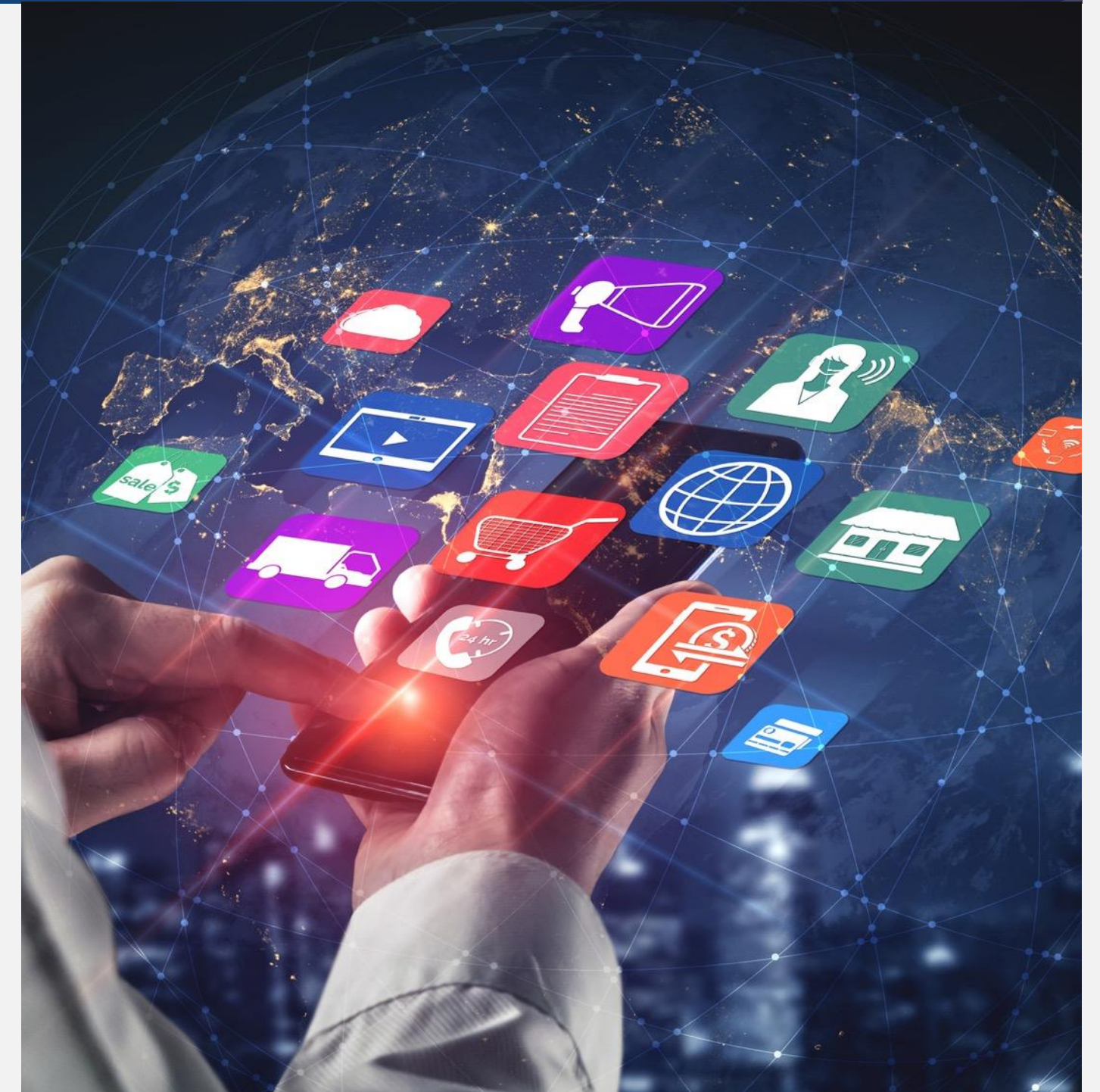




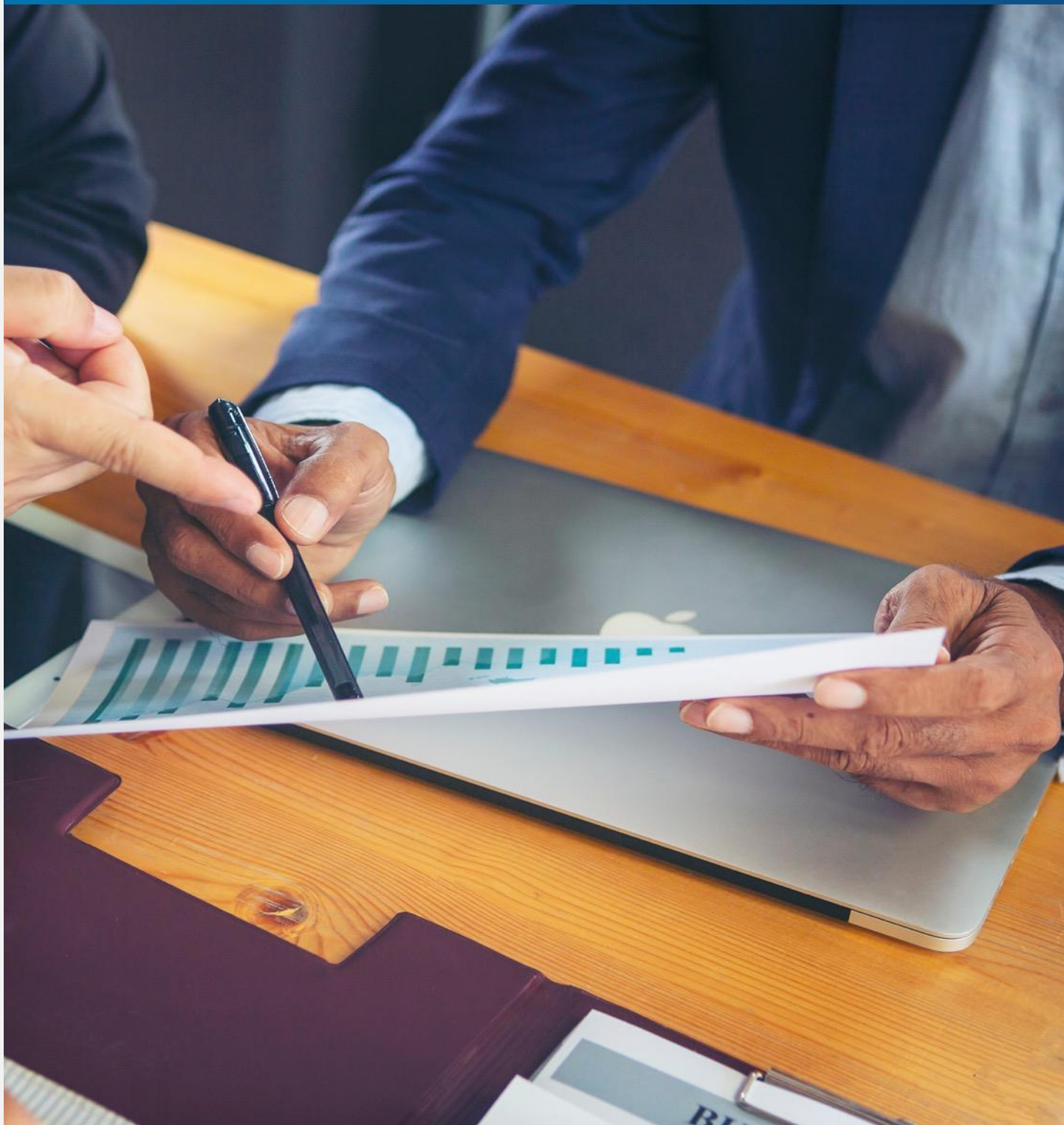
[inflowtechnologies.com](http://inflowtechnologies.com)

# MISSION

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

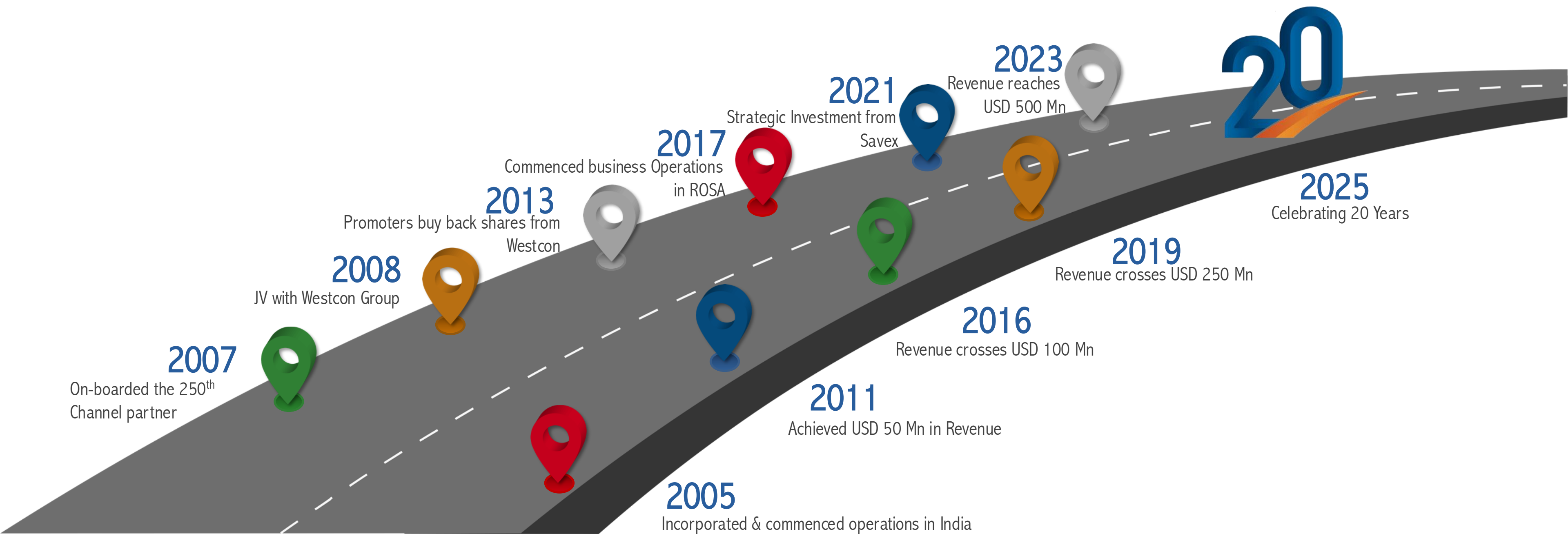


# ABOUT US



- Founded in 2005
- Niche player in the ICT Distribution Services market.
- Presence across **50+** locations in South Asia.
- **700+** Team Strength.
- **75+** Vendors
- **3000+** channel partners
- **900+** revenue in USD Mn

# THROUGH THE YEARS....



# OUR ROLE

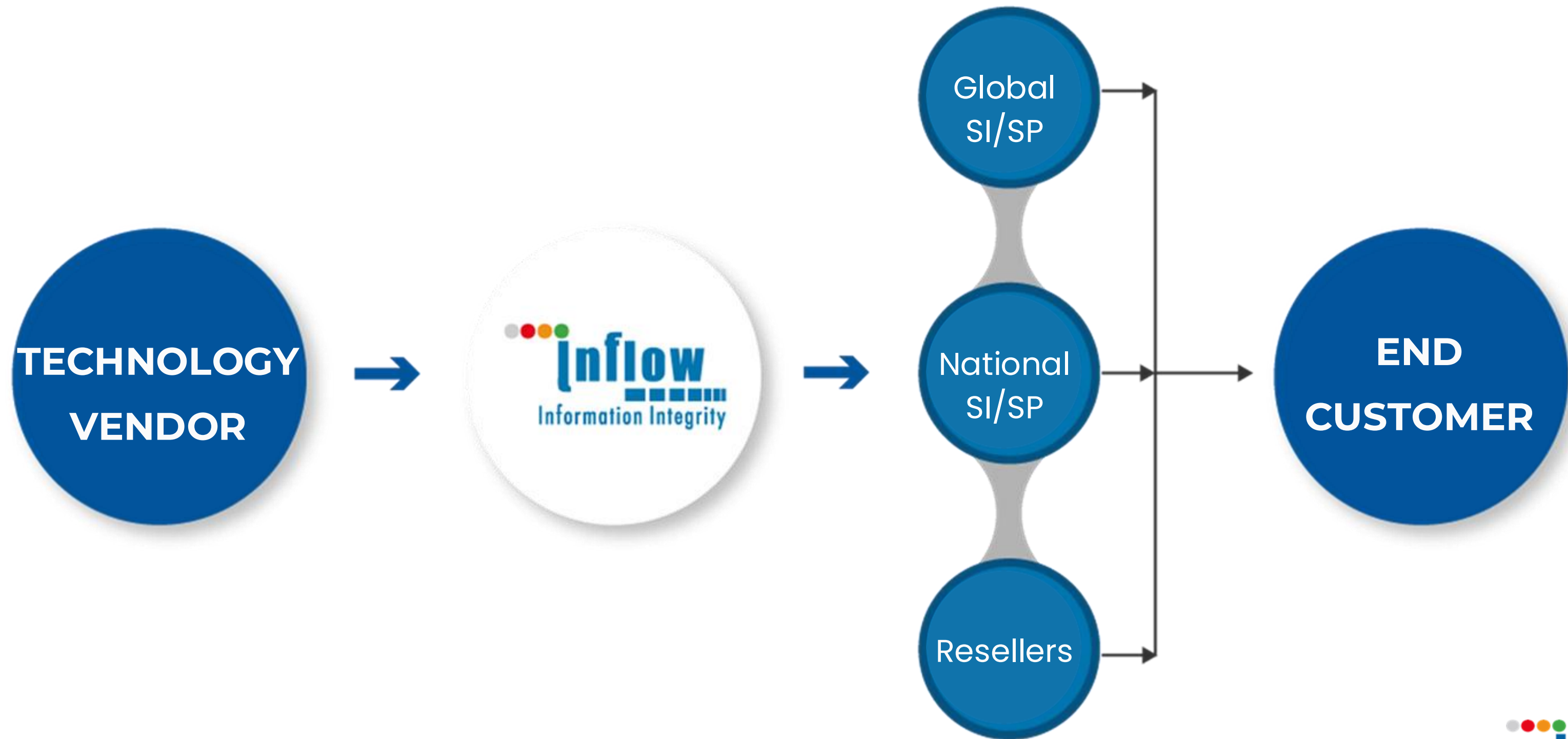
Empowering resellers to deliver & customers to adopt technologies, in an ever-evolving ICT landscape.

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

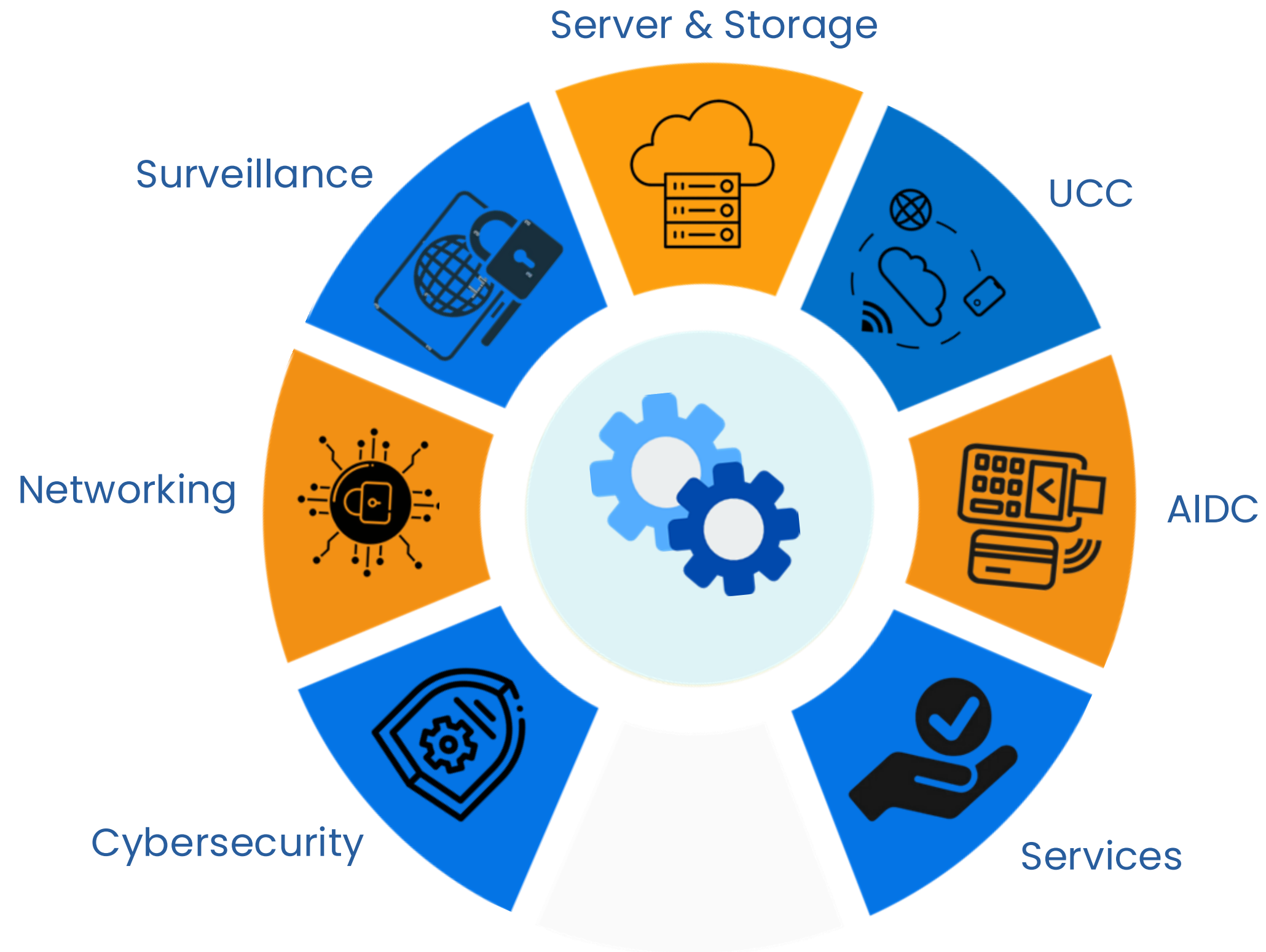
As part of end customer enablement activities, we work with technology vendors & channel partners to conduct various marketing activities, road shows, events, seminars and many more.



# BUSINESS MODEL



# TECHNOLOGY FOCUS

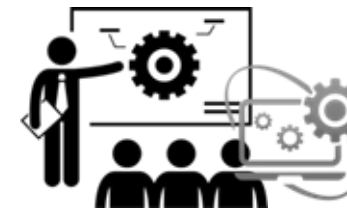


# CORE COMPETENCIES



## **Channel Enablement**

Recruit & Manage



## **Techfluent 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

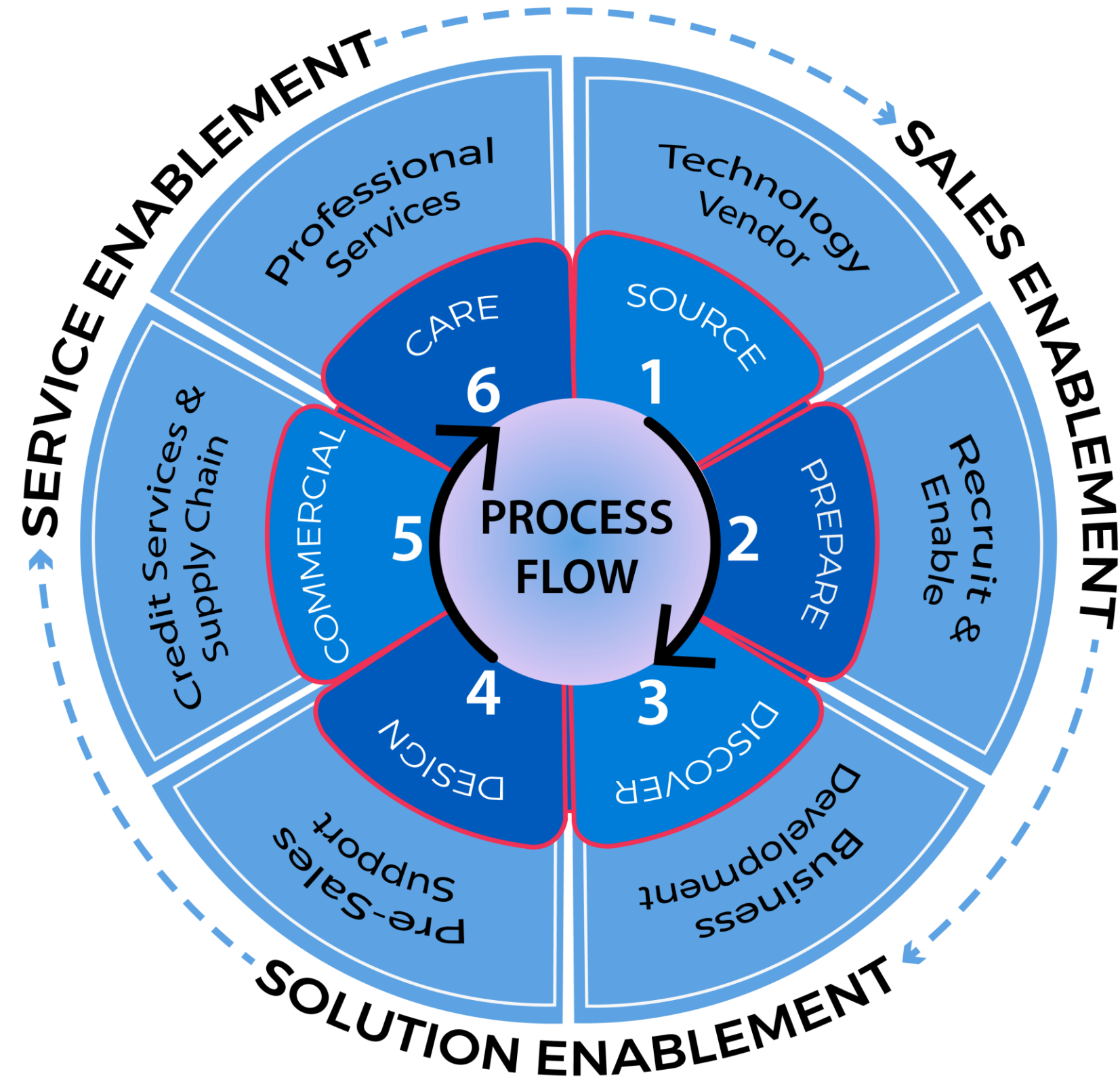


Training Academy



Post-Sales Differentiator

# EXECUTION MODEL



# DISTRIBUTION SERVICES PLATFORM



# Technology Vendors

# CYBERSECURITY....



Note: \*\* REST OF SOUTH ASIA SPECIFIC

## ...CYBERSECURITY

Forcepoint

FORESCOUT

Gigamon®

hexnode

Menlo  
Security

NETSCOUT

netskope

NETWITNESS

NIAGARA  
NETWORKS

onelogin  
by ONE IDENTITY

opentext™

OUTSEER

orca  
SECURITY

paloalto®  
NETWORKS

RSA SecurID®

SECTRIO™  
A DIVISION OF SUBEX

Skyhigh Security

SONICWALL™

tenable  
network security

utimaco®

VERSA  
NETWORKS  
ACE Partner Program

1KOSMOS

# NETWORKING....



Note: \*\* REST OF SOUTH ASIA SPECIFIC

## ....NETWORKING

**Raritan**  
A brand of **legrand**

**legrand**  
DATA CENTER SOLUTIONS

**RUCKUS**  
COMMSCOPE

**Server  
Technology**  
A brand of **legrand**

**SIEMON**  
OEM TECHNOLOGIES

**Wavesight**

**ZYXEL**  
Your Networking Ally

**zpe**

**VERSA**  
NETWORKS  
ACE Partner Program

# UNIFIED COMMUNICATIONS & COLLABORATION



Note: \*\* REST OF SOUTH ASIA SPECIFIC

# SERVER & STORAGE



Note: \*\* REST OF SOUTH ASIA SPECIFIC

## END POINT & WORKSPACE

*acer*

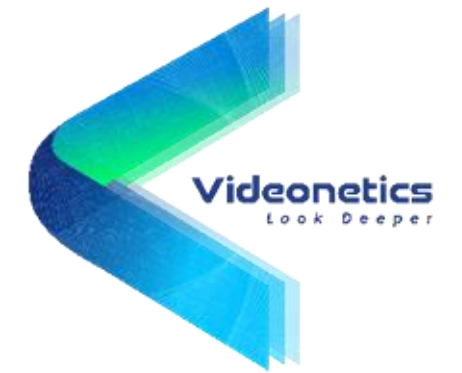
ASUS®

\*\* **DELL** Technologies

STRATEGIC POWER | **BPE**

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, 24×7/8×5 NBD
- Configuration Support, 24×7
- On-Call support
- Periodic health check

### REMOTE

- 24×7 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 |



**Atul Gaur**  
Director



**Byju Pillai**  
Group MD



**Raunak Jagasia**  
Director



**Rajiv U**



**Vijay Ajmera**  
Director



**Rajesh K**



**Vijay G**



**Anjali D**



**Santosh S**



**Umesh M**



**Kousalya N**



**Tirupati RV**



**Soumit B**



**Nancy V**



**Pradeepan V**

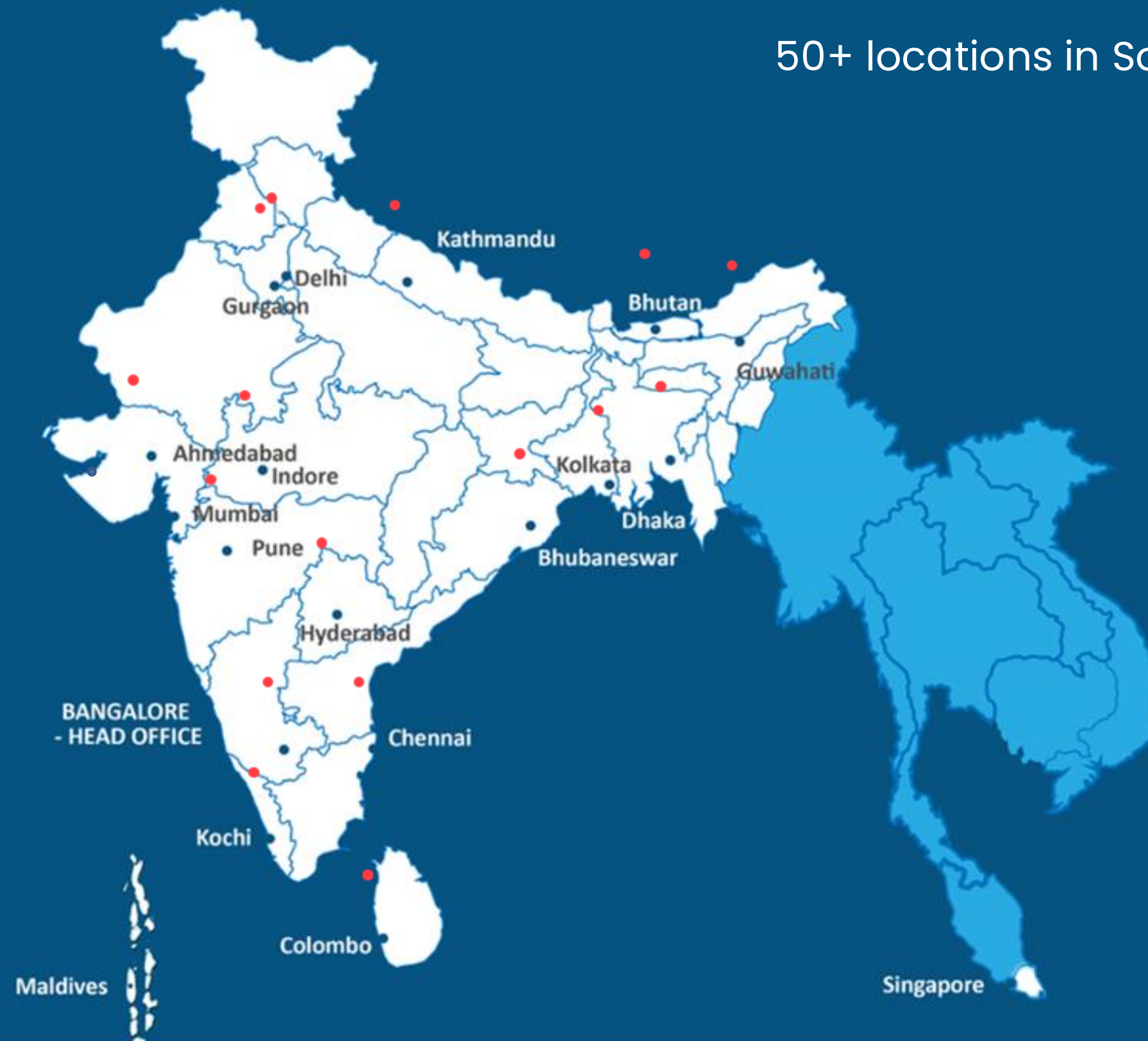


**Najeeba A**

**CORE TEAM**  
400+ MANAGEMENT YEARS

# OUR PRESENCE

50+ locations in South Asia



# ORGANIZATIONAL STRUCTURE

Group MD

## Business Units

## Functional Units

Tech BU

Cisco BU

Services BU

Technology &  
IT Support

Marketing

Enterprise  
Channels,  
India

SME  
Channels,  
India

RoSA & SEA  
Channels

GSI/GSP  
Channels

NSI/SP  
Channels

Business  
Operations

Finance

HR / Admin

Marketing

Marketing

Marketing

Business  
Coordinators

Business  
Coordinators

Business  
Coordinators

Pre-Sales

Pre-Sales

Pre & Post  
Sales

Renewal  
Specialist

Renewal  
Specialist

Business  
Managers

Group  
Business  
Managers

Business  
Managers

Biz Dev  
Managers

Biz Dev  
Managers

Product/Business  
Managers

Biz Dev  
Managers

ITS

Location Managers

\*Sales  
Operations

\*\*Channel  
Managers

Account  
Managers

\*Sales Operations

SCM

Credit  
Services

ERP

Finance

Accounts

Vendor  
Payables

Legal

Compliance

Gen HR

Recruitment

Admin

CSR

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

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

# AWARDS....



Top Distributor '25 – by Dell Technologies, Singapore



Top Distributor PSU '25– for FORCEPOINT



Distributor of the Year'25 – Skyhigh Security



India Global Partner Recognition – NEAT, Oslo



Most ADMIRER brand of the year '25 – by VARINDIA–



Distributor of the Year & Valued Partnership – by Versa Networks



Distributor of the Year '24 – Extreme Networks



THANK YOU

