



**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

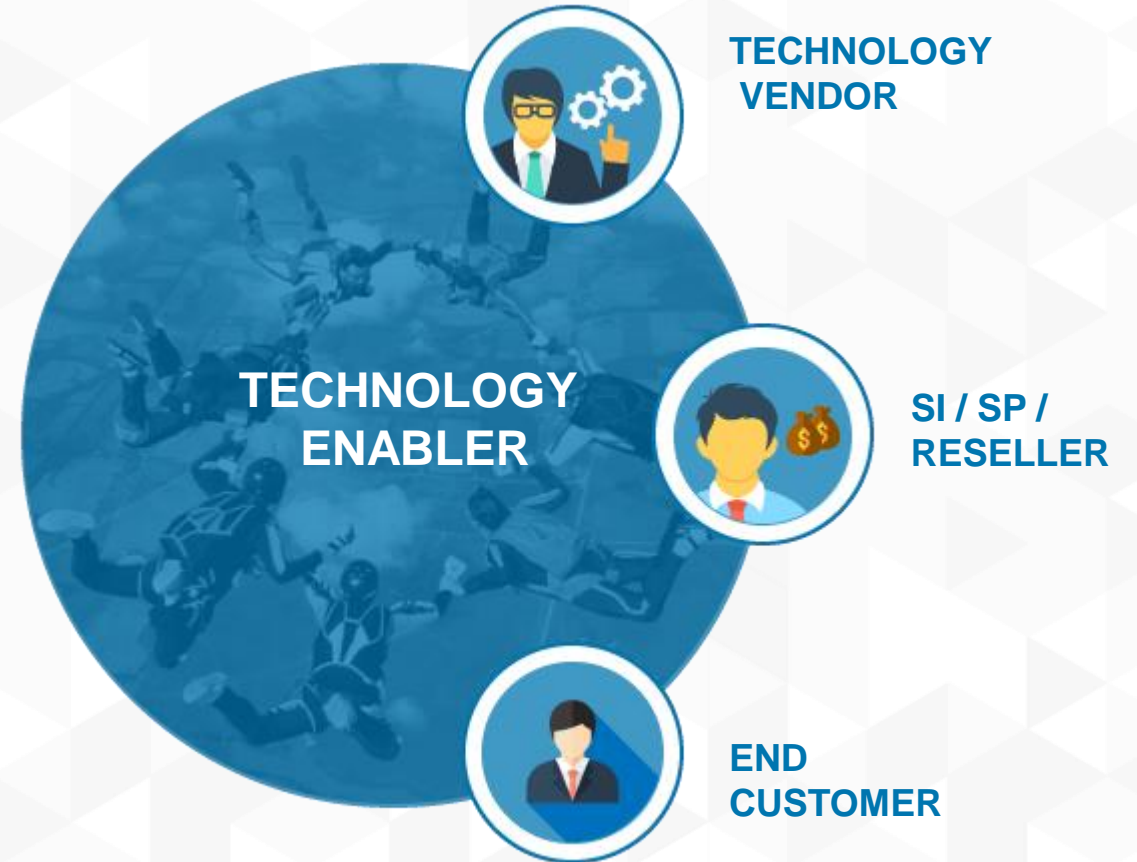
# OUR ROLE

## 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.



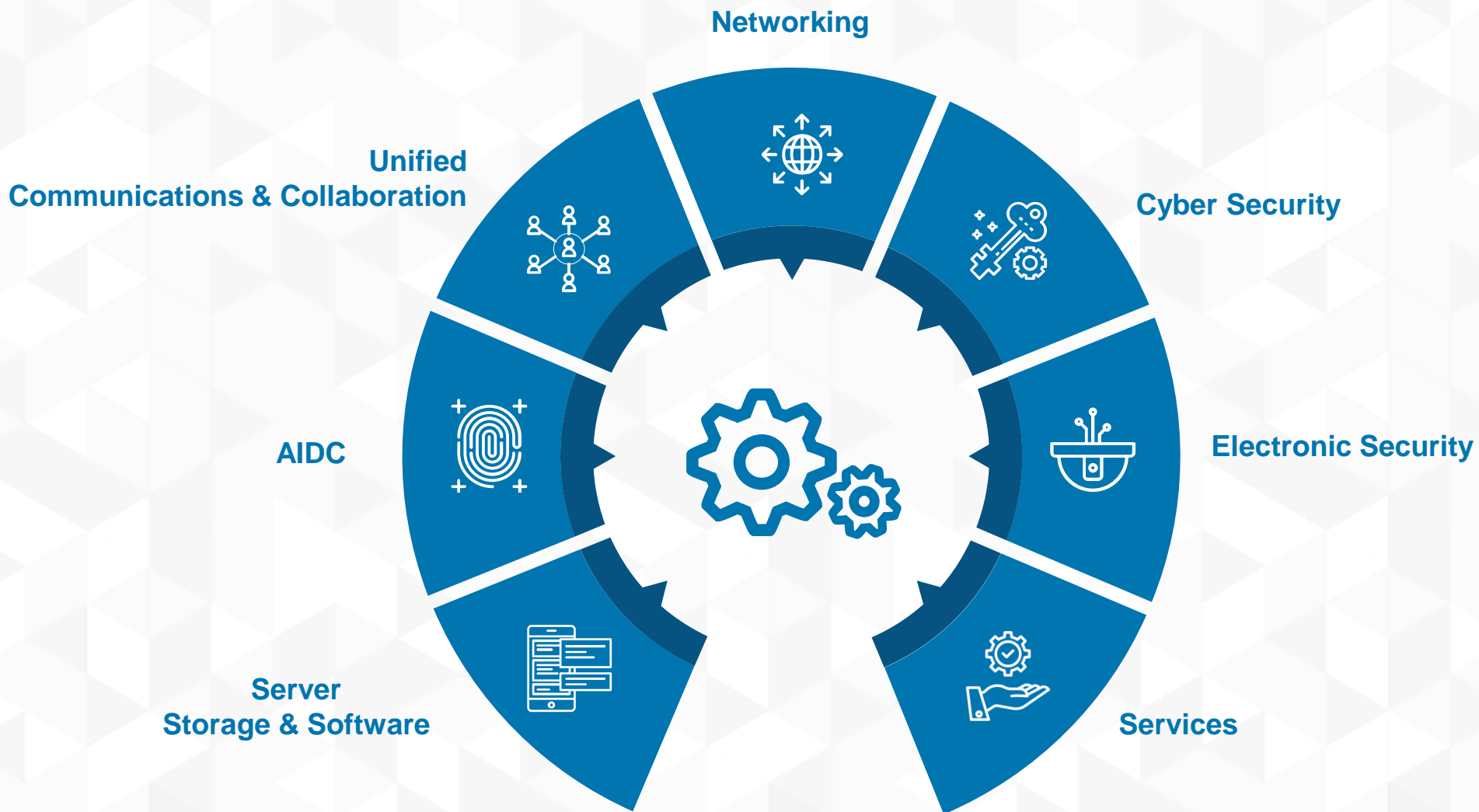
# BUSINESS MODEL



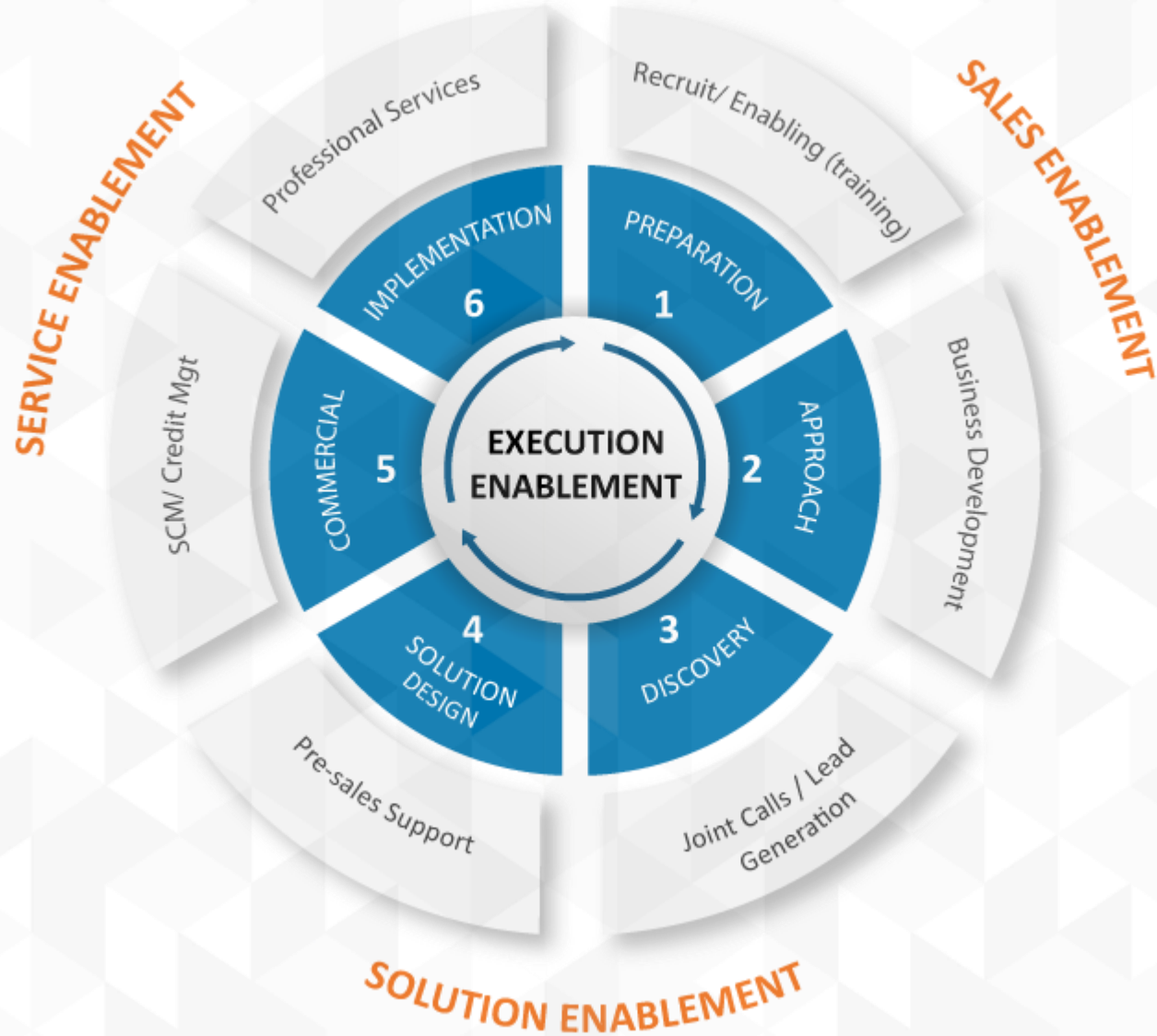
# CORE COMPETENCIES



# BUSINESS FOCUS



# EXECUTION WHEEL





A background image of a business meeting with a blue overlay. In the center, two hands are shaking in a firm grip. To the right, a person is holding a tablet computer. In the foreground, there are papers on a table, one of which features a pie chart. The overall scene is dimly lit, emphasizing the blue tint.

# TECHNOLOGY VENDORS

# CYBER SECURITY



Continued...

# CYBER SECURITY



onelogin

OUTSEER



SECTRIO™  
A DIVISION OF SUBEX



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  legrand

**Server  
Technology®**  
A brand of  legrand

 **SIEMON™**  
OEM TECHNOLOGIES

  
Wavesight

**ZYXEL**  
Your Networking Ally

# UNIFIED COMMUNICATIONS & COLLABORATION



**BARCO**



**PRYSM**  
SYSTEMS™



## SERVER STORAGE & SOFTWARE





AIDC



# EXCLUSIVE SIGN UP FOR BANGLADESH

# EXCLUSIVE 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.

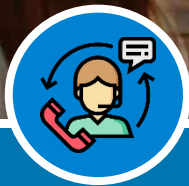


ORACLE





# SERVICES OVERVIEW



## Professional Services

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



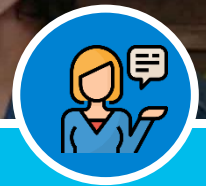
## Support Services

- 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
<b>INDIA</b>	
Service Providers	13
Global System Integrators	20
National System Integrators	43
Large Resellers	114
Medium Resellers	299
Small Resellers	1729
<b>SAARC</b>	190
<b>TOTAL</b>	<b>2400+ and evolving</b>

# 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

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**