



KOSATEC
COMPUTER

IT-Distribution since 1993

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“We are your reliable partner in IT distribution for over 30 years. Your satisfaction is our main goal.”

Over the next few pages, I would like to introduce you to KOSATEC Computer GmbH.

Since its foundation in 1993 with an initial capital of just 6000 Deutsch Mark, a great deal has happened. The company has grown into a European-wide IT distributor with 318 employees and a revenue of 555 million Euros. Our most important goal remains the satisfaction of each individual customer, and to ensure this, each customer has their personal, competent and flexible contact partner, our team has a centrally located logistics center directly adjacent to the A2 Freeway, and we have a fast service-handling process to ensure our v receive their orders as quickly as possible.

One of the main reasons for our continuous growth are our employees - their motivation, commitment, team spirit as well as the satisfaction in their work, all contribute to the ongoing success and development of the company.

Come and see for yourself what we can do and become a satisfied partner of KOSATEC Computer GmbH.



Andreas Sander
Chief Executive Office & Founder

ANDREAS SANDER

CHIEF EXECUTIVE OFFICE
& FOUNDER



Big things start small.

KOSATEC Computer GmbH has operated as an IT distributor from its headquarters in Brunswick (Braunschweig) since 1993. We have a product portfolio of more than 10,000 IT components, ITK products, high-performance servers, workstations, tablets and smartphones, mobile computing and supplies. As a distributor, KOSATEC Computer supplies online and mail order businesses, larger retailers, dealers, system houses, public contractors, medium-sized companies and industrial operations.

Our company HQ in Brunswick (Braunschweig) spread over some 15,000 m² and is home to the logistics center, purchasing, sales, administration, marketing and service competence departments. KOSATEC Computers GmbH has additional branches in Cologne, Aachen, Kassel, Passau, Unna and Hamburg. In 2022, we generated a revenue of 555 million Euros with a team of 318 employees.



The company was founded as “KOSATEC EDV-Großhandel” in 1993 with an initial capital of 6000 DM. At that time, a garage served as a warehouse.



2023	1993	8	318	555 MIO. €
KOSATEC Computer GmbH	FOUNDATION	LOCATIONS	EMPLOYEES	REVENUE

SALES

Our friendly and helpful sales partners are available, Monday - Friday, from 8 a.m. until 6.30 p.m. Customers can save time and money with our daily offers and special items. Even specialty items outside of our product portfolio are not a problem for our team. An extensive range of shipping, payment conditions and individual credit limits round off our customer care program.

With us you get everything from a single source.

„The personal and professional supervision of my international customers within Europe is especially important to me.“

- Giulia Gualtieri - Sales

We make time for each customer so we can really understand their needs and requirements. Our in-depth competence and commitment helps our customers reach their goals.

We place great importance in forming sustainable business relations which are founded on trust and security, and we continue to maintain friendly relations with our customers and suppliers.

Each customer has their own individual contact person in order to ensure that we can fully develop and satisfy our customer's needs and requirements.

OUR #1 GOAL IS
ENSURING YOUR
SATISFACTION



Supply & demand

Together with the Sales Department, our Purchasing Department is at the heart of company's growth and development. Divided into operational and strategic purchasing, products are procured here worldwide at attractive market prices, each of which is aligned and tailored to the operational and business needs of our customers. Precise procurement guidelines ensure that smooth processes are

maintained for delivery, storage and shipping. Supply chains are specifically monitored to guarantee delivery capability. With over 10,000 computer components and small parts in stock, KOSATEC guarantees maximum demand coverage at all times, which our customers appreciate.



- ✓ We are available to you Mon. – Fri. from 8 a.m. to 6.30 p.m.
- ✓ Large product portfolio of 10,000 items
- ✓ Each customer has their own personal contact partner
- ✓ We offer flexible and made-to-measure concepts



- ✓ Orders placed by 6.30 p.m. will be delivered the next day (within Germany)
- ✓ 15,000 m² logistics centre at the central site
- ✓ Fulfilment / drop shipping / shipment on behalf of third parties
- ✓ Shipment per Trans-o-flex, GLS, UPS etc.

Short paths - Fast delivery

All orders received by 6.30 p.m. leave our logistics centre on the same day and are delivered to any address in Germany the next day; upon request, even on Saturdays. Our experienced team and a centrally located logistics site adjacent to the A2 Freeway, make this all possible.

Our Logistics Center in Braunschweig spreads over some 15,000 m² and houses our broad product range of over 10,000 items. All processes are IT-optimised - from incoming goods and storage, through to packaging and order picking- quality assurance and shipping come together to ensure our customer are satisfied with their orders.

Our flexible shipping concepts have the right solutions for every requirement. Be it neutral shipment directly to your customers, express shipments or pelletized deliveries abroad.

With us, you are the focus.



Your order is picked quickly, securely packed and shipped from our logistics centre in Braunschweig.

Progress through growth

In autumn 2021, KOSATEC Computer GmbH expanded its logistics center with an addition of 3,000m², allowing for around 1,200 more pallet spaces. This new logistics center in 47 Hanse Street, compliments the existing warehouse in 3 Carl-Miele-Street, and creates more space so that we can continue to supply our customers precisely and meet the on-time demands.



First class service

Whenever products require service, KOSATEC customers count on our friendly and competent team of technicians to be at their side. Our Service Team attends to all arisen issues immediately and provide our customers with fast and reliable solutions. From processing warranty claims to immediate handling of transport damage, our team acts flexibly, personally and professionally, in order to ensure fast and open communication with our customers.



Fast Lane Service

KOSATEC customers can reach our Service Team via email or by calling the service hotline, and each time they will reach competent and helpful IT experts. There are no long waiting times nor poorly trained call center employees.

We save our customers time, money and hassles by attending to the problems professionally and head on.

„Proximity to our customers and quick, non-bureaucratic processing of customer enquiries are the most important part of my work.“

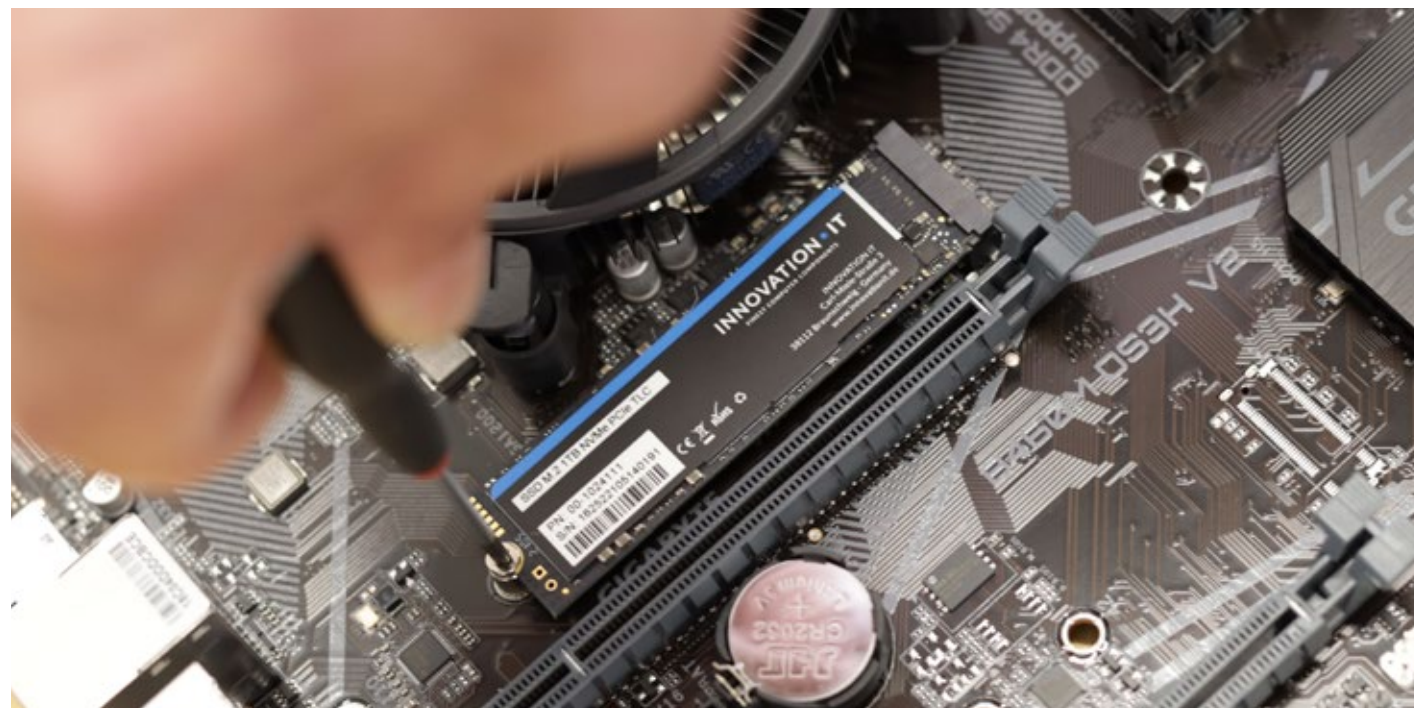
René Daecke - Service Competence-Center

Individual products for innovative demands

Innovation IT is your quality control for high-quality Hardware and IT accessories. The products range from audio cables, through to accessories for mobile telephones. Products are classified into the following groups: Audio, computer, display, network, phone, toner, USB and accessories. The Innovation IT product range is ideal for expanding our customers' range to include all standard accessory articles from one source. And all with attractive prices!

Select from a series of preconfigured and complete systems currently on stock, retrofit as required or configure the systems completely according to your wishes. All Innovation PC® products are mounted and wired professionally to the highest of quality standards. A double quality control guarantees a constant level of quality.

BTO-PCs are usually assembled within 48 hours. In especially urgent cases, express assembly is also possible within 24 hours.



A wide range of perfectly tailored products

The INNOVATION IT products come in matte black, sturdy packaging with an appealing contemporary design.

Fast and efficient - the INNOVATION IT SSD impresses with its strength both in everyday life and gaming after work. The SSD with SATA III interface is available in 2.5-inch as well as M.2 format, shock-resistant and silent thanks to its flash memory. INNOVATION IT SSD is ideally suited for use in notebooks as well as for PC use.

All products of the Innovation IT range are selected based on the highest of quality standards and have an optimum price-performance ratio. The product assortment is constantly changing and is oriented on the current bestsellers of the respective product groups so we can meet all our customers' needs.

All relevant items bear the CE label and satisfy the guidelines of the European Union for electronic products.



Digital Security

KOSATEC IT Solutions designs and manages network solutions in the hardware and software field. We have expertise in all network technology areas, including a comprehensive service for planning, installation and commissioning of modern networks. We also have the know-how in the fields of virtualisation, and active and passive components.

We plan and manufacture professional high-performance servers, workstations and server combinations to customer specifications in various designs and platforms. We attach great importance to speed and precision in terms of planning and designing the orders.



„KOSATEC's years of experience allows me to give each customer individual and competent support.“

-Lars Buchheister
System administrator (MCSE)

System house

We promise that our IT experts will provide you with targeted solutions at a great price-performance ratio which will meet your needs and requirements. Important prerequisites for this are our professional product management and competent team of IT system electronics specialists who take part in regular training courses in order to maintain their level of know-how and stay up-to-date with the latest developments.



Automation in Progress

Our team of software developers is responsible for support and expansion of internal software tools, which greatly simplify digital transformation and process control of individual departments, and guarantees smooth processes of the internal interface areas.

From time recording to the development of our own CRM tool, our team keeps its finger on the pulse and promotes and develops KOSATEC's automation processes.



„Personal development and evolution of individual strengths plays a central role at KOSATEC.“

Tim Duffy

Strategic Purchasing Management

Own Software is our competitive advantage

Our Software Department develops individual solutions around our ERP system and warehouse management software. Everything from interfaces to our e-commerce channels, the tools and analyses for our Sales and Purchasing Departments to CRM system or HR Management - we develop Business Intelligence right here at KOSATEC. Agile, high-performance and customised, it enables us to react to current market conditions at lightning speed. Our software development is a real competitive advantage for us.

Team Marketing

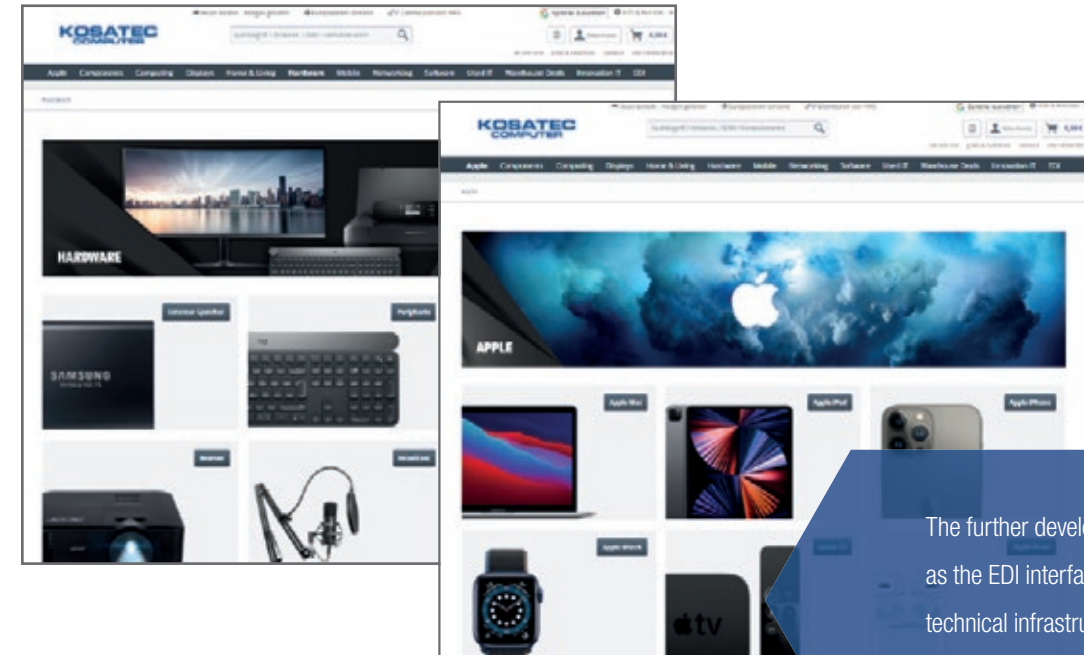
In order to successfully position the KOSATEC brand on the market in the future, our Marketing Department has strategically realigned itself in recent months. The focus here is primarily on increasing awareness of the KOSATEC brand. Together with the Sales and HR Departments, our Marketing Team is working on promoting and expanding the KOSATEC brand through targeted online marketing, in-house graphics and video production, as well as increasing our activities in the area of recruiting. In addition to sales promotion, the focus here is on employer branding and strong customer proximity.



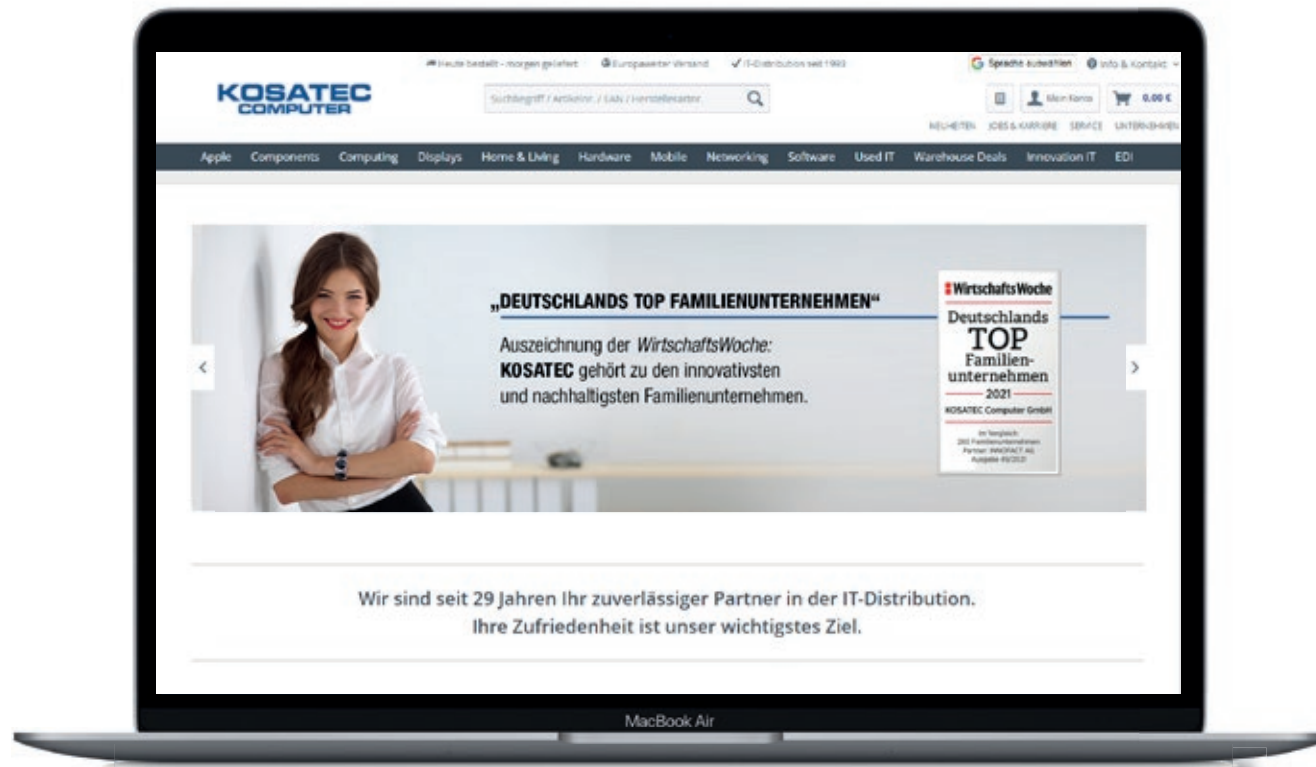


Development Team E-Commerce

Parallel to marketing, we have set another milestone with our E-Commerce Department. In addition to interface programming and digital connection to our customers via EDI (Electronic Data Interchange), we are constantly optimizing the customer journey within the KOSATEC online store. Keeping our core competencies in personal customer service, we are leading the digital transformation to recognise faster the demands of the market, and react flexibly to meet our customer needs.



The further development of the store as well as the EDI interfaces and the support of the technical infrastructure are among the core tasks of the e-commerce department.



„A good working climate creates happy employees, strong teams and satisfied customers.“

- Corinna Söhlig - Accounting/Finance

Join the Team

KOSATEC is one of the most successful companies in Lower Saxony and is the 6th most attractive employer in the Brunswick (Braunschweig) region (source: Standort38.de).

We are expanding strongly and are constantly looking for more professional employees who want to be part of our KOSATEC team. Through our specially developed applicant management system and high visibility in all relevant online media, we are not only raising the profile of our company, but also targeting best professionals who want to join us. Our employees and customers proudly identify with the KOSATEC brand, and our HR Department works tirelessly on employer branding and promotion of team spirit, as well as recruiting new members to the team.





We will be at your side - Together for success

KOSATEC is a progressive and versatile company which adapts quickly to rapidly changing market situations. Our diligence and commitment to our work are just as important as the courage to take new paths and face new challenges.

A company's public image is not just determined by its own products and services, but also by the way it treats its employees and customers, which is why we attach great importance to a pleasant working environment.

Our employees work closely with each other in interdisciplinary teams. This not only improves the quality of the work but also promotes a professional approach. State-of-the-art workplaces, light-flooded rooms, a friendly work climate and group activities promote team spirit and form ties between the employees.

Our organisational structure is tailored on promoting self-initiative and responsibility in our workplace. This is reflected in the company's flat hierarchy as well as the short and direct communication paths between employees and departments. The trust we place in our staff also plays a central role.

ANNIVERSARY KOSATEC 25 YEARS

09 June 2018



KOSATEC CEO ANDREAS SANDER



MAYOR ULRICH MARKURTH



IHK PRESIDENT HELMUT STREIFF



We have distribution and sub-distribution contracts and sales partnerships with many reputable manufacturers.

We have been recognised for our speed and reliability, and have been awarded throughout the years.

AWARDS



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KOSATEC Self Pickup

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You can reach us by car via the motorway junction Braunschweig Nord on the A2 and the A391.

From the south and north: A391 Hansestraße exit

From the west: A2 Hafen exit

From the east: Leave the A2 motorway at the Braunschweig Nord junction and take the A391 toward the city centre. Then take the Hansestraße exit.

You can park directly on the company grounds.

We look forward to your visit.



KOSATEC Computer GmbH
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