



## April 2013 Newsletter

### Outsource Digital Nelspruit



2013 started extremely well for Outsource Digital Nelspruit, with sales of machines in Q1 2013 exceeding the total sales in 2012!

Vaughan McGee and German Raganya joined the Nelspruit team in early 2013 and have done a tremendous job of creating brand awareness in the region; and translating the awareness into record sales. Together they have also made a very positive impact on the school sector of the market with daily requests coming in from new schools, putting Outsource Digital way ahead of sales targets and the competition.

Upgrades of business solutions for the existing client base have been very active and the Outsource Digital team has substantial upgrade and expansion deals in the pipeline.

On the Technical side Gert Nel also recently joined the team. He specialises in various PABX systems therefore enhancing the Technical department with his great experience and

specialist skills.

We have received great responses from clients on Gert's service and skills and look forward to this division of the business experiencing significant expansion in addition to our VOIP offerings.

2013 has begun on a very positive note and the team is dedicated to making this year the most successful year in the history of the business in Nelspruit.

### Outsource Digital KZN



We are pleased to announce that Brad Andrew has joined Outsource Digital to lead our KZN branch! Brad has been in the Office Automation industry for over a decade offering business executives and companies effective business solutions in both Johannesburg and Cape Town.

The Outsource Digital brand was enticing to Brad as it's more than just a perfectly structured and well-engineered machine, but also a tight and successful team. He values how Outsource Digital continuously balances the sourcing of new clients by offering them the best possible solutions and unrivalled after sales service, whilst maintaining high service and sales solutions to their existing client base.

We believe that the KZN market is highly lucrative and Brad looks forward to growing the Outsource Digital brand into a household name. The team of experienced sales executives and highly qualified technicians will focus on increasing footprint throughout KZN by delivering streamlined solutions and exceptional service.

You can reach Brad on [brad@outsourcedigital.co.za](mailto:brad@outsourcedigital.co.za)

## Outsource Digital Cape Town



In late 2012 after collaborating for two years, Outsource Digital acquired Samtel. Samtel, an authorised Samsung Dealership was established in 2002 and focused on service excellence and long term client relationships.

Nikki O'Carroll and Paul Toerien (the founders of Samtel), joined Outsource Digital bringing their highly valued technical expertise and knowledge to the Outsource Digital Cape Town office, thus complementing the strong PABX sales team Outsource Digital already had in place.

Both Nikki and Paul have extensive experience and knowledge of PABX systems, working for Telkom, ST Systems, Bromwell Communications and Sung Communications (Samsung Dealerships) for many years. They were inspired by the vision and drive of Outsource Digital and their common commitment to honest and excellent client service.

This acquisition delivers a powerful point of difference to Outsource Digital Cape Town by offering enhanced business communications solutions. Their collective goals are to provide cost efficient communications solutions and industry expertise backed by the best service standards in the Cape Town market.