

APC TradeUPS Program

The Mayflex APC TradeUPS program is a cost effective, easy to use service from Mayflex that takes the pain away from dealing with replacement or broken UPS's. By following a simple online process you can order a brand new UPS replacement, order any additional accessories at a substantial discount, arrange for collection and disposal of the old unit following correct WEEE EU directives and confirm delivery details of the new units.

Mayflex make it easy for you. Log onto your personal page on the APC website, select the units you want replacing, advise us of delivery address and date required, select Mayflex as the supplier and we will do the rest for you, simple!

Why should this be of interest to you and your customers?

1. UPS's depending on the environment they operate in have a working life of between three and five years.
2. Every year, there are over 200,000 APC UPS's alone that need replacing. With an average sale price of £800/ unit this is a good run rate business to be involved in and can also lead to other potential sales opportunities.
3. The UPS's being traded in don't have to be APC models, in fact they don't have to even be working to qualify for a replacement.
4. Disposing correctly of UPS's can be costly and time consuming for your customers, Mayflex take care of this for you and include it in the overall price of the order at a fraction of the normal cost
5. You can consolidate existing UPS's into one single unit. i.e., if your customer have 5 x 1000VA units, he can exchange for one 5000VA unit instead.

The Mayflex / APC TradeUPS's program is a fantastic service to offer to your customers that will give you an instant "value add" over your competitors and generate additional revenue streams on a yearly basis.

APC[®]

by Schneider Electric

Trade-UPS[®] Reseller



For further information on this program and details of how Mayflex can help you promote this service into your customer base, please contact the Networking team on **0121 326 2710** or email **apctradeups@mayflex.com**