enhance their awareness of the distributed products and solutions and expand their skills and competences.

Additionally, thematic training is conducted online where participants are acquainted with such issues as configuring advanced devices and entire IT systems.

Marketing Support

Konsorcjum FEN actively supports the promotion of the brands it distributes through advertising, promotional and PR actions. These activities generate demand among the end user and thus they result in greater sales achievement by the distributor's trading partners.

FEN also provides its partners with comprehensive information materials including advertising folders for end users and with complete instructions containing detailed technical specifications of the products.

Social Engagement

Konsorcjum FEN gets involved in social activity, most especially in the education area. The Company collaborates with the Technical Schools Assembly in Radom, providing the students and faculty with information on the latest technologies and trends in the IT sector. It also runs an internship program for the students.

Moreover, FEN is present at all-Poland conferences designated for teachers including the well-known Conference for School Internet Classroom Administrators in Mrozy and the Modern Technologies for Education Purposes Conference in Radom.

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Examples of prizes and distinctions

„The TOP performer for Linksys”

prize granted in 2008 by Linksys by Cisco for the best results in selling network devices of Linksys by Cisco in Central and Eastern Europe and Russia.

„Best Partner 2007” and „Best Partner 2008”

was granted to Konsorcjum FEN by PQI (Power Quotient International), which is a globally recognized manufacturer of portable memory modules.

„Złoty Laur INFOTEKA”

prize granted to Konsorcjum FEN in 2009 for implementing the Meru Networks wireless network at the Toruń-based Nicolas Copernicus University.



Active contact with Partners

- organization of roadshows for FEN's partners in the largest cities in Poland
- participation in fairs and conferences: CiscoForum, Intertelecom, Securex, Cisco Expo



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- Flash Memory Department pqi@fen.pl
- Marketing Department marketing@fen.pl
- Technical Support Department support@fen.pl
- Logistics Department logistyka@fen.pl
- Accounting Department ksiegowosc@fen.pl

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