

securing strong relationships

DATRIX

Since 1994, Datrix has provided server and network solutions to companies in many sectors. As a certified partner for many IT brands, the company seeks to work with businesses that share a commitment to service. In IQ Finance, Datrix has found a partner that helps strengthen customer relationships and sales.

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"We have enjoyed a long relationship with IQ Finance," said Mahmood Chaudhri, Managing Director of Datrix Limited. "The team is our first point of call when we need to consider financial solutions for our customers. Without exception, they are very helpful and always willing to guide people through the options available to them."

Mahmood believes trust is vital to the relationship's success: "It's key to everything. Our customers are looking for three things: a quick answer on whether they have been accepted for credit, a way to spread costs, and a package with no hidden costs and surprises. With IQ Finance, that's exactly what they get."

According to Mahmood, IQ Finance is more than a finance partner; the company is a core part of Datrix's offering and a major factor in its achievements. "When operating as a reseller, it's crucial we secure partnerships with likeminded companies such as IQ Finance," he said. "We've worked with most of our clients for over 10 years and IQ Finance has played a major role in our lasting success."



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