

Software Spectrum and Aztek Technologies: Leveraging Israel's Technological Leadership

In its short history, Israel has done a remarkable job of encouraging foreign investment and intellectual resources, accounting for 24 percent of today's Middle Eastern economy, with only five percent of its population.¹ The country has pioneered advancements in biotechnology and agriculture, and attributes more than half its GDP to high-tech exports.²

Our alliance with Aztek Technologies

Despite Israel's ongoing security issues, trade is not a problem for friendly countries, although withholding taxes remain upwards of 17%. To avoid these costs, Software Spectrum has formed an alliance with Aztek Technologies, a leading Israeli software reseller and our choice for customers doing business there:

- Founded in 1985
- Headquartered near Tel Aviv (Israel's financial center)
- Largest software reseller in Israel
- Strong relationships with many software vendors
- Annual revenue of about US \$30M
- Also capable of managing transactions in Turkey, Egypt Jordan, Greece and Cyprus

True global insight into your software purchasing.

In order to effectively manage your software expenditure and stay in compliance with licensing agreements and government

regulations, you must be able to enforce corporate asset management policies among all your global affiliates. Our alliance with Aztek Technologies gives you these critical advantages:

- Global communication of software purchasing standards and license agreements
- Local sales, language and currency support
- Worldwide integrated reporting—manage all your software centrally
- Understanding of local taxes, tariffs and VATs, so you pay less
- Clear, accurate proof of licensing for software audits

When you're looking to fulfill software sourcing and management needs in Israel, look no further than Software Spectrum. **For more information, contact your Software Spectrum account representative or your customer account services team.**

Software Spectrum is a leading, single-source provider of IT solutions and services that help companies around the globe enable, manage and secure their enterprise. More than simply facilitating the distribution of products to users, Software Spectrum is committed to a service delivery model that helps control IT spend and eases the burden of selecting, purchasing and managing IT assets.

¹ Tugend, Tom, "L.A. Hosts Debate on Israel Economy," *The Jewish Journal of Greater Los Angeles*, 17 June 2005.

² Kapica, Jack, "Israel can teach high-tech lessons," *Globeandmail.com*, 13 July 2005.

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