

“The added value is absolute professionalism and reliability”

Whether demonstration equipment at a trade fair or a proof of concept at the customer's premises:

With its demo equipment service, the technology service provider CDS Service offers a service that makes rental processes efficient, transparent and calculable. Sharp also relies on this service.

As one of the world's leading manufacturers in the field of display technology, Sharp offers a comprehensive portfolio of hardware and software solutions for every type of professional application. Displays ranging in size from 32 to 98 inches, high image quality, interactivity, low energy consumption, reliable 24/7 operation and innovative functions ensure that almost every customer requirement can be met.

The Japanese company relies on the competent support of the technology service provider CDS Service, based in Lage, East Westphalia, to present the devices appropriately at trade fairs and events, to enable demo presentations at customers' premises or to equip its partners' showrooms.

Fast and reliable provision

“Innovations and pioneering technologies must be shown to end customers and partner companies promptly so that they can also be taken into account for upcoming



Markus Eisemann
Manager Channel Sales Sharp

projects and installations,” explains Markus Eisemann, Manager Channel Sales Sharp.

The CDS service is therefore needed to make this possible quickly but also in the required quantity and quality. CDS ensures that the requested device arrives at the customer or partner on time and with the desired configuration and is collected again at the end of the rental period.



Special vehicles ensure the safe transportation of even unpackaged goods

Air-conditioned warehouses and special vehicles with special lifting platforms, protection and restraint systems ensure that even unpackaged high-tech products are transported safely, guaranteeing that the devices are ready for use immediately after transportation. On request, CDS can also set up and dismantle the systems, make individual adjustments and provide brief product instructions.

Complete solution for the rental process

With LIMES, CDS Service also offers a complete SaaS solution for the rental process. The software accompanies the entire business process: from the product inquiry, through scheduling and delivery, to collection or takeover purchase. To map the rental process, LIMES combines relevant features from merchandise management and workflow programs in one tool.

This makes it easy to order demo equipment: Via the portal provided by CDS, any authorized Sharp employee can request demo equipment for partners and end customers. An internal Sharp NEC control instance then releases the requested loan positions.

“With the establishment of a rental pool, its own personnel and special vehicles as well as a professional software tool, CDS not only meets all the necessary criteria, but also impresses with its uncomplicated and absolutely project-oriented approach,” emphasizes Eisemann.



High-tech products in safe hands

A reliable partner right from the start

The way in which an ambitious new customer like Sharp was dealt with right from the start made the decision very easy. “We are also very satisfied with the project progress and implementation, as our customers are.” Whereas Sharp had previously carried out the loan positions independently, they can now make use of the services of a specialist, explains the Sales Manager.

“The added value is absolute professionalism and reliability.” The company is also looking forward to working with CDS in the future. “In a changing market, it is very important to have a reliable partner at your side in order to be able to master projects and challenges large and small. And we have clearly found that in CDS.”

www.sharp.eu/audio-visual

www.cds-service.com