

Second Round Role Play D&H Distributing Case Competition

It is now a week later, and you have a follow-up meeting with Jordan. In your last meeting you had a verbal commitment for putting together a bid for the Lenovo Chromebooks, be sure to write up the order at this meeting. Since you know from their last meeting that Capitol City also services other businesses in addition to the education market, explore with Jordan the possibility of partnering with her/him on some of this business by exploring the possibility of getting a memorandum of understanding in place to do this commercial business as well with D&H Distributing.

As a member of the IT Distribution team at D&H, you have been able to help assist other businesses nationally similar to Computer City with their commercial accounts not just with supplies but also services. With the support of your Pro Service Team at the experience at D&H Distributing you know you can help add more value to Jordan's business!