

CORPORATE PRESENTATION

- **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

500+
Employees
24% Technical
(SE and FE)

300+
Years
Management
Team
Experience

19
Locations
across India /
South Asia

65+
Global
Vendors

2900+
Channel
Partners

580+
Revenue
Run-rate
in USD Mn

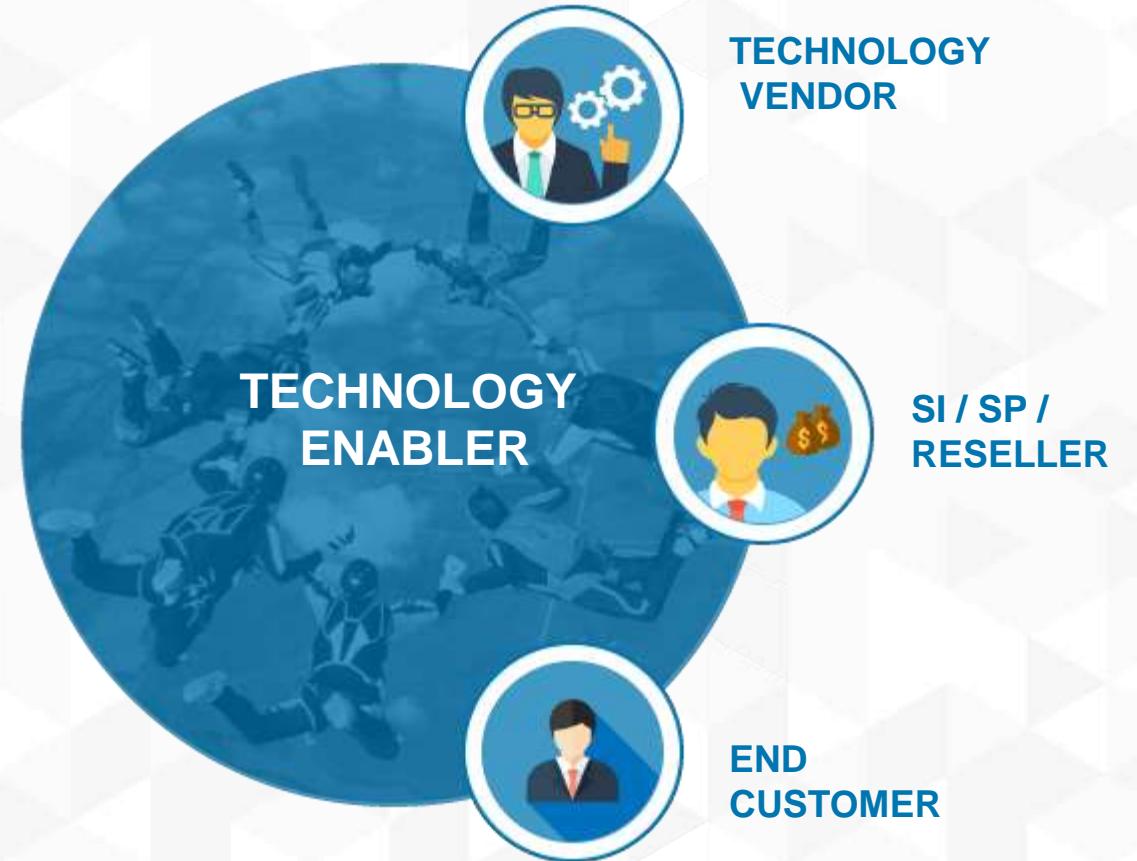
OUR ROLE

Enable partners to deliver new technologies to end customers

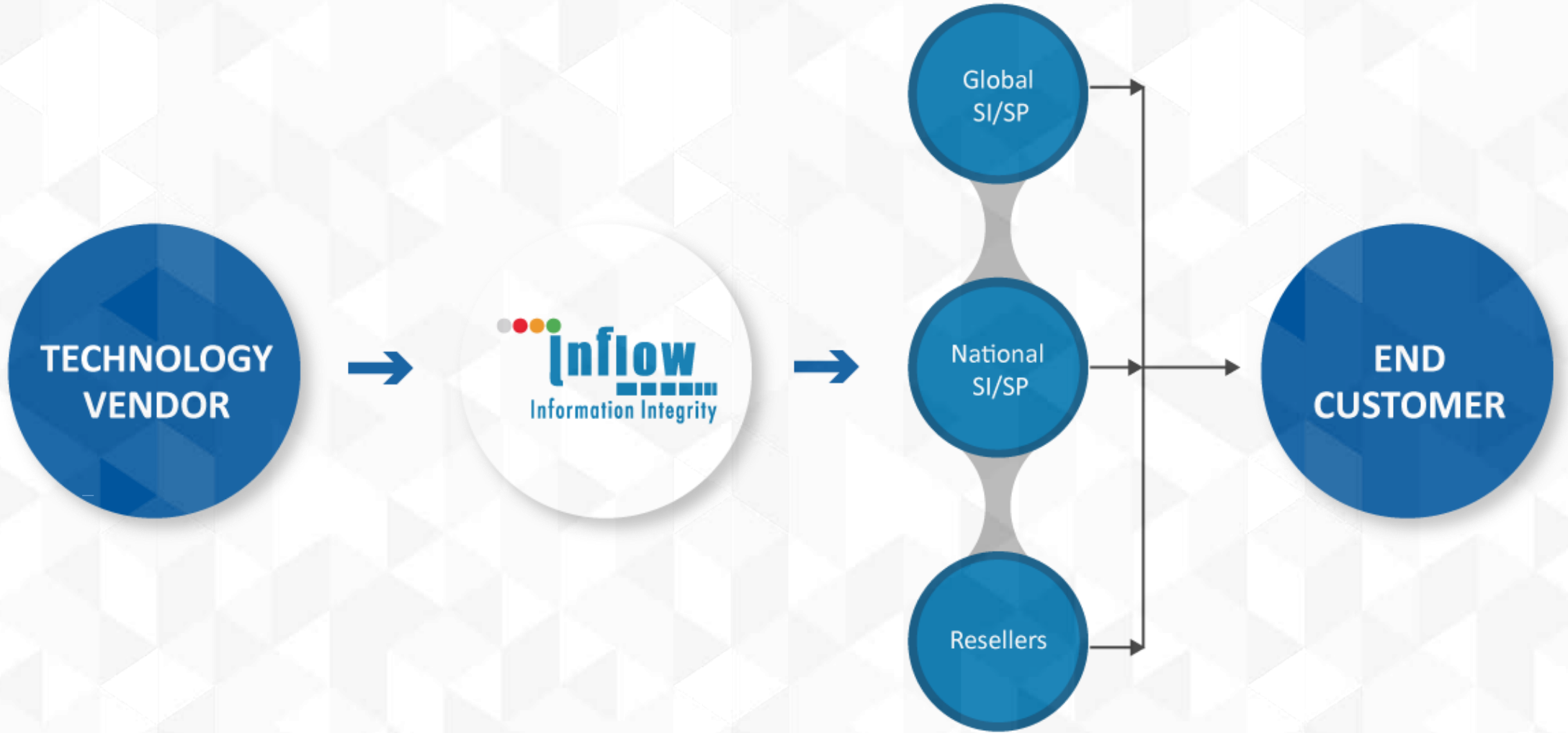
With support from Technology Vendors we provide trainings, Pre-sales technical support, Commercial support & Professional Services.

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.



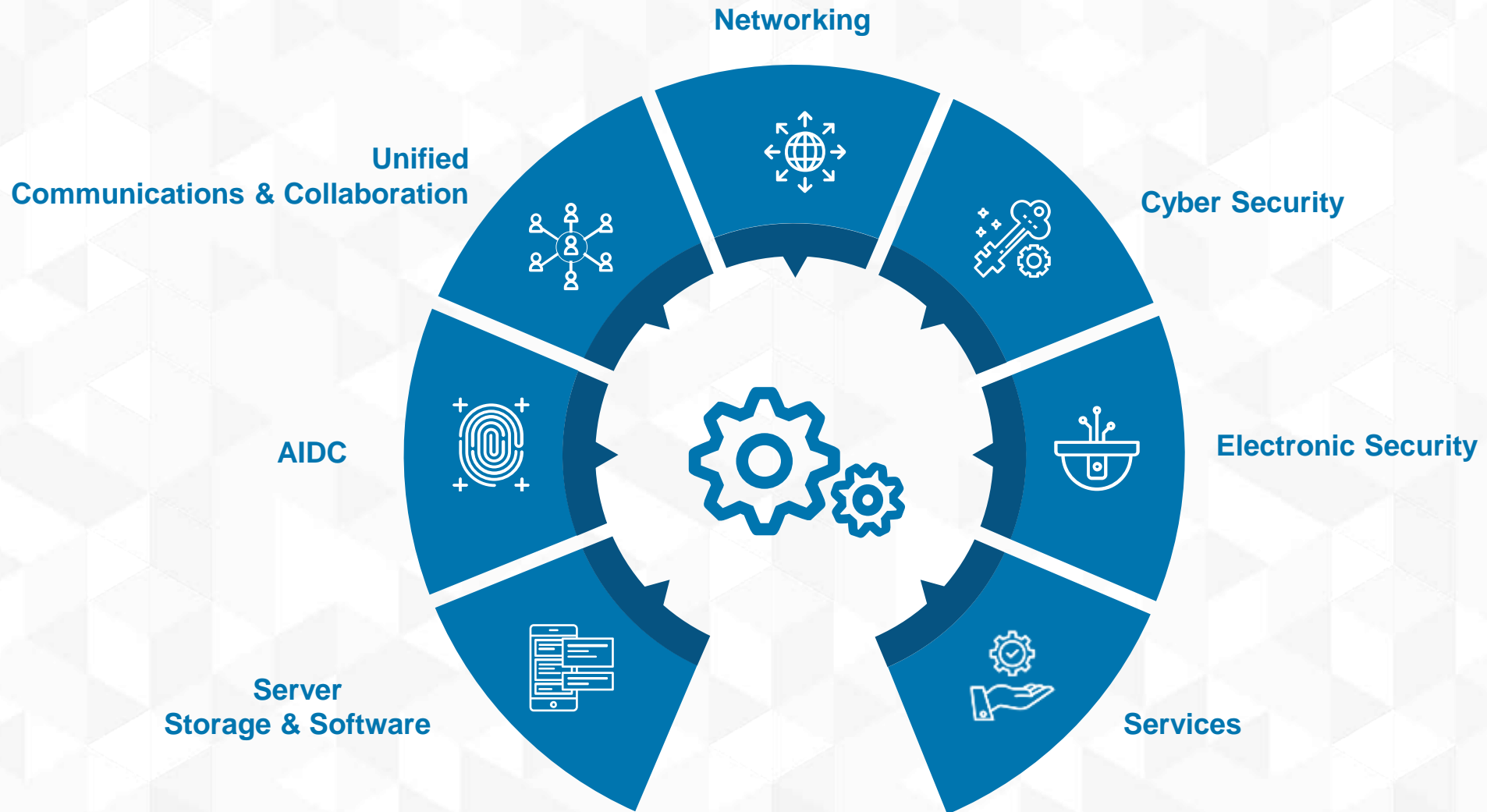
BUSINESS MODEL



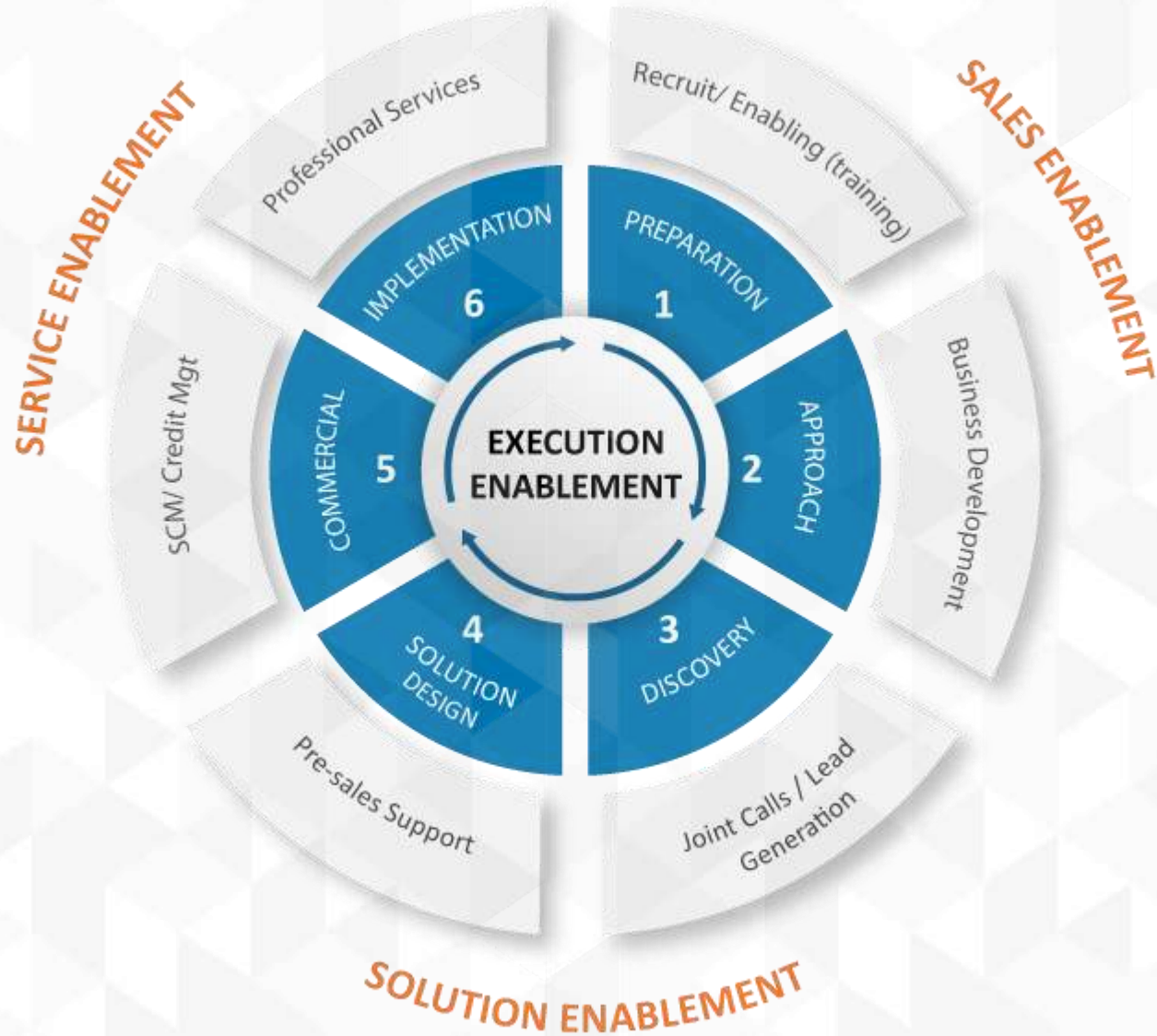
CORE COMPETENCIES



BUSINESS FOCUS



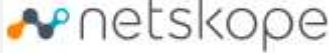
EXECUTION WHEEL



A background image showing a business meeting with a blue overlay. In the foreground, two hands are shaking. In the background, a person is holding a tablet, and another person is pointing at it. There are also some papers on a table.

TECHNOLOGY VENDORS

CYBER SECURITY



Continued...

CYBER SECURITY



onelogin

OUTSEER



SECTRIO™
A DIVISION OF SUREX



SONICWALL™

Trellix



utimaco®



ELECTRONIC SECURITY



AIDC



NETWORKING



ARISTA

ciena



D-Link®
Building Networks For People



aruba
a Hewlett Packard
Enterprise company



NOKIA

NVT PHYBRIDGE

Raritan
A brand of  Logrand

Server
Technology
A brand of  Logrand



Wavesight

ZYXEL

Your Networking Ally

UNIFIED COMMUNICATIONS & COLLABORATION

 audiocodes

 BARCO

 CISCO™

 poly

 PRYSM
SYSTEMS™

 UNIFY

 VING

SERVER STORAGE & SOFTWARE


Hewlett Packard
Enterprise



AIDC



EXCLUSIVE SIGN UP FOR BANGLADESH

EXCLUSIVE SIGN UP FOR SAARC

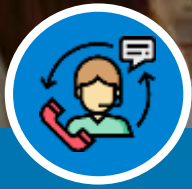


OTHERS

* 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
- **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



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

Business
Coordinators

Presales

Group Business
Managers

Product/Business
Managers

Biz Dev
Manager

Marketing

Business
Coordinators

Presales

Business
Managers

Biz Dev
Manager

Marketing

Business
Coordinators

Pre & Post
sales

Business
Managers

Biz Dev
Manager

ITS

Location Managers

*Sales
Operations

**Channel
Managers

Account
Managers

*Sales Operations

ERP

Credit
Services

SCM

Finance &
Accounts

Vendor
Payables

Legal

HR

Admin

* 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