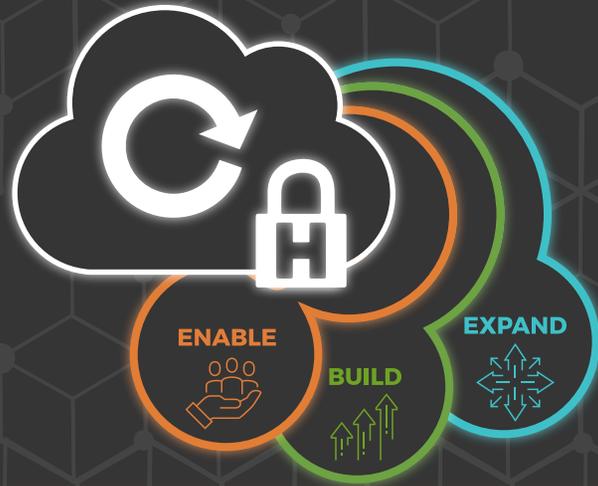




CloudHarmonics
an Ingram Micro company

VALUE ADDED SERVICES

Cloud Harmonics, an Ingram Micro company, enables our partners to build and expand their business with security-focused, cloud-forward vendors driving digital transformation. We've invested in developing tools, resources, and our team to provide our partners with everything they need to succeed.



ENABLE

Prepare your team and customers to take advantage of next-generation security technology to protect their environments from the ever-changing threat landscape.

Training Services

- Arms partners and end users with experience and confidence
- Experienced, vendor-accredited instructors with real-world experience
- Guaranteed to run classes

vSandbox Environment: Gain firsthand experience with next-generation technologies and cloud services via our proprietary platform built and maintained by Cloud Harmonics.

Operational Support: Our highly experienced sales team works as an extension of both our vendors and partners to enhance customer experience and serve as the single point of contact for operational assistance with deal registration, certifications, account mapping, and more.

StarShot Program: This exclusive enablement program will lead you step by step through sales and technical missions to rocket your business into the stars.



BUILD

Develop your business, scope out new opportunities, and win customers by leveraging our tools and resources.

Pre-Sales Services: Looking to qualify leads? Need help understanding exactly what the latest updates to technologies in your portfolio can do for your customers? Trying to anticipate what's next for your customers? Cloud Harmonics pre-sales offerings can help – giving you the tools and knowledge you need to successfully scope, bid and win.

Marketing Support: Cloud Harmonics' in-house marketing department is available to help you create effective campaigns, cook up memorable events, and turn up the heat on your marketing efforts. Let's work together to engage your end users and drive demand.

New Logo & BI Programs We're here to help build your business by providing account mapping assistance plus access to Ingram Micro's powerful business intelligence.



EXPAND

Grow your business and bolster customer stickiness by developing relationships that go beyond just a product sale.

Professional Services: Maximize your customer's investment and set them up for success with our certified experts at your side for a seamless implementation.

Authorized Support Center: We understand that maintaining security infrastructure is a top priority for any organization. When problems arise, Cloud Harmonics is there to quickly and proficiently resolve any technical support issues or challenges that may arise.

On-Time Renewals: We'll help you make sure that customers are renewing products in a timely manner to avoid confusion and hassle.

Attach / Upsell Programs: Cloud Harmonics rewards partners for attaching specific subscriptions or products.

Refresh Programs: Expand your business by scoping out customer refresh opportunities.

CONTACT US

www.cloudharmonics.com
info@cloudharmonics.com
408-498-9206



CLOUD-FORWARD
CYBERSECURITY DISTRIBUTOR