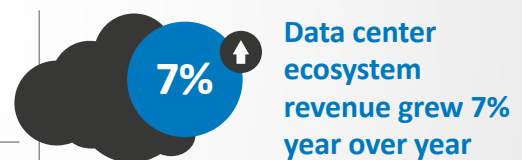
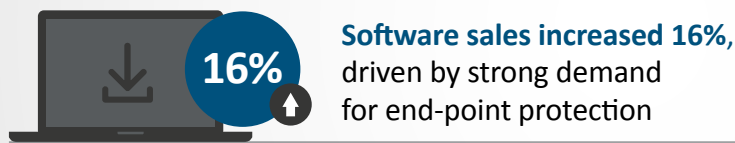


U.S. B2B Technology Reseller Sales: Double Digits in 2021

The U.S. B2B technology reseller channel in 2021 increased sales revenue 12% year over year. When comparing 2021 sales to pre-pandemic 2019, dollar sales grew 8%. Over the last year, sale trends in the B2B tech reseller channel have continued to highlight the importance of security and work-from-home needs.

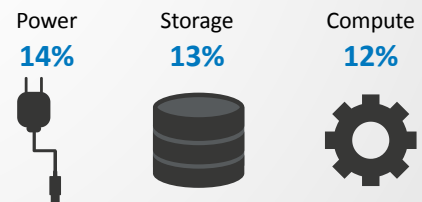
Here are some Q4 highlights ...



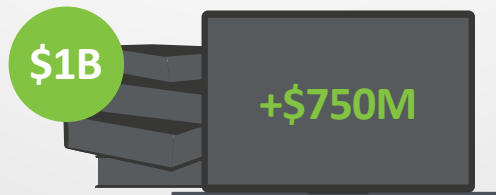
Despite slowing down, **work-from-home device revenue continued to grow:**



Categories leading growth included:



Educational services sector grew the fastest, adding \$1B in sales year over year



Professional services, retail trade, and information sectors each added nearly \$750M

“ We anticipate device sales will slow in the education vertical, shifting focus from device deployments to IT infrastructure and security. Enterprise and midsize companies will accelerate their IT spend overall with technology mix shifting from hardware to more software, cloud, and managed services. ”

Mike Crosby
Director and Industry Analyst, B2B Technology

Source: The NPD Group/U.S. Reseller Tracking Service, 12ME January 2022 vs. YA

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