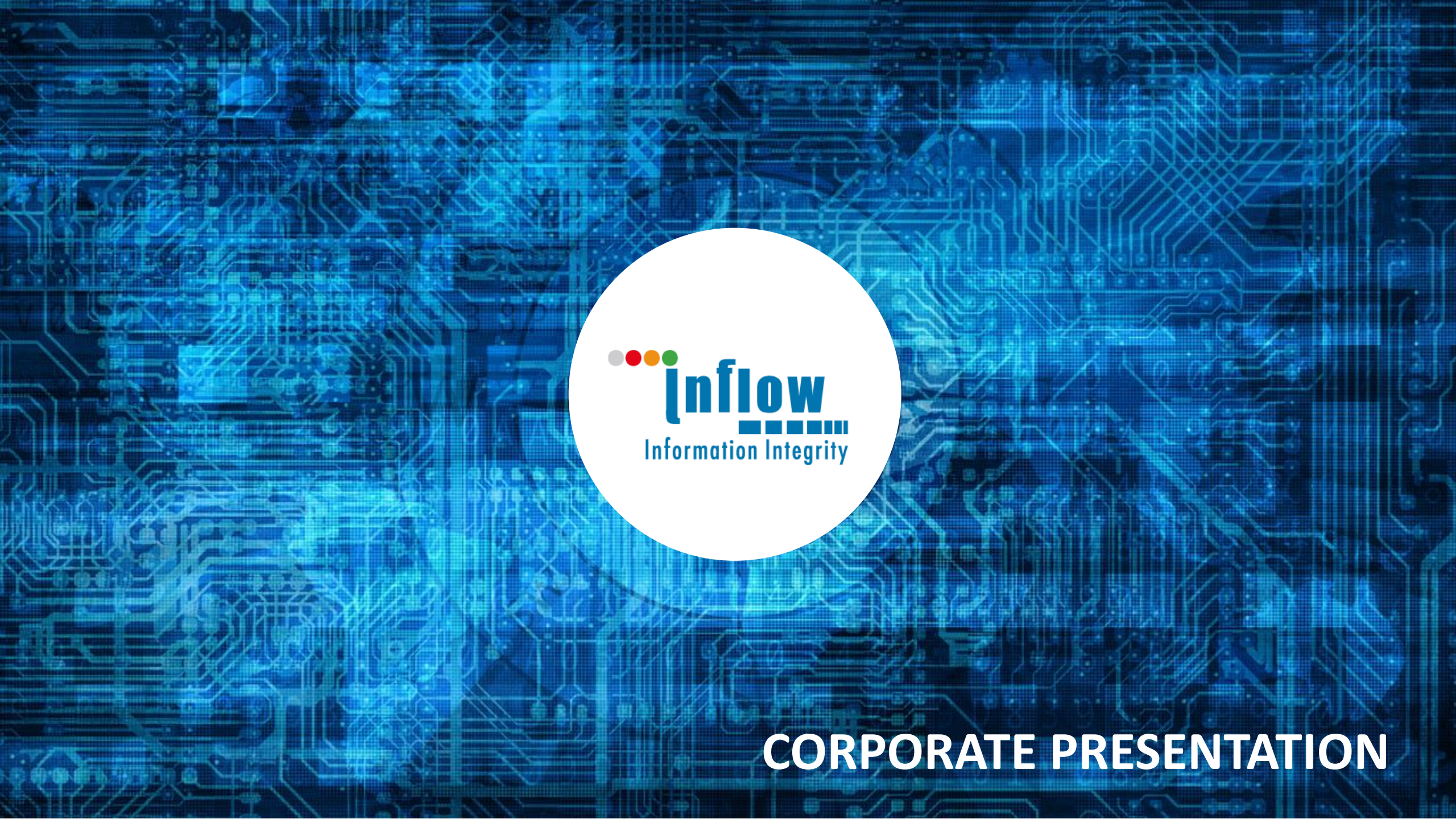


CORPORATE PRESENTATION

ABOUT INFLOW

- 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

375+
Employees
24% Technical
(SE and FE)

240+
Years
Management
Team
Experience

15
Locations
across
South Asia

40+
Global
Vendors

2300+
Channel
Partners

350+
Revenue
Run-rate
in USD Mn

OUR ROLE

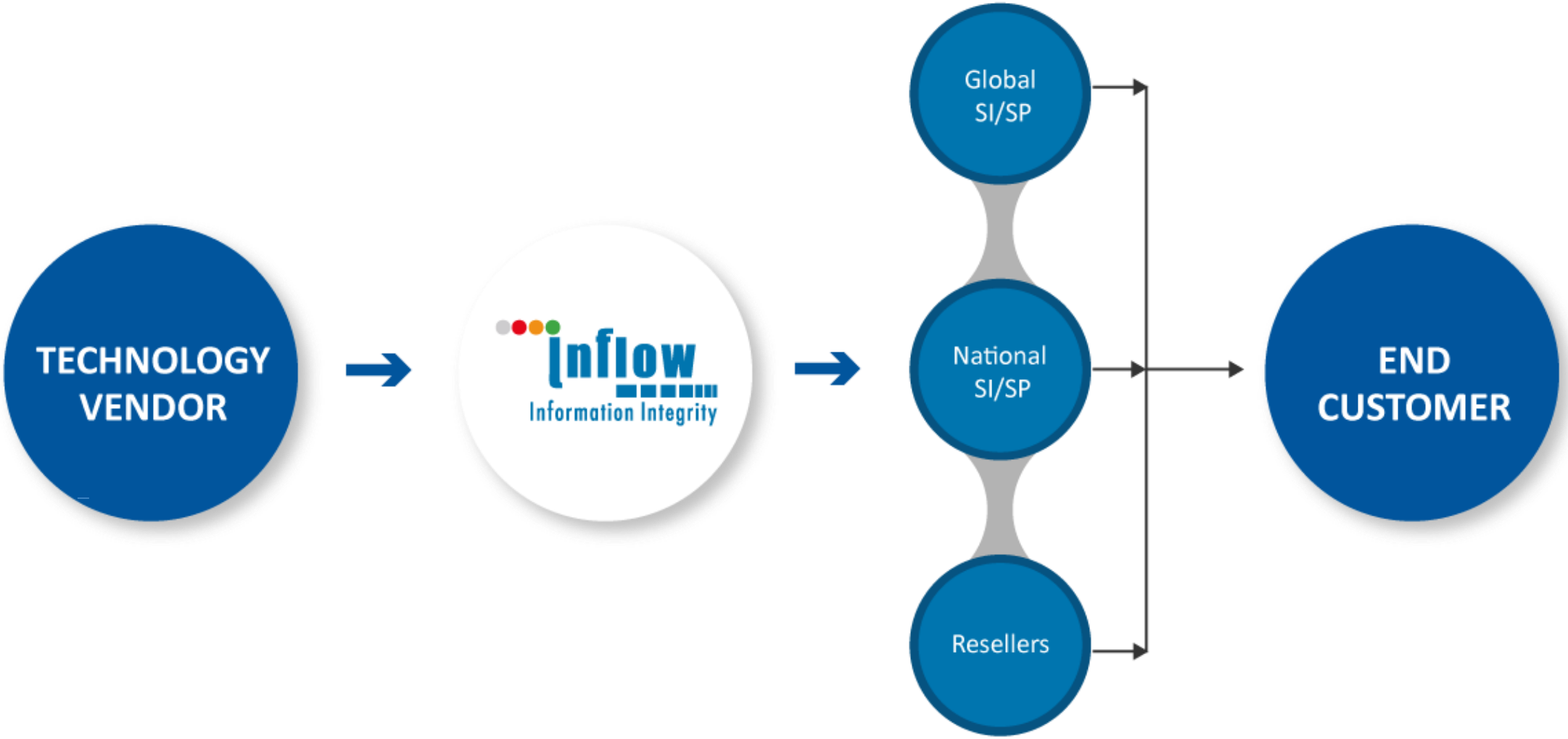
Enable partners to deliver new technologies to end customers

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

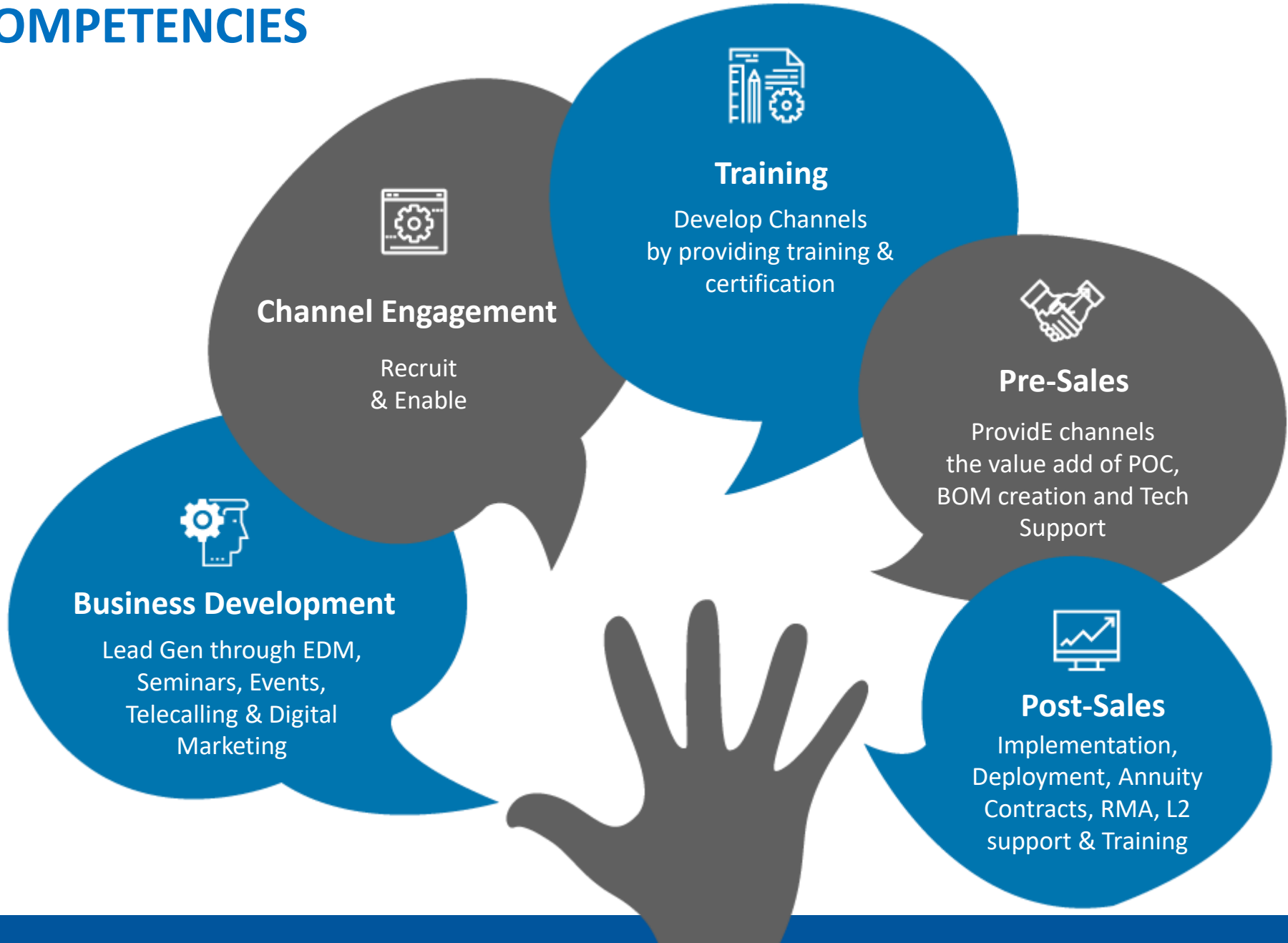
Enable end customers to adopt new technologies.

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

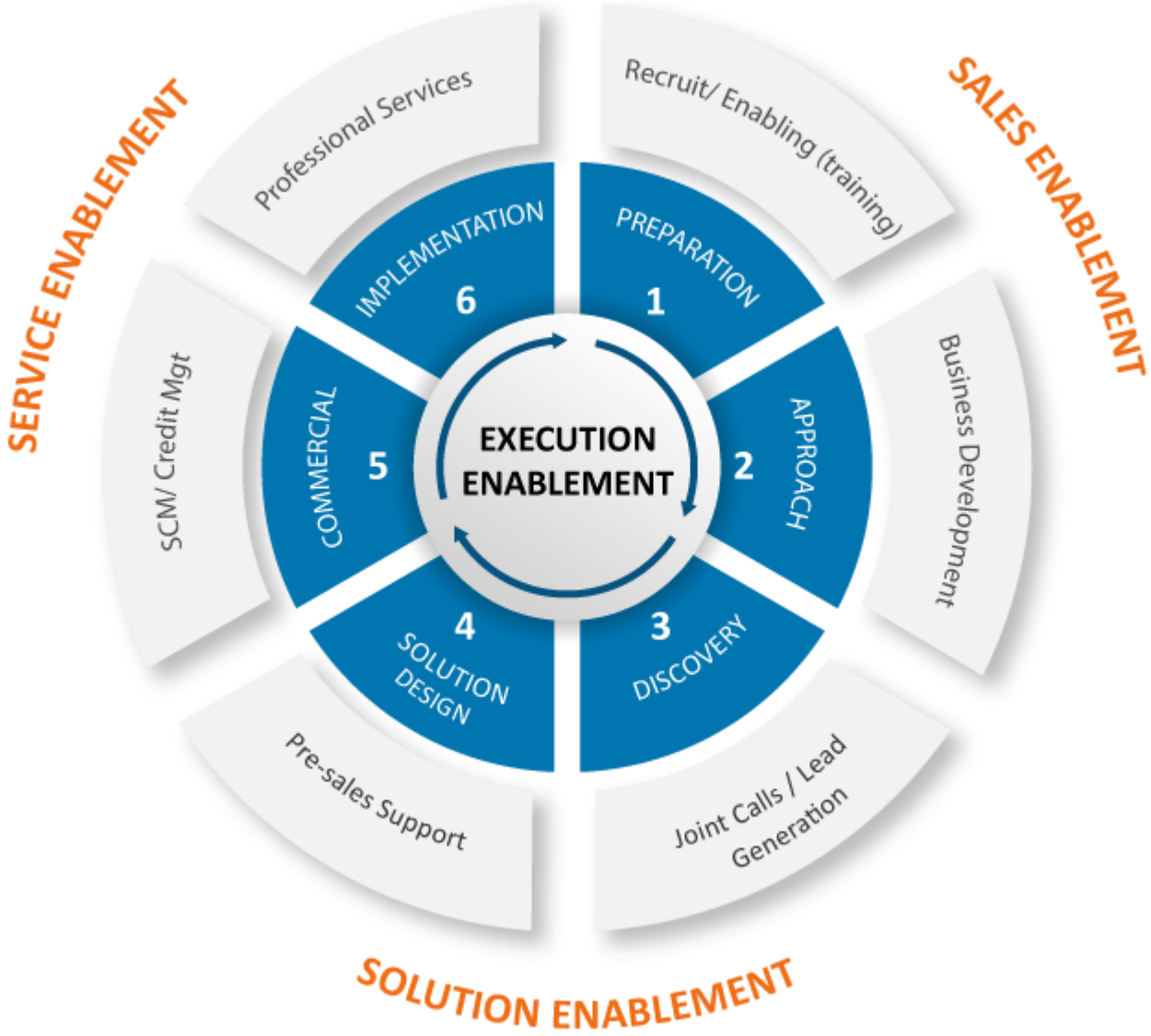
BUSINESS MODEL



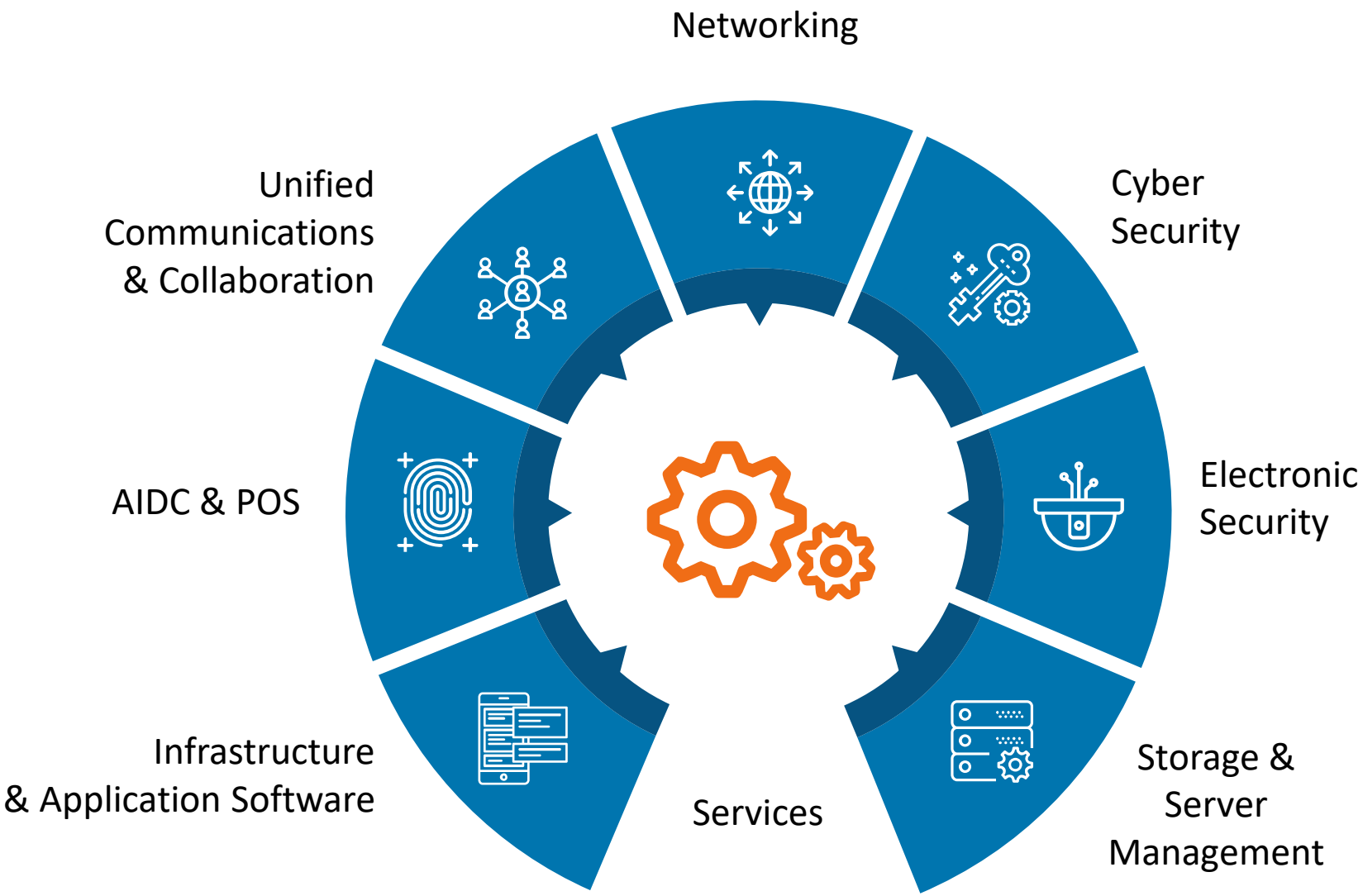
CORE COMPETENCIES



EXECUTION WHEEL



BUSINESS FOCUS



TECHNOLOGY VENDORS

CYBER SECURITY

Inflow Information Integrity

A10

BeyondTrust

CROWDSTRIKE

CISCO

Checkmarx

CYBERARK

CYWARE

ENTRUST

FORCEPOINT POWERED BY Raytheon

FIREEYE

FORESCOUT

Ilantus The Cloud Identity People

MICRO FOCUS

KASPERSKY lab

McAfee

Menlo Security

netskope

NETSCOUT

netwrix

onelogin

Continued...

CYBER SECURITY

inflow
Information Integrity

paloalto NETWORKS

RSA
The Security Division of EMC

SANDVINE

SONICWALL

SKYBOX SECURITY

secpod

tenable

THALES

vmware Carbon Black

NETWORKING

Inflow
Information Integrity

Allied Telesis

ARISTA

ciena

CISCO

D-Link®
Building Networks For People

Extreme networks

aruba
a Hewlett Packard Enterprise company

NVT PHYBRIDGE

Raritan®
A brand of legrand®

Wavesight

ZYXEL
Your Networking Ally

UNIFIED COMMUNICATIONS & COLLABORATION

audiocodes

CISCO

poly

PRYSM

UNIFY

STORAGE & SERVER MANAGEMENT

Hewlett Packard Enterprise

INFINIDAT

AIDC

ZEBRA

ELECTRONIC SECURITY

AXIS COMMUNICATIONS

Genetec

HID

Hanwha Techwin

IDCUBE

milestone

SECURITY Shells INFOTECH

INFRASTRUCTURE & APPLICATION SOFTWARE

MICRO FOCUS

SUSE

SIGN UP ONLY FOR BANGLADESH

OTHERS

* Inflow procures products & services from the below vendors on a need basis to provide “Procurement Management Support “ to Global Service Providers & Integrators.

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

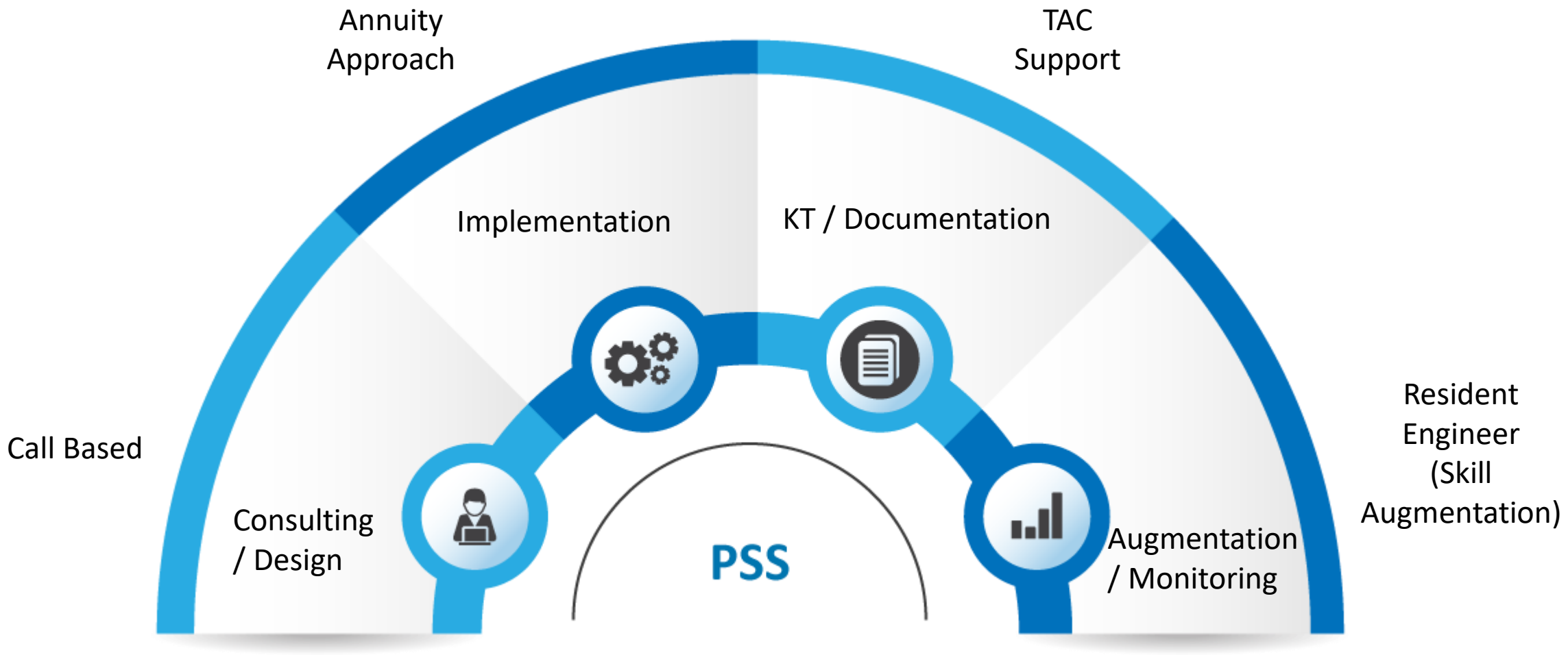
Learning

- Instructor Led
  - Cisco
  - Forcepoint
  - RSA
  - EC Council
  - Commvault
  - Aruba
  - McAfee
  - F5
  - Bluecoat
  - Riverbed
  - Microsoft
  - VM ware
  - Netapp
  - Dell
- E-Learning
  - Leadership
  - Business & IT skills
  - Digital Transformation
  - Compliance
  - Productivity & Collab Tools

Development

- Skill assessments
  - TechChek
  - SkillChek
- Inflow Assisted Services
  - Proctoring
  - Building Content
  - Recruitment Drives
  - CodeChek
  - Logistics

PROFESSIONAL SUPPORT SERVICES



LEARNING AND DEVELOPMENT

Inflow Information Integrity

aruba NETWORKS

McAfee An Intel Company

BlueCoat AUTHORIZED PARTNER

Novell

FORTINET

ORACLE

CHECK POINT Software Technologies Ltd.

COMMVAULT

FORCEPOINT POWERED BY Raytheon

JUNIPER NETWORKS

vmware

cisco Partner Learning Partner

EC-Council

RSA

cisco Partner Learning Partner

FORCEPOINT POWERED BY Raytheon

SECURITY
IOT
ANALYTICS
R&S
WIRELESS & MOBILITY
DATA CENTRE
NETWORKING
CLOUD

WEB
MAIL
DATA
NGFW

EC-Council

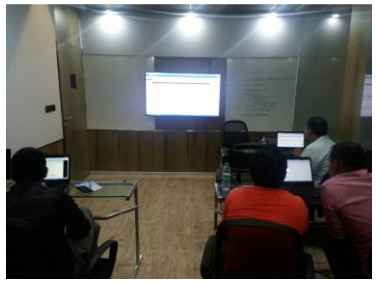
CEH
SA
LPT
CAST

CERTIFIED INFORMATION SYSTEMS SECURITY PROFESSIONAL (CISSP)

PMI PMP

IKM TeckChek

skillsoft



OUR CHANNEL STRENGTH

CHANNEL PARTNERS	COUNT
INDIA	
Service Providers	13
Global System Integrators	14
National System Integrators	24
Large Resellers	100
Medium Resellers	283
Small Resellers	1700
SAARC	175
TOTAL	2309

OUR PRESENCE

MANAGEMENT TEAM

Aditya Madhok
Director

Byju Pillai
President, CEO & Director

Anal Jain
Advisor to Board Of Directors

Rajesh Kumar
VP - TECH BU

Santosh Sankunny
VP - CISCO BU

Soumit Bhattacharya
VP - SERVICES BU

Umesh Menon
VP - ENTERPRISE CHANNELS INDIA

Rajiv Unnikrishnan
VP CHANNEL DEVELOPMENT INDIA

Kousalya Narayan
Head – SAARC & SEA CHANNEL

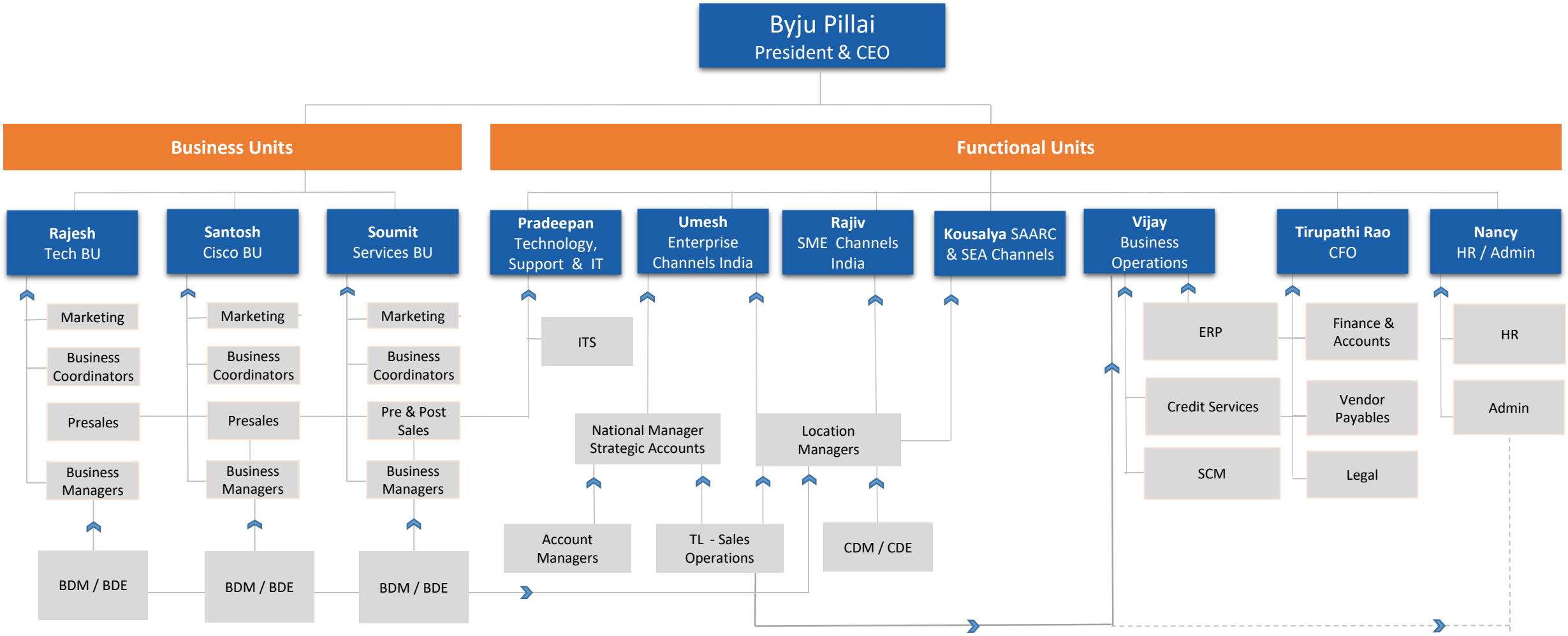
Pradeepan V
CTO

Vijay G
VP - BUSINESS OPERATIONS

Tirupathi Rao Vaddi
CFO

Nancy Varghese
Head – HR & Admin

ORGANIZATIONAL STRUCTURE



OUR MISSION

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

inflow
Information Integrity

THANK YOU