

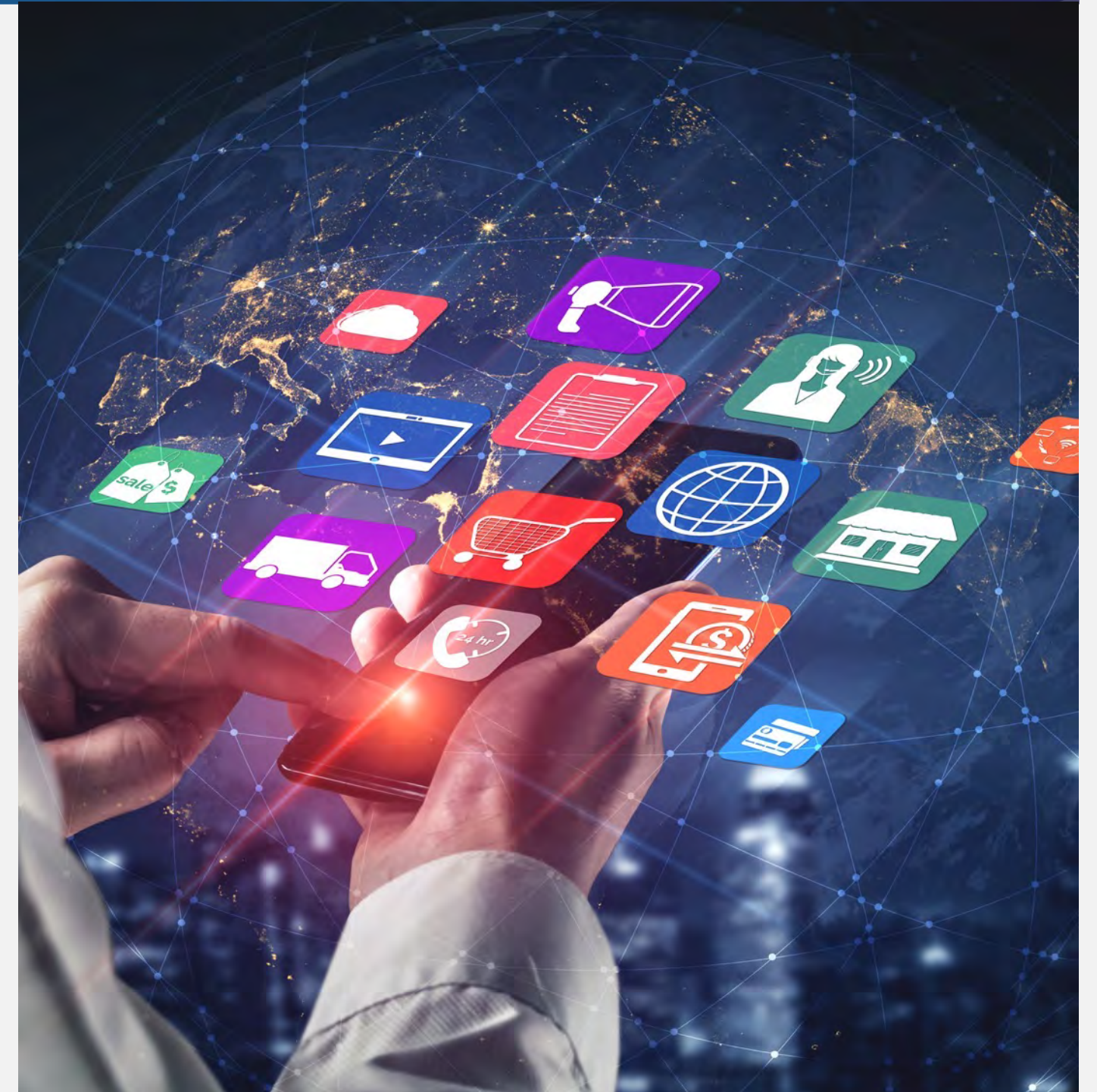


[inflowtechnologies.com](http://inflowtechnologies.com)



# MISSION

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

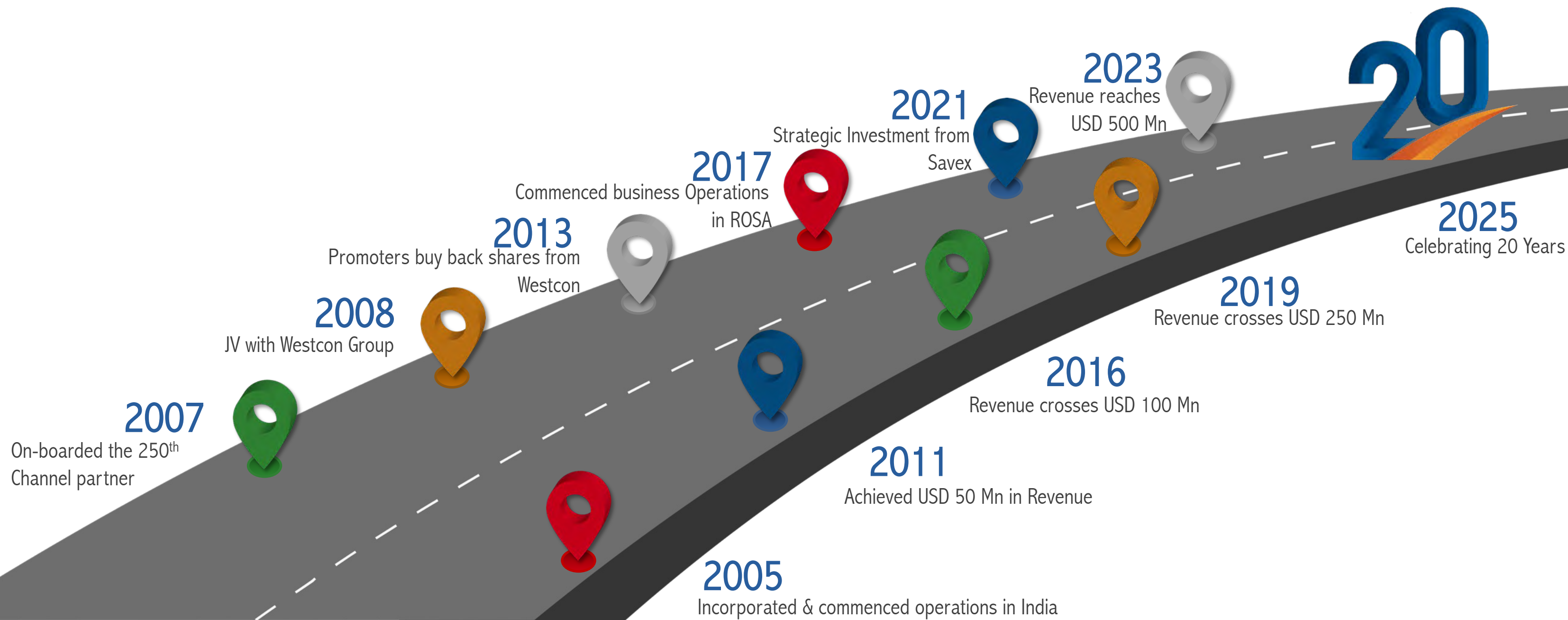


# ABOUT US



- 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
- **850+** revenue in USD Mn

# THROUGH THE YEARS....



# OUR ROLE

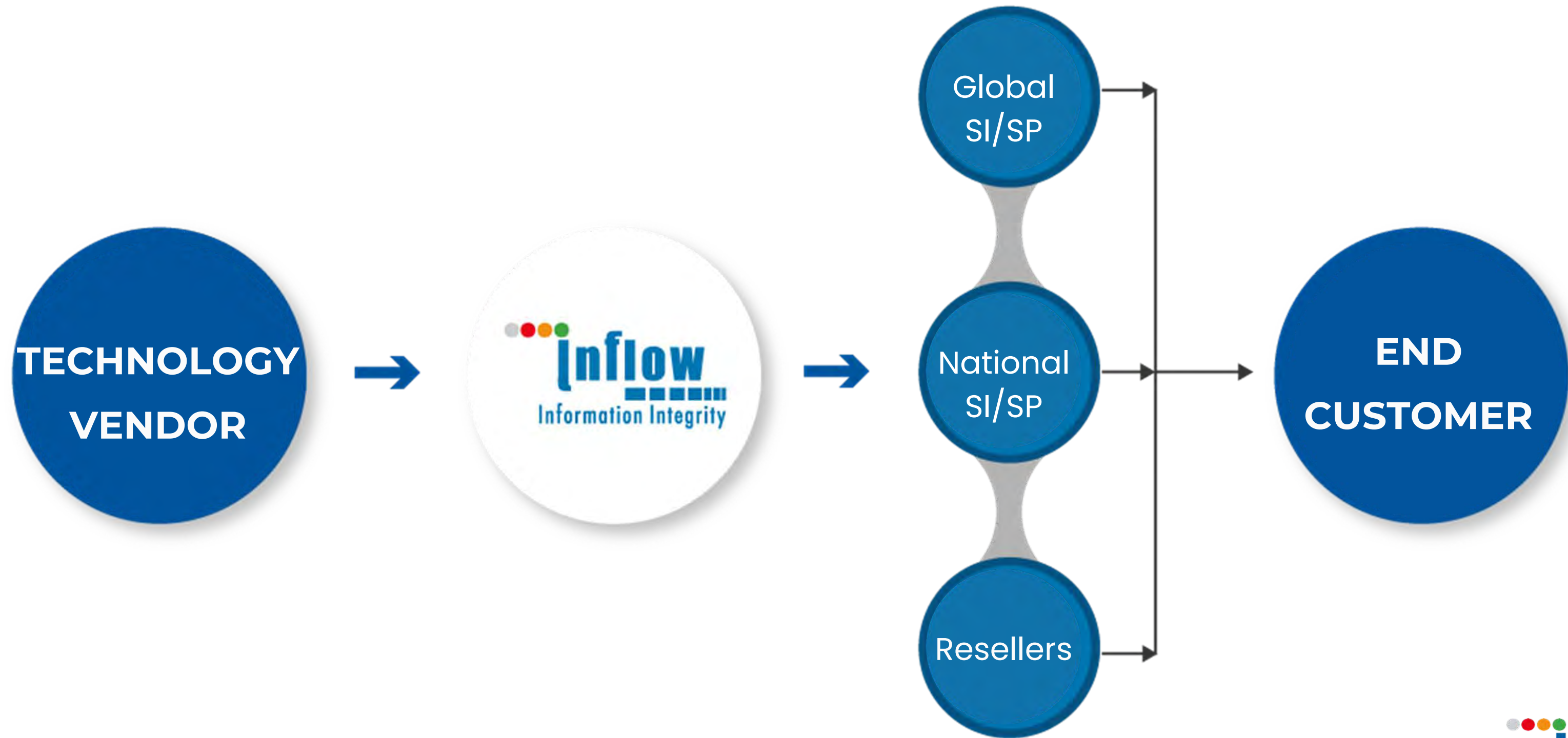
Empowering resellers to deliver & customers to adopt technologies, in an ever-evolving ICT landscape.

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

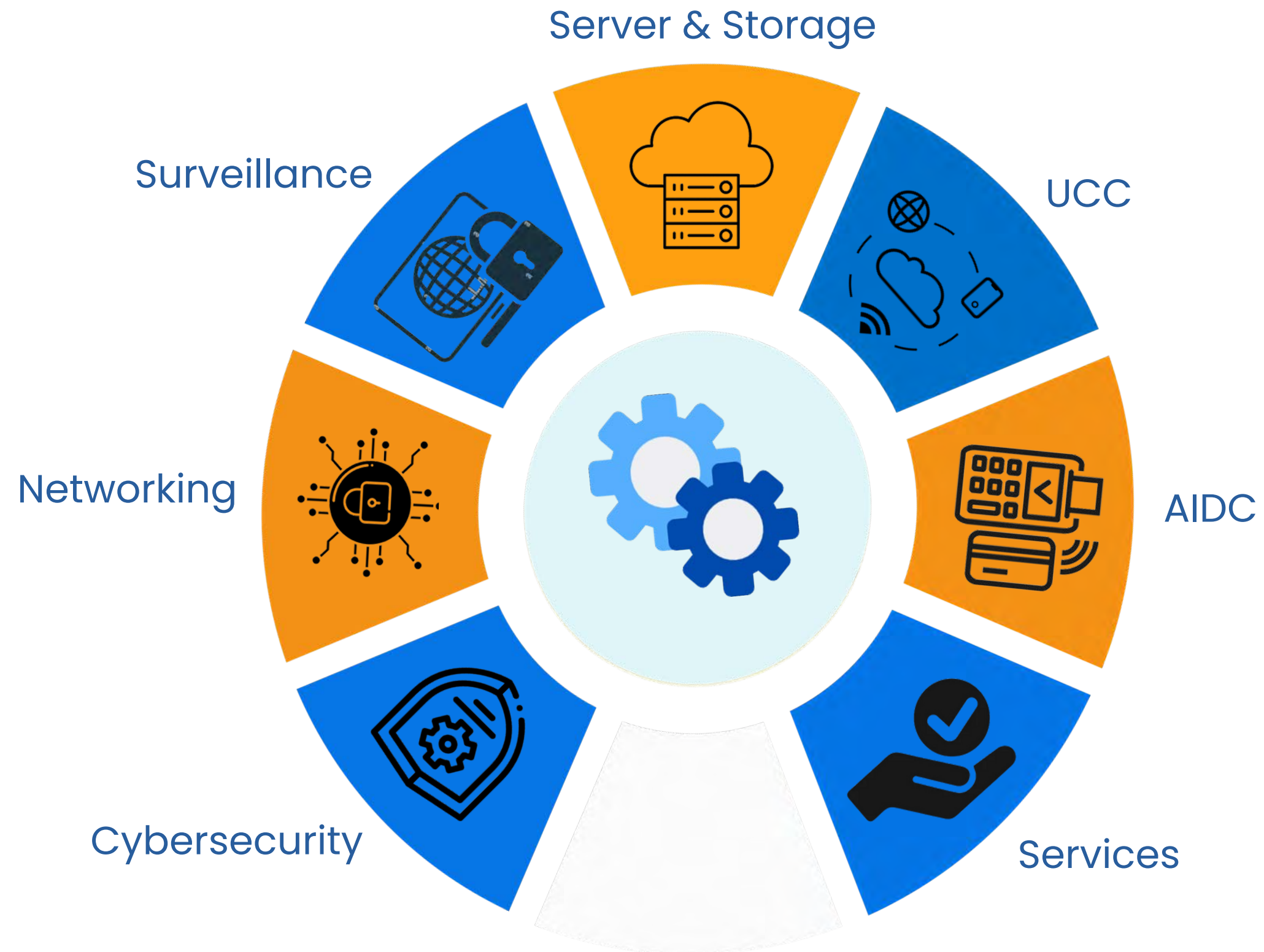
As part of end customer enablement activities, we work with technology vendors & channel partners to conduct various marketing activities, road shows, events, seminars and many more.



# BUSINESS MODEL



# TECHNOLOGY FOCUS

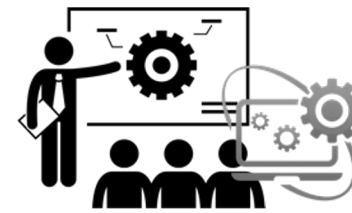


# CORE COMPETENCIES



## 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

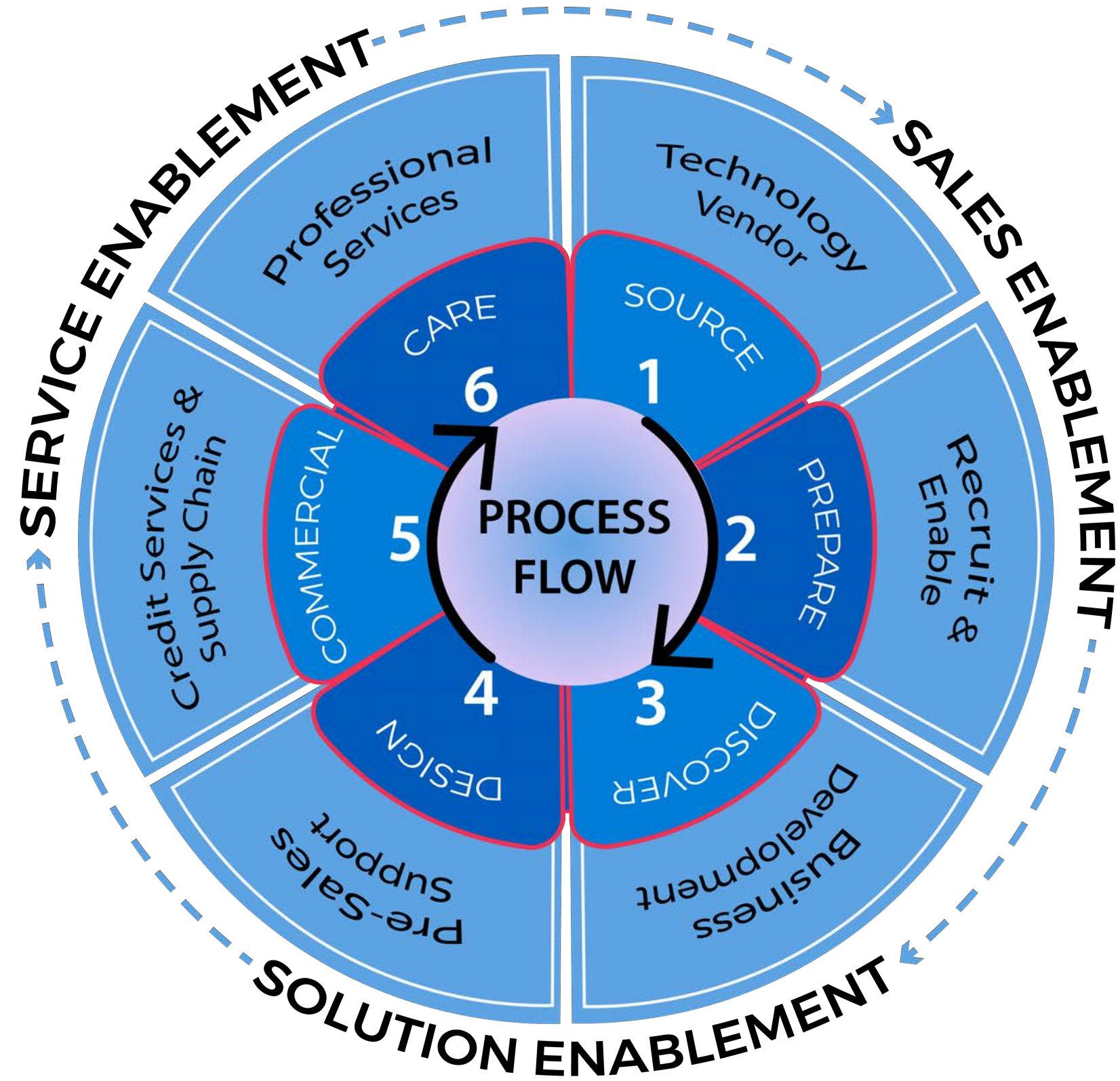


Training Academy



Post-Sales Differentiator

# EXECUTION MODEL



# DISTRIBUTION SERVICES PLATFORM



The background is a deep blue gradient, filled with numerous small, bright blue particles that resemble stars or data points. Overlaid on this are several glowing, light blue lines that form a complex, circuit-like pattern. These lines are composed of straight segments connected by small circles, creating a sense of movement and connectivity. The overall aesthetic is clean, modern, and high-tech.

# Technology Vendors

# CYBERSECURITY....



Note: \*\* REST OF SOUTH ASIA SPECIFIC

# ...CYBERSECURITY

Forcepoint

FORESCOUT

Gigamon<sup>®</sup>

hexnode

Menlo Security

NETSCOUT

netskope

NETWITNESS

NIAGARA NETWORKS

onelogin  
by ONE IDENTITY

opentext<sup>™</sup>

OUTSEER

paloalto<sup>®</sup>  
NETWORKS

RSA SecurID<sup>®</sup>

SECTRIO<sup>™</sup>  
A DIVISION OF SUBEX

Skyhigh Security

SONICWALL<sup>™</sup>

tenable  
network security

utimaco<sup>®</sup>

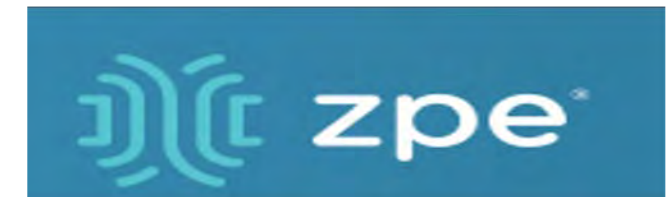
VERSA NETWORKS  
ACE Partner Program

# NETWORKING...



Note: \*\* REST OF SOUTH ASIA SPECIFIC

# ...NETWORKING



# UNIFIED COMMUNICATIONS & COLLABORATION



Note: \*\* REST OF SOUTH ASIA SPECIFIC

# SERVER & STORAGE



Note: \*\* REST OF SOUTH ASIA SPECIFIC

# SURVEILLANCE



# AIDC



# SERVICES AT A GLANCE

## PROFESSIONAL SERVICES

### CORE COMPETENCIES

Cybersecurity  
Networking  
Unified Communications  
Server & Storage  
Surveillance

### SURVEY & CONSULTING

PASSIVE  
ACTIVE

### PROJECT MANAGEMENT

RESOURCE AGREGATION  
OPTIMUM TAT  
EXECUTION & DELIVERY  
ASSURED PERFORMANCE

## TECHNICAL ASSISTANCE CENTRE

### ON SITE

- Technician Support –within 4 hours, 24x7/8x5 NBD
- Configuration Support, 24x7
- On-Call support
- Periodic health check

### REMOTE

- 24x7 Technical Assistance
- Round the clock Web, Tele & Email support
- Diagnostics & basic configuration related troubleshooting

### RMA HOSTING

- Advance/Same Business Day Delivery/Shipment, replacement of faulty units.
- Vendor driven (retainership arrangement)
- Inflow managed

## LEARNING & DEVELOPMENT

### CORPORATE

- OEM AUTHORIZED

 Forcepoint

 netskope

 audiocodes

 Mitel

- INFLOW DESIGNED

 CISCO

 HPE aruba networking

 paloalto NETWORKS

 tenable network security

 RSA SecurID

### CAMPUS TO CORPORATE

- TECHNICAL TRAINING
- FINISHING SCHOOL
- PRACTICE JOURNEY

# 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 Gaur**  
Director



**Vijay Ajmera**  
Director



**Rajesh K**



**Vijay G**



**Rajiv U**



**Anjali D**



**Santosh S**



**Umesh M**



**Kousalya N**



**Tirupati RV**



**Soumit B**



**Nancy V**



**Pradeepan V**

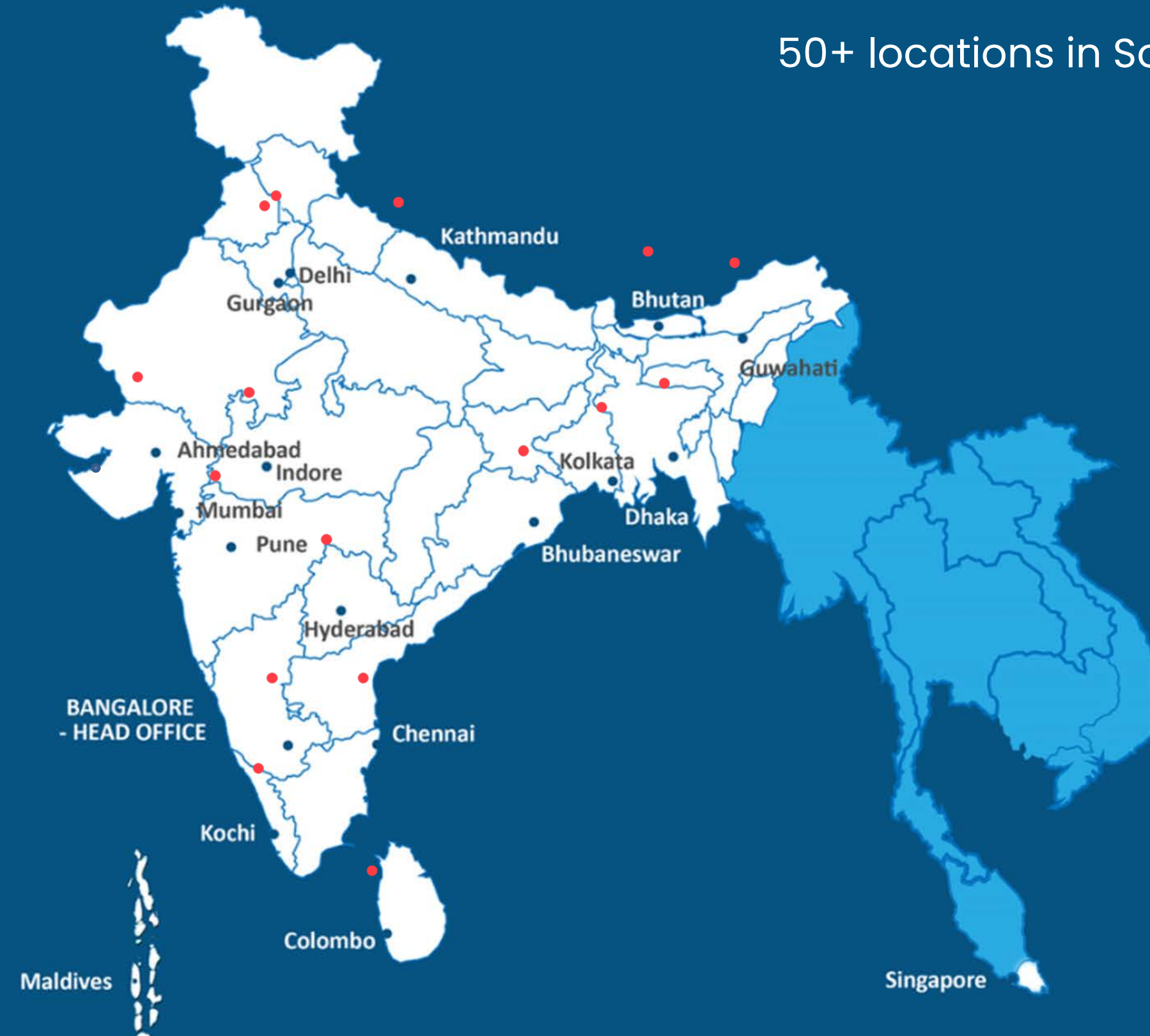


**Najeeba A**

**CORE TEAM**  
**400+ MANAGEMENT YEARS**

# OUR PRESENCE

50+ locations in South Asia

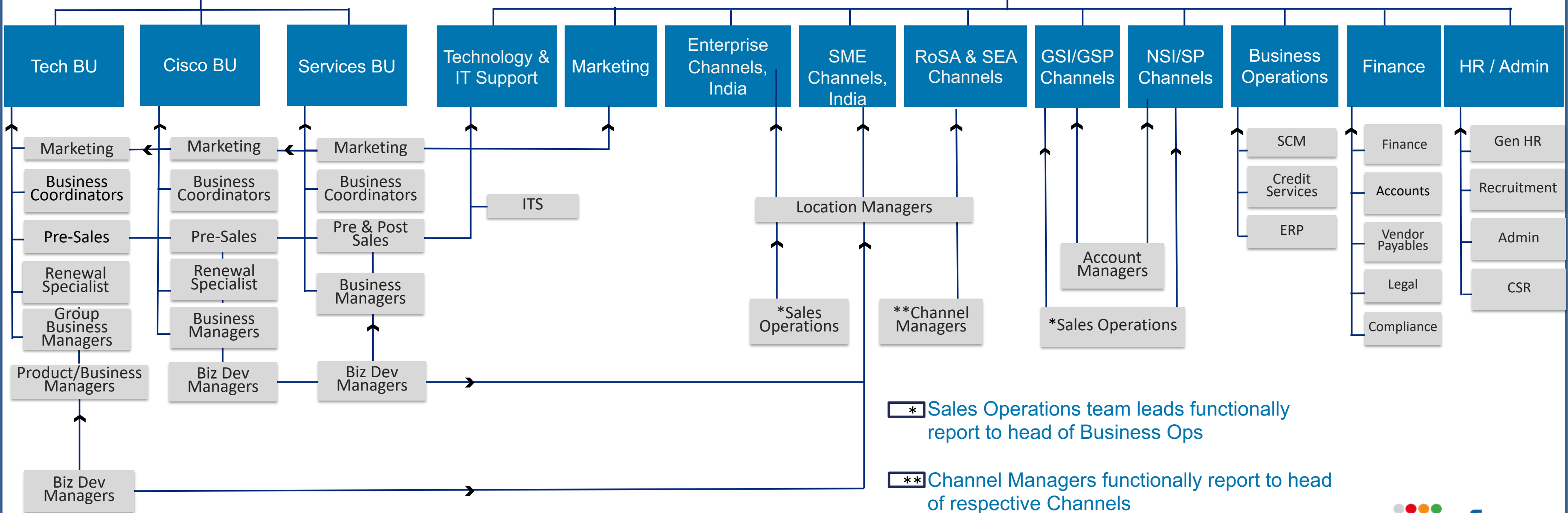


# ORGANIZATIONAL STRUCTURE

Group MD

## Business Units

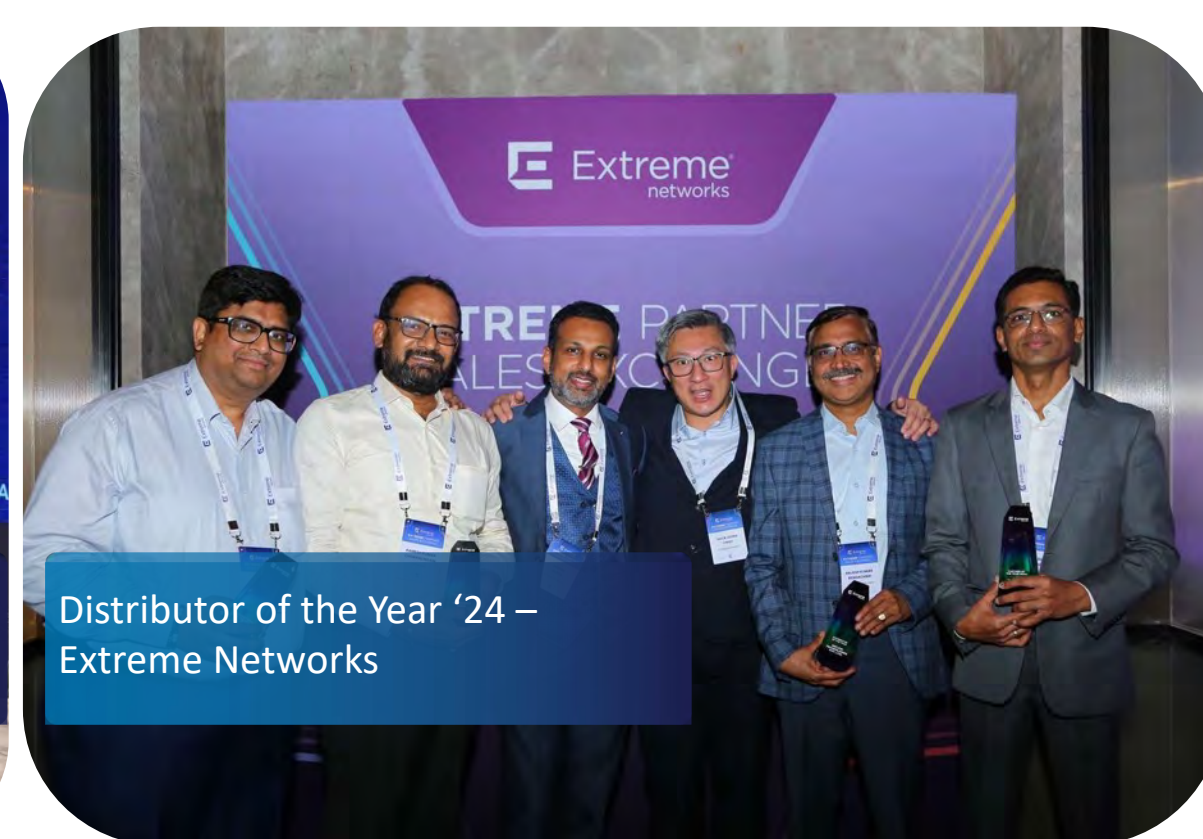
## Functional Units



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

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

# AWARDS....





THANK YOU

