

# SCRIBONA

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## **Scribona launches complete range of printer consumables**

**Through a pan-Nordic agreement with Isolda, a leading distributor of IT supplies in the Swedish market, Scribona has diversified its product portfolio with a wide range of printer consumables for all leading printer brands.**

Under the agreement, Scribona will market and sell a highly competitive range of brand printer consumables from manufacturers such as Canon, Epson, HP, Lexmark, OKI, Samsung and Xerox in the Nordic market. The collaboration will strengthen Scribona's long-term advantage over niche competitors and at the same time give Isolda pan-Nordic coverage via Scribona's extensive reseller network.

The launch in Sweden is scheduled for February and will be successively followed by the other Nordic countries. Scribona will offer the products as part of the company's standard range and will also make the range available via its e-business solutions.

"The collaboration with Isolda is a good example of how Scribona can increase the value of its customer offering through alliances and collaboration agreements. Scribona is a leading distributor of PC products and Isolda is one of the top distributors of IT supplies. Together we can create an unbeatable alternative for our customers," says Scribona's CEO Tom Ekevall Larsen.

"We at Isolda see fantastic potential in the partnership to channel our range of IT supplies to all of Scribona's customers in the Nordic region. Our collaboration is long-term and draws on the best of both companies. This will benefit Scribona's customers through access to an efficient total solution. Through this move, Scribona and Isolda have significantly enhanced their competitiveness in the market," comments Henrik Osvold, Isolda's owner.

### **For additional information contact:**

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## **Facts about Scribona**

*Scribona is the Nordic market's leading provider of products and solutions for information management. The Scribona Group's operations are organized in two business areas:*

- *Scribona – sales and distribution of IT products*
- *Carl Lamm – complete document management solutions*

For more information visit [www.scribona.com](http://www.scribona.com)

## **Facts about Isolda**

Isolda is the leading distributor of IT consumables in Scandinavia, with the market's widest range of IT supplies. Direct agreements with the key suppliers enable us to guarantee the right products at the right price.

For more information visit [www.isolda.se](http://www.isolda.se)

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The company's registered office is located in Solna, Sweden.