



**CORPORATE PRESENTATION**

# ABOUT INFLOW

- 
- Founded in 2005
  - Niche player in the IT Infrastructure Distribution Services market
  - Presence 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 15 Service Providers (SP's) which includes Verizon, AT& T, Orange, BT ,TCL, Vodafone and 15 Global System Integrators.

# ABOUT INFLOW

**400+**  
Employees  
**24%** Technical  
(SE and FE)

**300+**  
Years  
Management  
Team  
Experience

**19**  
Locations  
across India /  
South Asia

**60+**  
Global  
Vendors

**2300+**  
Channel  
Partners

**520+**  
Revenue  
Run-rate  
in USD Mn

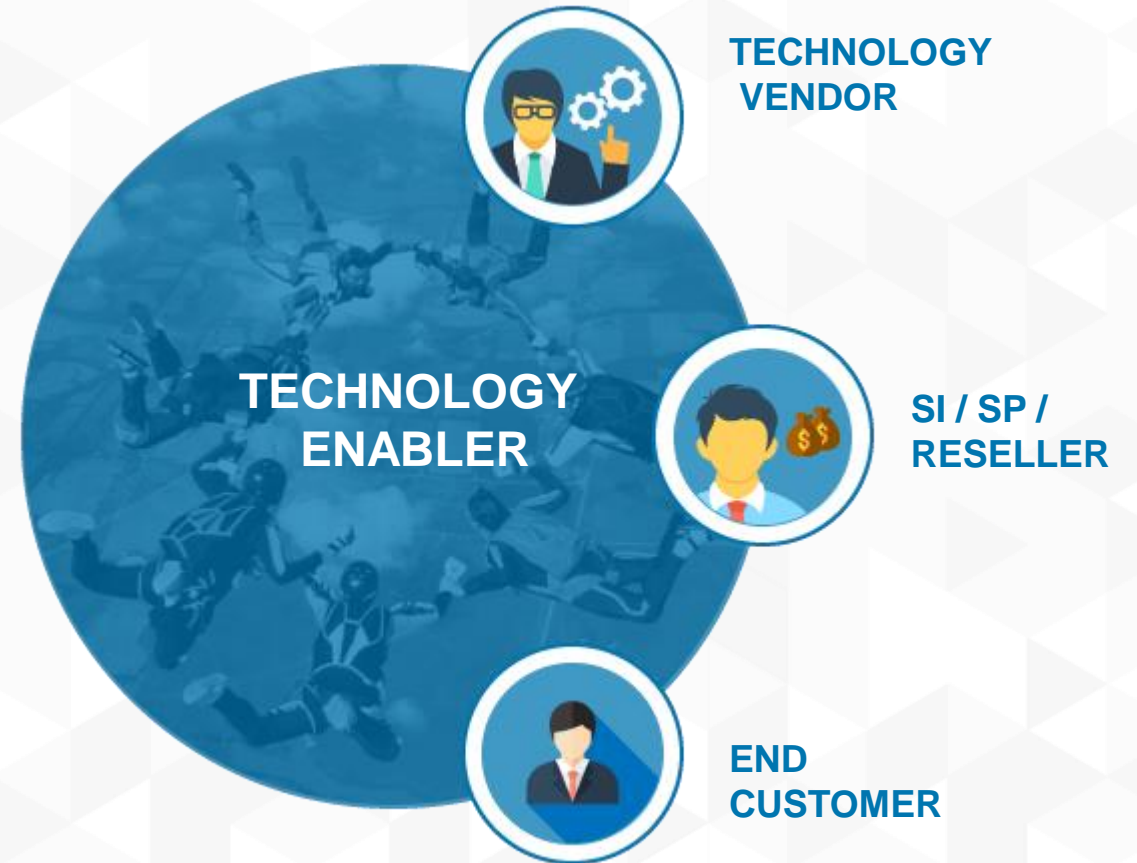
# OUR ROLE

## Enable partners to deliver new technologies to end customers

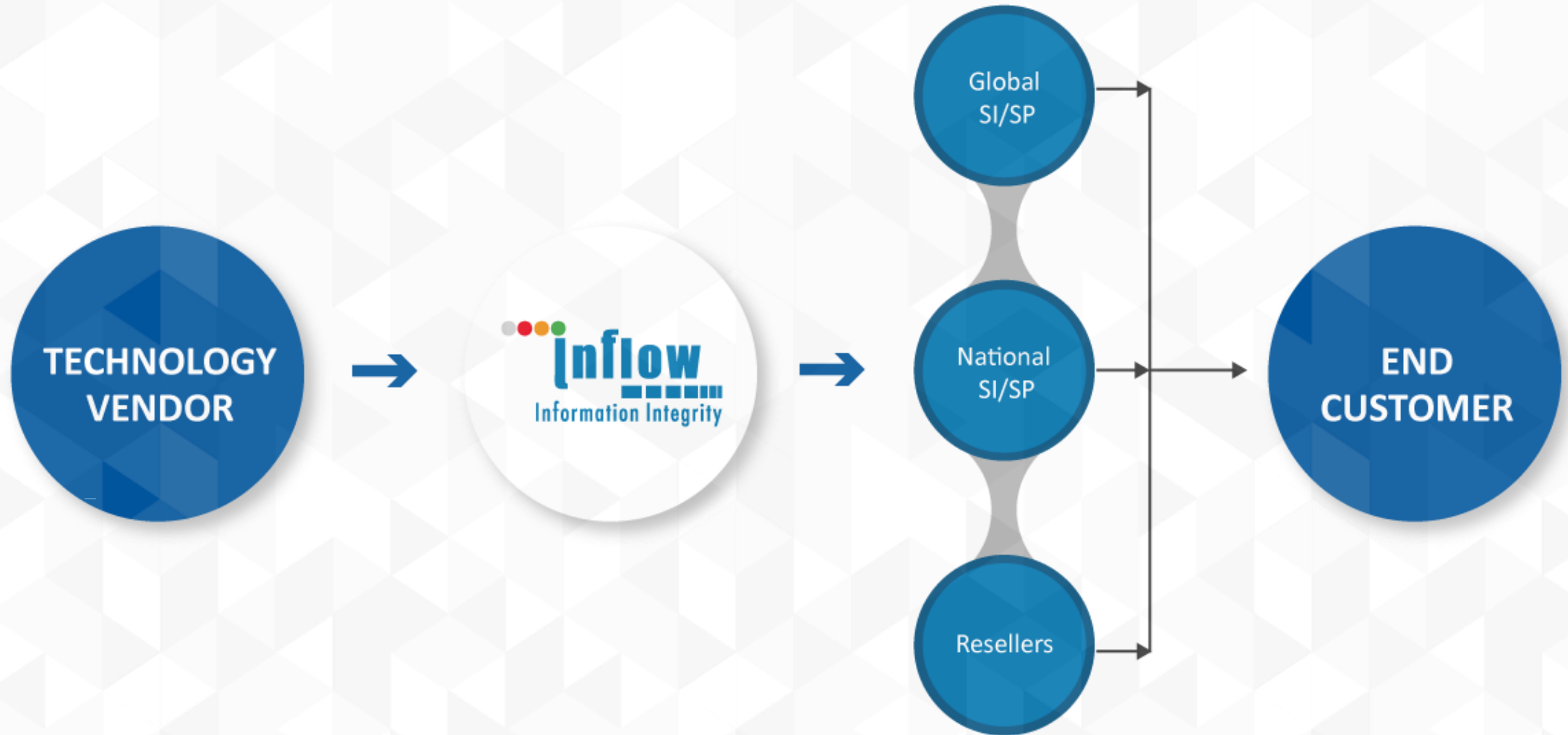
With support from Technology Vendors we provide trainings, Pre-sales technical support, Commercial support & Professional Services.

## 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.



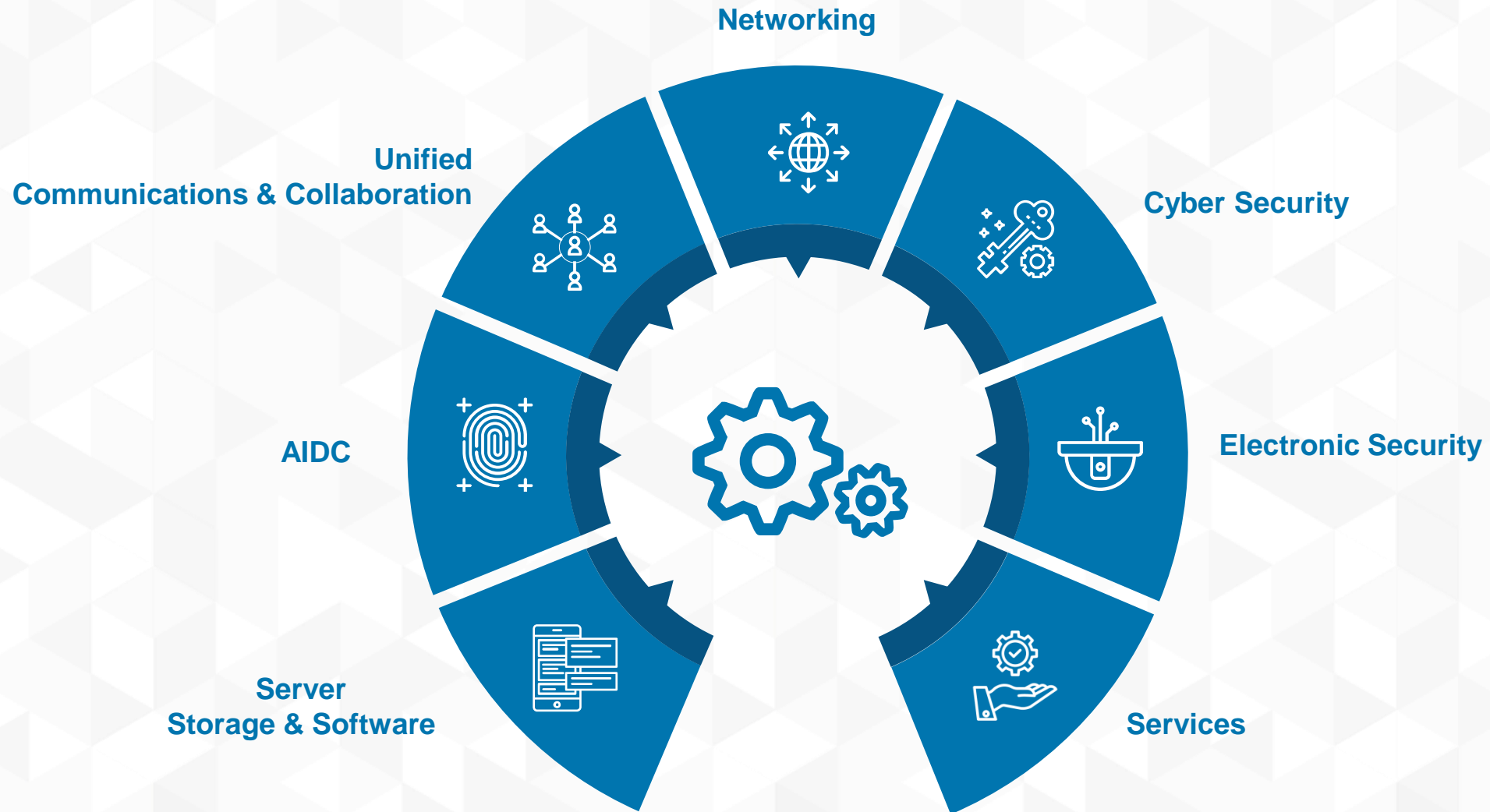
# BUSINESS MODEL



# CORE COMPETENCIES



# BUSINESS FOCUS



# EXECUTION WHEEL



A background image of a business meeting with a blue overlay. It shows two people shaking hands, one holding a tablet, and another holding a smartphone. There are also some papers on a table.

# TECHNOLOGY VENDORS

# CYBER SECURITY



Continued...

# CYBER SECURITY



# ELECTRONIC SECURITY



AIDC



# NETWORKING

 Allied Telesis

ARISTA

ciena

  
CISCO

**D-Link**<sup>®</sup>  
Building Networks For People

 Extreme<sup>®</sup>  
networks

 ExtraHop

**aruba**  
a Hewlett Packard  
Enterprise company

 NIAGARA  
NETWORKS

**NOKIA**

 NVT PHYBRIDGE

**Raritan**<sup>®</sup>  
A brand of  legrand

**Server  
Technology**<sup>®</sup>  
A brand of  legrand

 **VERSA**  
NETWORKS

 **Wavesight**

**ZYXEL**  
Your Networking Ally

# UNIFIED COMMUNICATIONS & COLLABORATION

audiocodes

BARCO

CISCO™

poly

PRYSM  
SYSTEMS™

UNIFY

VING

## SERVER STORAGE & SOFTWARE

  
Hewlett Packard  
Enterprise



AIDC



SIGN UP ONLY FOR BANGLADESH

SIGN UP FOR SAARC



AVAYA

citrix

zoom

OTHERS

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



CLOUDFLARE



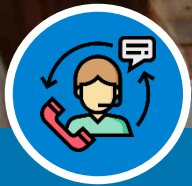
kemp

JUNIPER  
NETWORKS

ORACLE



# SERVICES OVERVIEW



## Professional Services

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



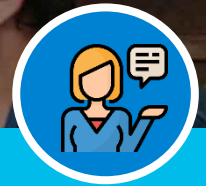
## Support Services

- **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
- **Inflow Assisted Services**
  - Proctoring
  - Building Content
  - Recruitment Drives
  - CodeChek
  - Logistics

# OUR CHANNEL STRENGTH

Channel Partners	Coverage/Secondary Team
INDIA	
Service Providers	15
Global System Integrators	15
National System Integrators	24
Large Resellers	100
Medium Resellers	283
Small Resellers	1700
SAARC	175
TOTAL	2312

# OUR PRESENCE



# MANAGEMENT TEAM



**Byju Pillai**

Group Managing Director



**Aditya Madhok**

Director



**Atul Gaur**

Director



**Raunak Jagasia**

Director



**Vijay Ajmera**

Director



**Rajesh Kumar**

Sr. VP-Tech BU



**Santosh Sankunny**

Sr. VP-Cisco BU



**Soumit  
Bhattacharya**

Sr. VP-Service BU



**Umesh Menon**

Sr. VP-Enterprise  
Channels



**Rajiv  
Unnikrishnan**

Sr. VP-Channel  
Development



**Kousalya Narayan**

VP South Asia  
Channel



**Najeeba Agha**

VP Channels  
Strategic Account



**Anjali Deshpande**

VP Channels  
Strategic Account



**Vijay G**

Sr. VP Business  
Operation



**Tirupathi Rao  
Vaddi**

CFO



**Nancy  
Varghese**

Head-HR & Admin



**Pradeepan V**

CTO

# ORGANIZATIONAL STRUCTURE

Byju Pillai Group MD

## Business Units

## Functional Units

Rajesh  
Tech BU

Santosh  
Cisco BU

Soumit  
Services BU

Pradeepan  
Technology,  
Support & IT

Umesh  
Enterprise  
Channels India

Rajiv SME  
Channels  
India

Kousalya  
SAARC &  
SEA Channels

Najeeba  
GSI/GSP  
Channels

Anjali  
NSI/GSP  
Channels

Vijay  
Business  
Operations

Tirupathi Rao  
CFO

Nancy  
HR / Admin

Marketing

Marketing

Marketing

ITS

Location Managers

\*Sales  
Operations

\*\*Channel  
Managers

Account  
Managers

\*Sales Operations

ERP

Credit  
Services

SCM

Finance &  
Accounts

Vendor  
Payables

Legal

HR

Admin

Business  
Coordinators

Business  
Coordinators

Business  
Coordinators

Presales

Presales

Pre & Post  
sales

Group Business  
Managers

Business  
Managers

Business  
Managers

Product/Business  
Managers

Biz Dev  
Manager

Biz Dev  
Manager

Biz Dev  
Manager

\* Sales Operations team leads functionally reports to head of Business Ops

\*\* Channel Managers functionally report to head of respective Channels

# PROFESSIONAL SUPPORT SERVICES



# OUR MISSION

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





**THANK YOU**