



Value-Added Reseller (VAR) Industry Research Report 2026

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Description

The global Value-Added Reseller (VAR) market was valued at US\$ million in 2025 and is projected to reach US\$ million by 2032, implying a CAGR of % over 2026–2032.

North America: the Value-Added Reseller (VAR) market is projected to increase from US\$ million in 2026 to US\$ million by 2032, reflecting a CAGR of % over 2026–2032. Europe: the Value-Added Reseller (VAR) market is projected to rise from US\$ million in 2026 to US\$ million by 2032, registering a CAGR of % over 2026–2032. Asia Pacific: the Value-Added Reseller (VAR) market is expected to grow from US\$ million in 2026 to US\$ million by 2032, at a CAGR of % over 2026–2032. Leading global service providers of Value-Added Reseller (VAR) include CDW Corporation, SHI International, Insight Enterprises, World Wide Technology, Zones, Softchoice, Computacenter, Softcat and Bytes Technology Group, among others; in 2025, the top three vendors together accounted for approximately % of global revenue.

Report Scope

This report quantifies the global Value-Added Reseller (VAR) market in terms of revenue (US\$ million) and, where applicable, service volume (k units), using 2024 as the base year and providing annual historical and forecast data for 2021–2032.

It standardizes definitions of service Types and end-use Applications, harmonizes provider attribution, and delivers comparable time series by company, Type, Application, and region or country, including indicative price bands (US\$/k units) and concentration ratios (CR5/CR10). Outputs are intended to support service design, budgeting, capacity planning, and benchmarking for providers, platforms, channel partners, and investors; the report also reviews technology shifts and notable service innovations relevant to Value-Added Reseller (VAR).

Key Companies & Market Share Insights

This section profiles leading service providers with 2021–2025 results and a 2026–2032 outlook—covering revenue, market share, price bands, service portfolio and client mix, regional and channel mix, and key developments (M&A, network expansion, certifications). It also provides global revenue, average price, and—where applicable—volume metrics by provider, and calculates CR5/CR10 and rank changes to support comparative benchmarking.

Value-Added Reseller (VAR) Market by Company

CDW Corporation

SHI International

Insight Enterprises

World Wide Technology

Zones
Softchoice
Computacenter
Softcat
Bytes Technology Group
Specialist Computer Centres
SoftwareOne
Crayon Group
Atea
Bechtle
Cancom
Data#3
ePlus
Presidio
AVI-SPL
PC Connection
ITsavvy
NWN Carousel
Trace3
Converge Technology Solutions
Accenture
NTT DATA
DXC Technology
Fujitsu Technology Solutions
Softtek
Capgemini

Value-Added Reseller (VAR) Segment by Type

Customization VAR
Bundling VAR
Support-centric VAR
Solution-innovation VAR

Value-Added Reseller (VAR) Segment by Application

BFSI
Healthcare & Life Sciences
Retail & Consumer Goods
Manufacturing
IT & Telecommunications
Government & Public Sector
Energy & Utilities
Media & Entertainment
Others

Value-Added Reseller (VAR) Segment by Region

North America
United States
Canada
Mexico

Europe
Germany
France
U.K.
Italy
Spain
Russia
Netherlands
Nordic Countries
Asia-Pacific
China
Japan
South Korea
India
Australia
Taiwan
Southeast Asia
South America
Brazil
Argentina
Chile
Middle East & Africa
Saudi Arabia
Israel
United Arab Emirates
Turkey
Iran
Egypt

Key Drivers & Barriers

High-impact rendering factors and drivers have been studied in this report to aid the readers to understand the general development. Moreover, the report includes restraints and challenges that may act as stumbling blocks on the way of the players. This will assist the users to be attentive and make informed decisions related to business. Specialists have also laid their focus on the upcoming business prospects.

Reasons to Buy This Report

1. This report will help the readers to understand the competition within the industries and strategies for the competitive environment to enhance the potential profit. The report also focuses on the competitive landscape of the global Value-Added Reseller (VAR) market, and introduces in detail the market share, industry ranking, competitor ecosystem, market performance, new product development, operation situation, expansion, and acquisition. etc. of the main players, which helps the readers to identify the main competitors and deeply understand the competition pattern of the market.
2. This report will help stakeholders to understand the global industry status and trends of Value-Added Reseller (VAR) and provides them with information on key market drivers, restraints, challenges, and opportunities.
3. This report will help stakeholders to understand competitors better and gain more insights to strengthen their position in their businesses. The competitive landscape section includes the market share and rank (in volume and value), competitor ecosystem, new product development, expansion, and acquisition.
4. This report stays updated with novel technology integration, features, and the latest developments in the market

5. This report helps stakeholders to gain insights into which regions to target globally
6. This report helps stakeholders to gain insights into the end-user perception concerning the adoption of Value-Added Reseller (VAR).
7. This report helps stakeholders to identify some of the key players in the market and understand their valuable contribution.

Chapter Outline

Chapter 1:

Research objectives, research methods, data sources, data cross-validation;

Chapter 2:

Introduces the report scope of the report, executive summary of different market segments (product type, application, etc), including the market size of each market segment, future development potential, and so on. It offers a high-level view of the current state of the market and its likely evolution in the short to mid-term, and long term.

Chapter 3:

Provides the analysis of various market segments product types, covering the market size and development potential of each market segment, to help readers find the blue ocean market in different market segments.

Chapter 4:

Provides the analysis of various market segments application, covering the market size and development potential of each market segment, to help readers find the blue ocean market in different downstream markets.

Chapter 5:

Introduces executive summary of global market size, regional market size, this section also introduces the market dynamics, latest developments of the market, the driving factors and restrictive factors of the market, the challenges and risks faced by companies in the industry, and the analysis of relevant policies in the industry.

Chapter 6:

Detailed analysis of Value-Added Reseller (VAR) companies' competitive landscape, revenue market share, latest development plan, merger, and acquisition information, etc.

Chapter 7, 8, 9, 10, 11: North America, Europe, Asia Pacific, South America, Middle East and Africa segment by country. It provides a quantitative analysis of the market size and development potential of each region and its main countries and introduces the market development, future development prospects, market space, and capacity of each country in the world.

Chapter 12:

Provides profiles of key players, introducing the basic situation of the main companies in the market in detail, including revenue, gross margin, product introduction, recent development, etc.

Chapter 13:

The main points and conclusions of the report.

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