



inflowtechnologies.com

MISSION

To be the leading value-added Distribution Services company in an ever-evolving Information & Communications Technology (ICT) landscape.

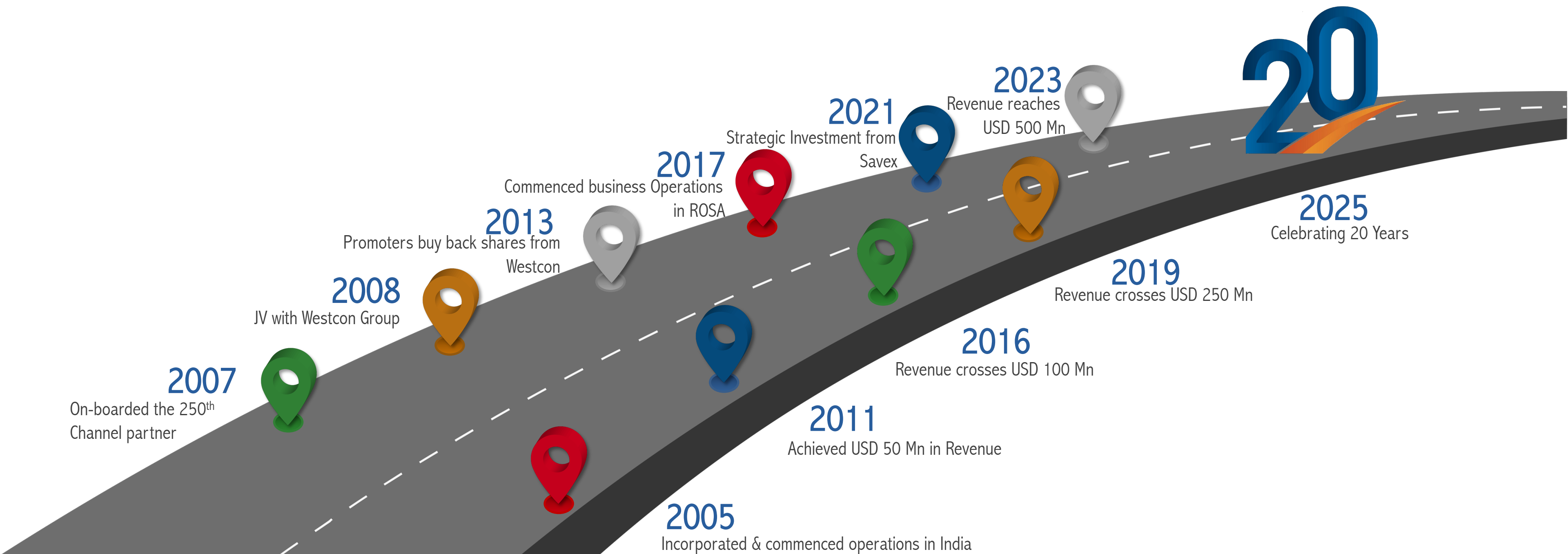


ABOUT US



- Founded in 2005
- Niche player in the ICT Distribution Services market.
- Presence across **50+** locations in South Asia.
- **600+** Team Strength.
- **75+** Vendors
- **3000+** channel partners
- **750+** revenue in USD Mn

THROUGH THE YEARS....

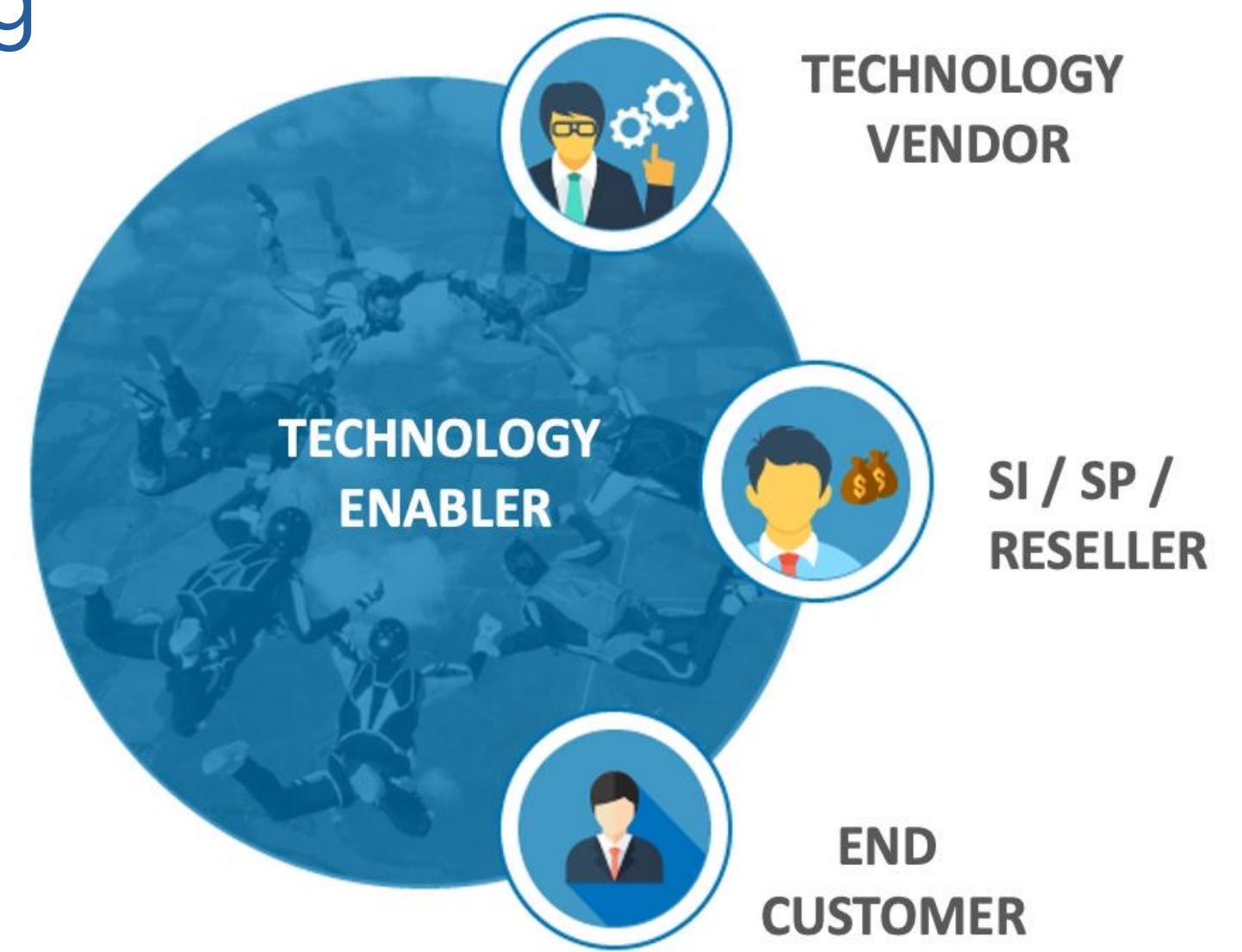


OUR ROLE

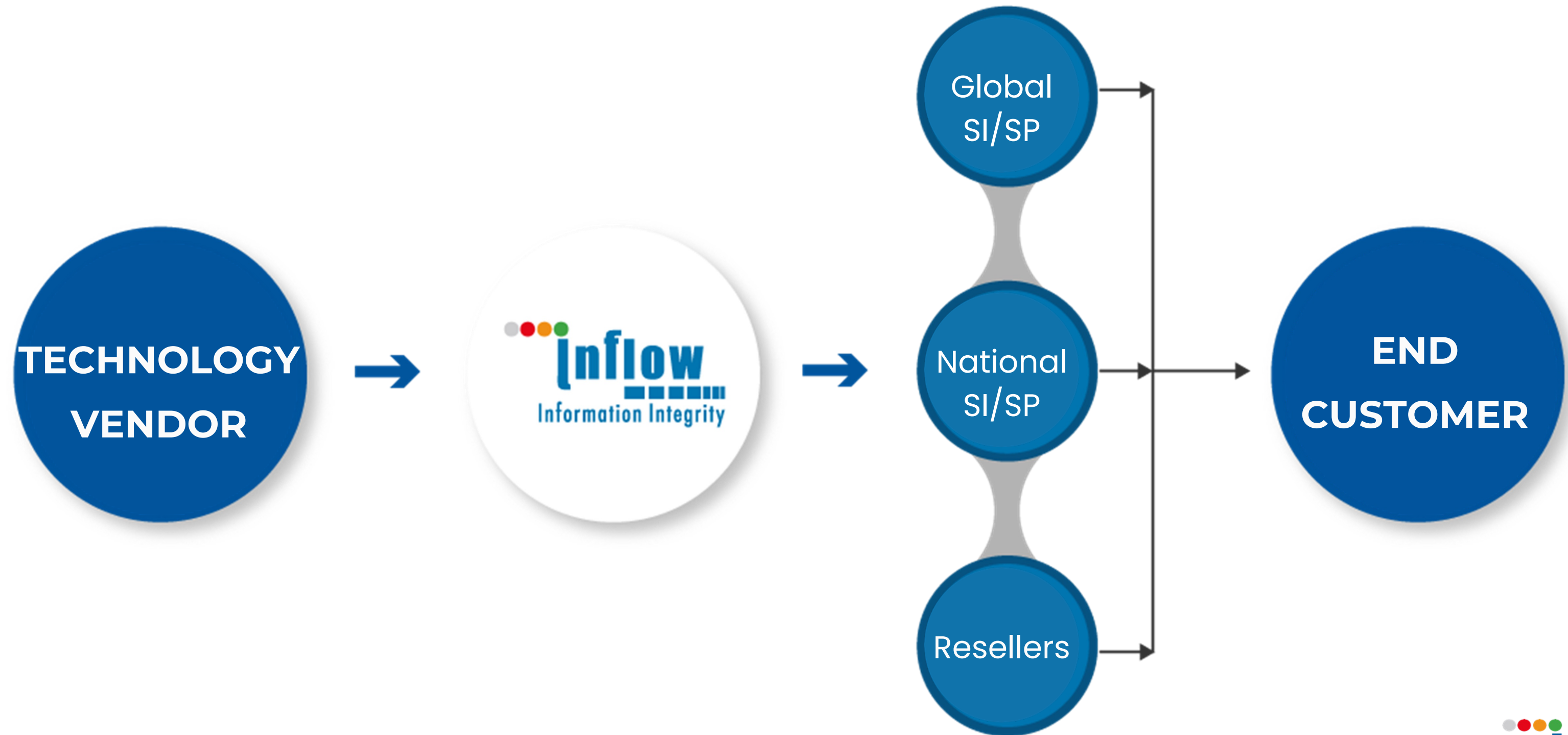
Empowering resellers to deliver & customers to adopt technologies, in an ever-evolving ICT landscape.

With support from technology vendors, we provide trainings, pre-sales technical support, commercial support & professional services to channel partners.

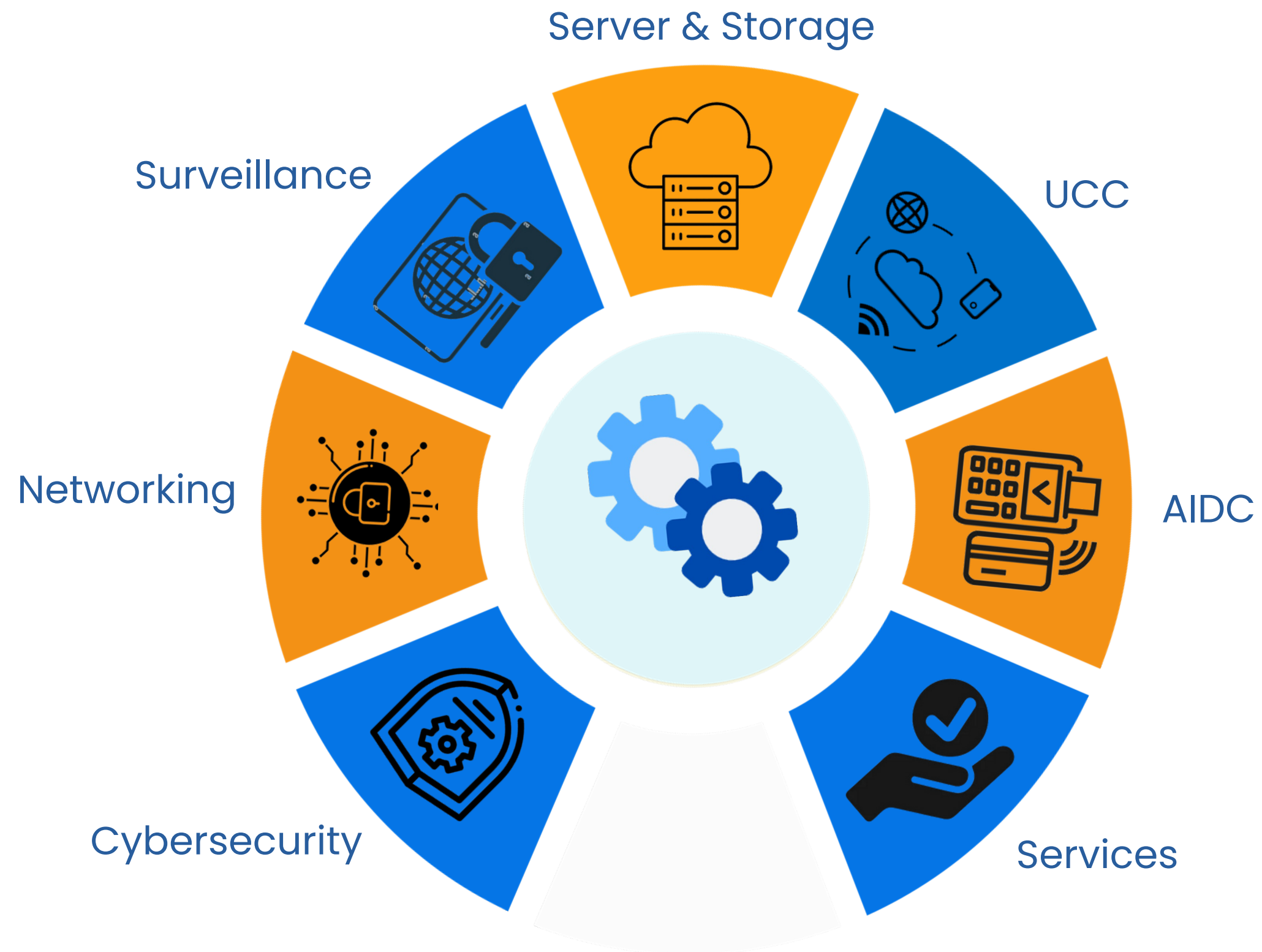
As part of end customer enablement activities, we work with technology vendors & channel partners to conduct various marketing activities, road shows, events, seminars and many more.



BUSINESS MODEL



TECHNOLOGY FOCUS

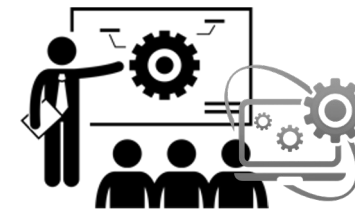


CORE COMPETENCIES



Channel Enablement

Recruit & Manage



Techfluential Edge

Trend, Technology & Talent
– Our Efficiency Drivers



Business Development

Lead Gen through EDM, Seminars,
Events, Tele calling & Digital Marketing

THE FIVE PILLARS OF PROGRESS



Pre-Sales Game Changer



Centre of Excellence



Technical Assistance Centre

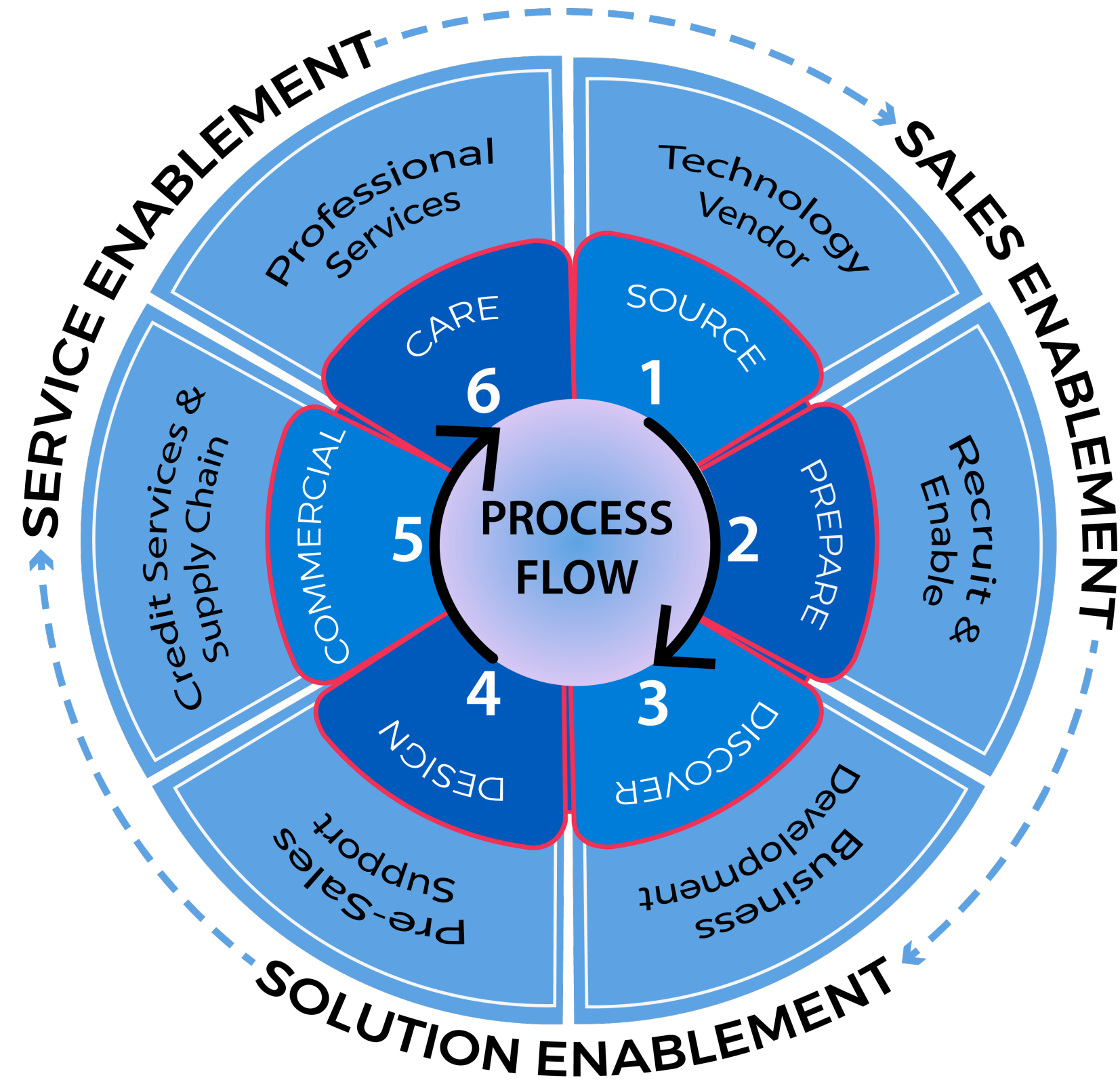


Training Academy



Post-Sales Differentiator

EXECUTION MODEL



DISTRIBUTION SERVICES PLATFORM



Technology Vendors

The background is a deep blue gradient. It features several glowing, light blue lines that meander across the frame, some with small circles at their endpoints. Scattered throughout are numerous small, bright blue dots, some of which are slightly larger and more intense than others, creating a sense of depth and digital activity.

CYBERSECURITY....



Note: ** REST OF SOUTH ASIA SPECIFIC

...CYBERSECURITY



NETWORKING....



Note: ** REST OF SOUTH ASIA SPECIFIC

....NETWORKING

Raritan
A brand of **legrand**

legrand
DATA CENTER SOLUTIONS

RUCKUS
COMMSCOPE

**Server
Technology**
A brand of **legrand**

SIEMON
OEM TECHNOLOGIES

Wavesight

ZYXEL
Your Networking Ally

zpe

VERSA
NETWORKS
ACE Partner Program

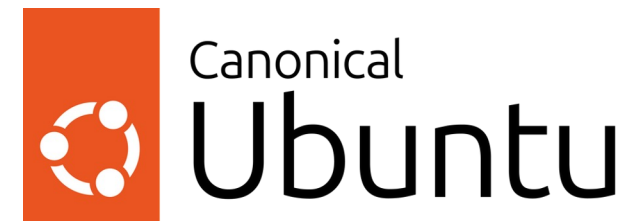
SURVEILLANCE



AIDC



SERVER & STORAGE



Note: ** REST OF SOUTH ASIA SPECIFIC

UNIFIED COMMUNICATIONS & COLLABORATION



Note: ** REST OF SOUTH ASIA SPECIFIC

SERVICES@INFLOW



Inflow **ACADEMY**

- AUTHORIZED TRAININGS
Forcepoint / Netskope /
Audiocodes
- CUSTOMIZED TRAININGS
Cisco / Palo alto & many more
- EMERGING TECHNOLOGIES
- INDUSTRY READINESS
PROGRAMS



Inflow **CARE**

- AGGREGATED SKILLS
- DESIGN & ARCHITECTURE
- CONSULTING – Survey /
Assessment / Audit
- IMPLEMENTATION
- DEPLOYMENT
- AUGMENTATION SERVICES
- LARGE PROJECTS



Inflow **TAC**

- TELE
- WEB
- EMAIL
- REMOTE SUPPORT
- ONSITE SUPPORT



Inflow **SEAL**

- REDUCED FINANCIAL RISK
- INCREASED TRUST
- IMPROVED COMPLIANCE
- ENHANCED PROTECTION
- REINFORCED EFFICIENCY
- COMPREHENSIVE RISK
MANAGEMENT

OUR CHANNEL COMPOSITION

TYPE	COUNT
Telecom Service Providers	12
Global System Integrators	20
National System Integrators	43
Large Resellers	114
Medium Resellers	299
Small Resellers	2520
TOTAL	3000+ and evolving



Byju Pillai
Group MD



Raunak Jagasia
Director



Atul Guar
Director



Vijay Ajmera
Director



Rajiv U



Vijay G



Rajesh K



Anjali D



Santosh S



Umesh M



Kousalya N



Tirupati RV



Soumit B



Nancy V



Pradeepan V

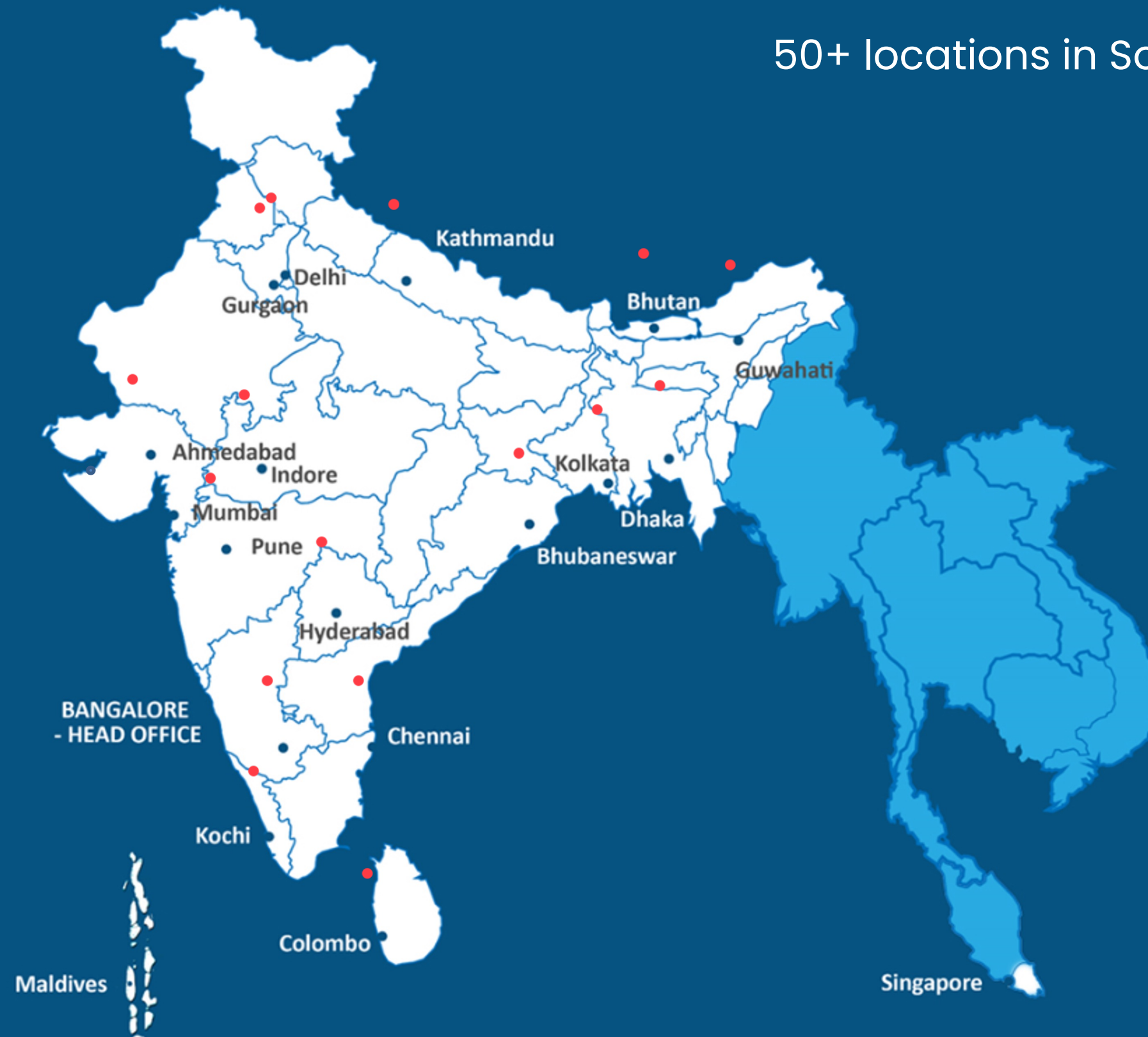


Najeeba A

CORE TEAM
400+ MANAGEMENT YEARS

OUR PRESENCE

50+ locations in South Asia



ORGANIZATIONAL STRUCTURE

Group MD

Business Units

Functional Units

Tech BU

Cisco BU

Services BU

Technology &
IT Support

Marketing

Enterprise
Channels,
India

SME
Channels,
India

RoSA & SEA
Channels

GSI/GSP
Channels

NSI/SP
Channels

Business
Operations

Finance

HR / Admin

Marketing

Marketing

Marketing

Business
Coordinators

Business
Coordinators

Business
Coordinators

Pre-Sales

Pre-Sales

Pre & Post
Sales

Renewal
Specialist

Renewal
Specialist

Business
Managers

Group
Business
Managers

Business
Managers

Biz Dev
Managers

Biz Dev
Managers

Product/Business
Managers

Biz Dev
Managers

ITS

Location Managers

*Sales
Operations

**Channel
Managers

Account
Managers

*Sales Operations

SCM

Credit
Services

ERP

Finance

Accounts

Vendor
Payables

Legal

Compliance

Gen HR

Recruitment

Admin

CSR

* Sales Operations team leads functionally
report to head of Business Ops

** Channel Managers functionally report to head
of respective Channels

AWARDS...through the years!



Distributor of the Year 2024 –
by Extreme Networks



Distributor of the Year 2024 –
by APJC Cisco



Partner Award FY 2023 –
by Checkmarx Cornerstone



Distributor of the Year 2024
- by Zebra



Distributor of the Year 2023 –
for APAC region by Genetec



Distributor of the Year 2023 –
by Hanwah Vision



Distributor of the Year 2023 –
by HPE Greenlake



HPE Storage PSPC award
- 2023



THANK YOU

