• Founded in 2005

• Niche player in the IT Infrastructure Distribution Services market in India / South Asia

• Wide range of offerings in its portfolio – across Cyber Security, Networking, Unified Communications & Collaboration, Storage Management, Infrastructure & Application Software, AIDC & POS, Electronic Security and Services

• Has well entrenched relationships with 12 Service Providers (SP’s) which includes Verizon, AT& T, Orange, BT, TCL, Vodafone and 14 Global System Integrators.
ABOUT INFLOW

- 370+ Employees
- 25% Technical (SE and FE)
- 240+ Years Management Team Experience
- 15 Locations across South Asia
- 40+ Global Vendors
- 2300+ Channel Partners
- 370+ Revenue Run-rate in USD Mn

40+

Global Vendors

2300+

Channel Partners

370+

Revenue Run-rate in USD Mn
Enable partners to deliver new technologies to end customers.

With support from Technology Vendors we provide trainings, Pre-sales technical support, Commercial support & Professional Services.

Enable end customers to adopt new technologies.

As part of end customer enablement activities, we work with technology vendors & partners to conduct various marketing activities, road shows, events, seminars etc.
CORE COMPETENCIES

**Business Development**
- Lead Gen through EDM, Seminars, Events, Telecalling & Digital Marketing

**Channel Engagement**
- Recruit & Enable

**Training**
- Develop Channels by providing training & certification

**Pre-Sales**
- Provide channels the value add of POC, BOM creation and Tech Support

**Post-Sales**
- Implementation, Deployment, Annuity Contracts, RMA, L2 support & Training
TECHNOLOGY VENDORS
CYBER SECURITY

A10 Networks
CARBON BLACK
ARM YOUR ENDPOINTS

CROWDSTRIKE

CISCO

Checkmarx

CYBERARK

FIREEYE™

FORCEPOINT

ixia

KASPERSKY

McAfee

MICRO FOCUS

netwrix

netskope

OneLogin

paloalto NETWORKS

RSA

The Security Division of EMC

SANDVINE

SONICWALL™

SKYBOX SECURITY

THALES
NETWORKING

A10 Networks  
Allied Telesis  
ARISTA  
Avocent  
ciena  

CISCO  
D-Link  
Extreme networks  
Hewlett Packard Enterprise  
ixia  

KEMP  
NVT PHYBRIDGE  
radware  
Raritan  
R&M  

Wavesight
UNIFIED COMMUNICATIONS & COLLABORATION
STORAGE & SERVER MANAGEMENT

Acronis

Hewlett Packard Enterprise

MICRO Focus

AIDC & POS

ZEBRA TECHNOLOGIES
ELECTRONIC SECURITY

AXIS COMMUNICATIONS  BOSCH  Genetec

IDCUBE  milestone  NUUO  SecurityShells INFOTECH

INFRASTRUCTURE & APPLICATION SOFTWARE

CA technologies  MICRO FOCUS  openSUSE
* Inflow procures products & services from the below vendors on a need basis to provide “Procurement Management Support” to Global Service Providers & Integrators.
Services@Inflow caters to the ever growing need of partners & technology vendors requiring seamless transition of infrastructure, networking & security based solutions into their customer environment. Inflow Technologies as a value added Distributor, offers its Services in the professional support as well as learning & development space. Augmenting/addressing skill & learning gaps of the end-user community remains this division’s core focus along with their partners & business associates.
SERVICES OVERVIEW

Professional Services
- Design & Architecture
- Consulting
  - Pre & Post implementation site survey
  - VAPT
  - Audits
- Implementation
- Deployment & Augmentation Services

Support Services
- TAC Support
  - Fully functional customer ticketing support system
  - 24/7 phone email web
- Remote Support
  - Full fledge SOC for lab practice and stimulators
- Onsite support
  - Remotely connected TAC team
  - Resident and onsite engineer with multiple skill sets

Learning
- Instructor Led
  - Cisco
  - Forcepoint
  - RSA
  - EC Council
  - Commvault
  - Aruba
  - McAfee
- E-Learning
  - Leadership
  - Business & IT skills
  - Digital Transformation
  - Compliance
  - Productivity & Collab Tools

Development
- Skill assessments
  - TechChek
  - SkillChek
  - CodeChek
- Inflow Assisted Services
  - Proctoring
  - Building Content
  - Recruitment Drives
  - Logistics
PROFESSIONAL SUPPORT SERVICES

- Annuity Approach
- Call Based
- Consulting / Design
- Implementation
- KT / Documentation
- Augmentation / Monitoring
- Resident Engineer (Skill Augmentation)
- TAC Support
LEARNING AND DEVELOPMENT

- Aruba Networks
- McAfee
- F5
- Blue Coat
- Novell
- Fortinet
- Oracle
- Check Point
- Commvault
- Juniper
- VMware
- Cisco
- Forcepoint
- EC-Council
- Check Point Software Technologies Ltd.
- RSA

- IOT
- Analytics
- R&S
- Wireless & Mobility
- Data Centre
- Networking
- Cloud

- Web
- Mail
- Data
- NGFW

- CEH
- SA
- LPT
- CAST

- Skillsoft
## OUR CHANNEL STRENGTH

<table>
<thead>
<tr>
<th>CHANNEL PARTNERS</th>
<th>COUNT</th>
</tr>
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<tbody>
<tr>
<td><strong>INDIA</strong></td>
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</tr>
<tr>
<td>Service Providers</td>
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<tr>
<td>Global System Integrators</td>
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<tr>
<td>National System Integrators</td>
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<td>Large Resellers</td>
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<tr>
<td>Medium Resellers</td>
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<td>Small Resellers</td>
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<td><strong>SAARC</strong></td>
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<td></td>
<td>60</td>
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<td><strong>TOTAL</strong></td>
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OUR MISSION

To be the leading “IT Infrastructure Distribution Services Company” by enabling our partners to support end customers adopt new technologies.
THANK YOU