

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 related 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

600+
Revenue
Run-rate
in USD Mn

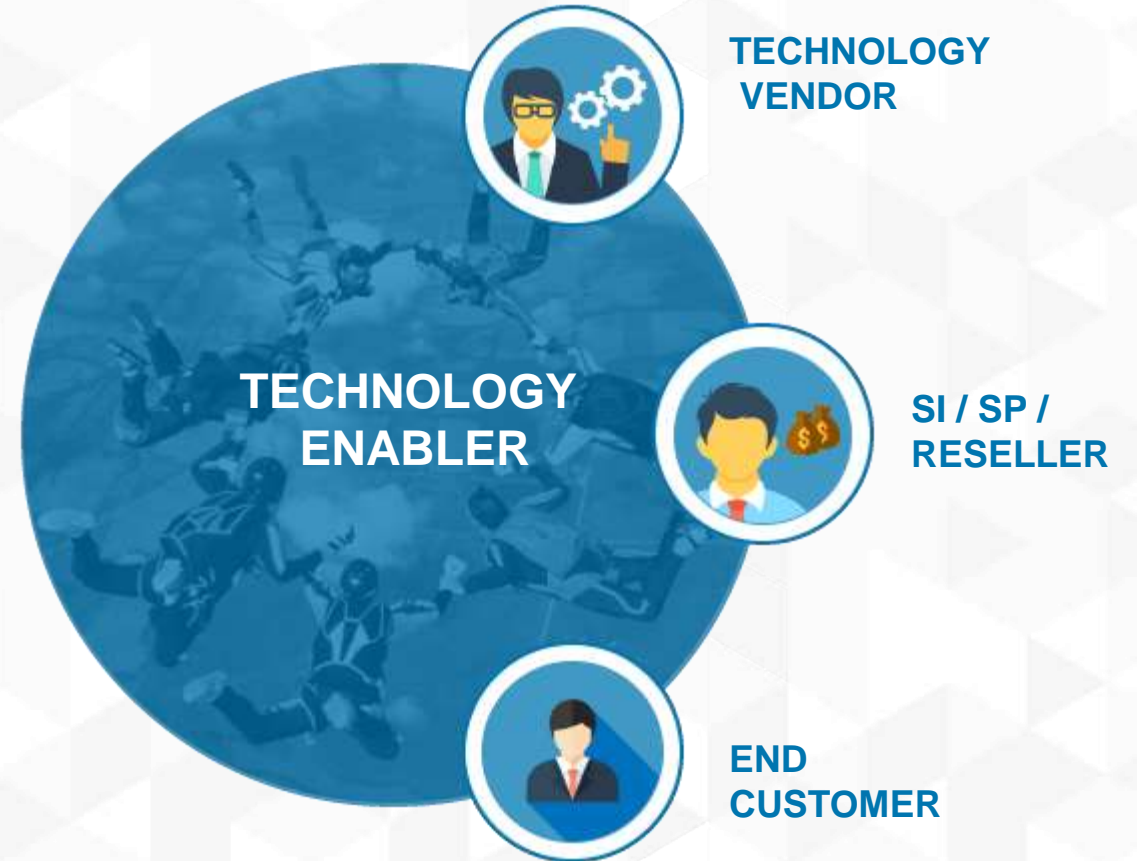
OUR ROLE

Enable partners to deliver new technologies to end customers

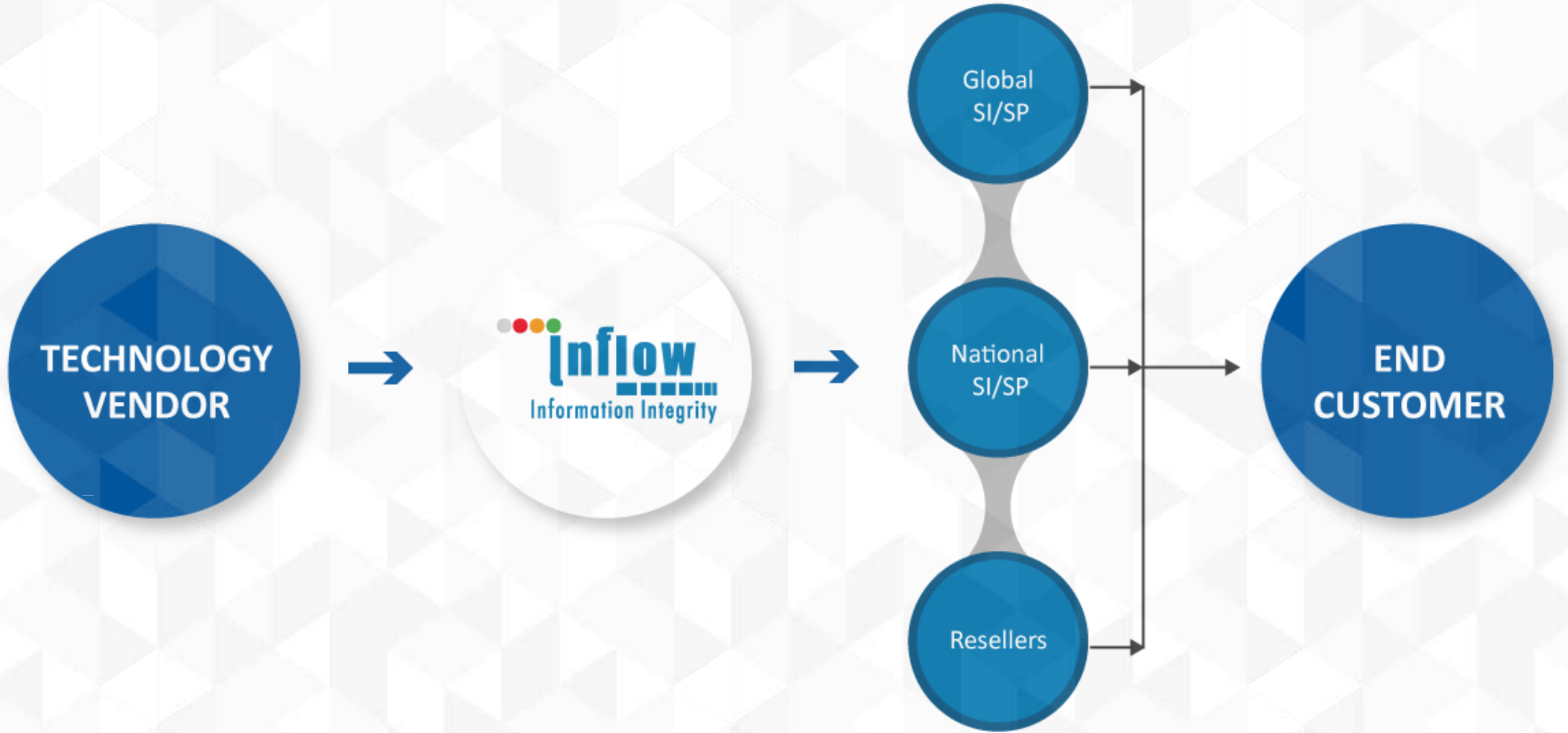
With support from Technology Vendors we provide trainings, Pre-sales technical support, Commercial support & Professional Services.

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.



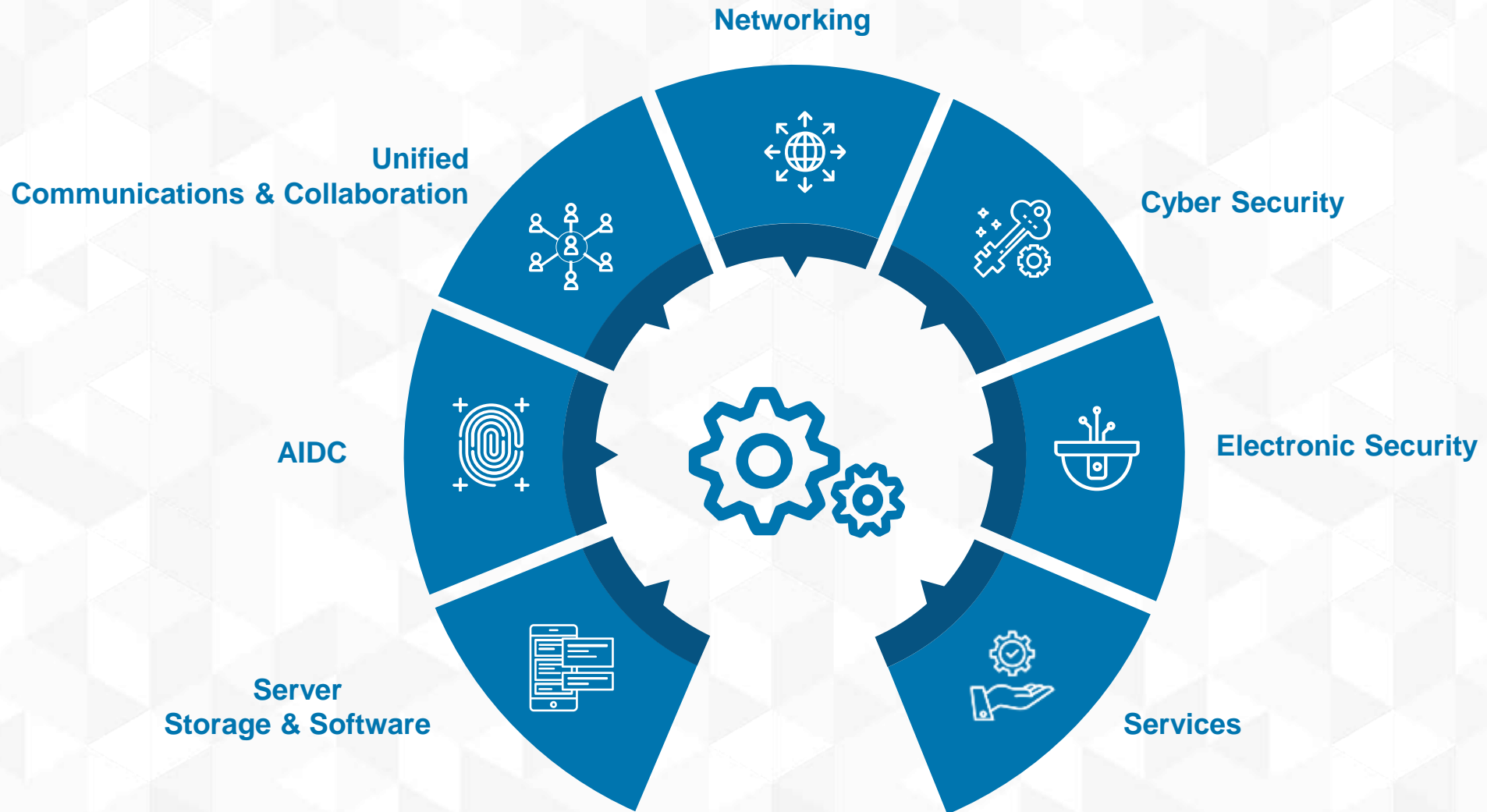
BUSINESS MODEL



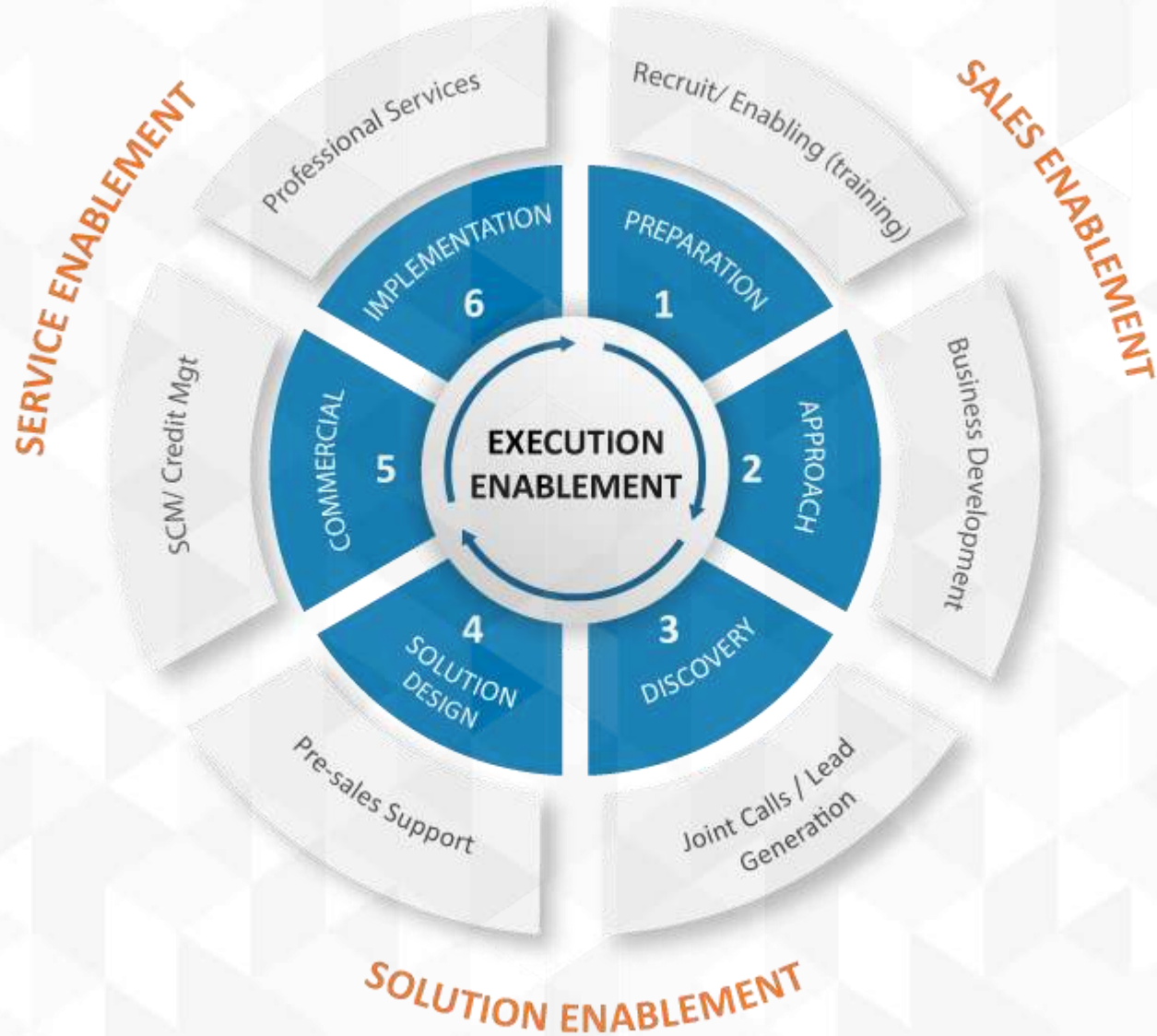
CORE COMPETENCIES



BUSINESS FOCUS



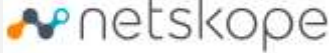
EXECUTION WHEEL



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™



utimaco®



ELECTRONIC SECURITY



NETWORKING

 Allied Telesis

ARISTA

ciena


CISCO

D-Link[®]
Building Networks For People

 Extreme[®]
networks

 *Air Pro*

aruba
a Hewlett Packard
Enterprise company

 NVT PHYBRIDGE

NOKIA

Raritan[®]
A brand of 

Server
Technology[®]
A brand of 

 **SIEMON**[™]
OEM TECHNOLOGIES

 Wavesight

ZYXEL
Your Networking Ally

UNIFIED COMMUNICATIONS & COLLABORATION



BARCO



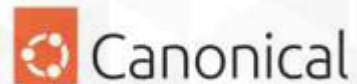
PRYSM
SYSTEMS

UNIFY

Singtel



SERVER STORAGE & SOFTWARE





AIDC



EXCLUSIVE SIGN UP FOR BANGLADESH

EXCLUSIVE SIGN UP FOR SAARC

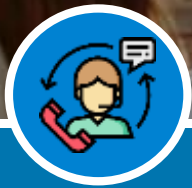


OTHERS

* 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	13
Global System Integrators	20
National System Integrators	43
Large Resellers	114
Medium Resellers	299
Small Resellers	1729
SAARC	190
TOTAL	2400+ and evolving

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
& Marketing



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
& Marketing

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