Enterprise Computing Solutions – Australia

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Channel Enablement Services Portfolio

Technology Services

Pre-sales professional services	FIELD
Post-sales professional services	RESIDENCY
Pre-configuration and hot staging	STAGE
Proof-of-Concept service	POC
Product-on-Demand service	POD FACTORY
Training and enablement	MASTER
End user helpdesk	CHANNEL SUPPORT
Technology lifecycle management	SUSTAINABILITY

Market Development

Marketing and business development	STARTER
Support and education programs	DRILL
Market updates and social media	SIGNAL
Channel business plan	IGNITE

Transaction Optimisation

Cloud gateway	ARROWSPHERE
Advance hardware replacement	FIRE BLANKET
Flexible finance options	ARROW CAPITAL FINANCE
Online transaction and enablement resource centre	CHANNEL CONTROL
Online payment gateway	CHANNEL GATEWAY
Brokerage service	BROKERAGE
Install Base Analytics and Management	IBAM
Green programs	CARBON CONTROL

Vendor Technology Portfolio

Multiple Pathways Technologies

* Also offering cloud solutions

algosec	appviewX	ARISTA	aruba NETWORKS an HP company	AVAYA	BlackBerry CYLANCE	Centrify	Extreme networks	f5*	FIREEYE	FORESCOUT	Gigamon®
Hewlett Packard Enterprise*	illumio	Infoblox	Jabra YOU'RE ON	MobileIron	NetApp*	NUTANIX	NVIDIA.	paloalto*.* NETWORKS	PURESTORAGE
ribbon	RISKIQ	riverbed*	SECUREAUTH	SOPHOS*	sumologic	Symantec*	tenable network security	VARONIS

Cloud Technologies

powered by amazon web services	BitTitan	Microsoft	SOFTLAYER an IBM company

Reference Architectures supported by Arrow

FlexPod | RecoveryPOD | PerformancePOD | UCaaS POD | CloudPOD for NetApp Private Storage | CloudPOD for Cloud Storage & Archiving

V Five Years Out