

Arrow's Core Microsoft Value-Add Differentiators



Arrow Value-Add Services/Support/Tools	Description														
Cloud Solution Bundles/Playbooks	Quick-start cloud solutions for building, selling and managing hybrid cloud solutions to get to market faster and profiting sooner.														
Capital Solutions (Financing/Leasing)	Creative and innovative financing solutions for your organization to increase sales and profits, while accelerating your cash flow.														
Arrow As-A-Service Assessments	White label assessment services including Discovery as a Service, Assessment as a Service, and Application Validation as a Service.														
ASI Microsoft Professional Services and Migration Services	Providing a robust and well-rounded support system for customers utilizing Microsoft products and solutions. Arrow SI is a Microsoft Gold Communications, Lync, and Skype for Business certified partner.														
Advanced Technical Training/Certification	Dedicated training team that will help you create and coordinate your training plan, as well as deliver Microsoft technical training and certification.														
Cloud Portal	Your one-stop shop for cloud enablement including: product/solution training, GTM partner and end-user-facing assets, as well as direct access to our award-winning support teams/tools.														
Enablement Programs	<p>Azure Activation Program: 180-day activation program that will enable strategic partners to achieve Azure success. This program includes consulting, business strategy planning, foundation training, sales/technical boot camps, supplier/solution alignment and demand generation.</p> <p>Arrow Cloud Enablement (ACE): Consulting services to assist a partner in building/accelerating a profitable and sustainable cloud services business with a complete package of custom support.</p>														
Marketing Services	<p>Marketing Leads Generation Programs – Nurture & Net New: Arrow can customize a marketing program to meet your specific business need, including professional messaging, creative digital marketing campaigns, lead generation, etc.</p> <p>Market Intelligence (Arrow Insight): Trustworthy data that will allow you to make smart decisions about future investments, how to allocate resources and where to target growth opportunities.</p>														
<p>ArrowSphere Cloud Services Market Place</p> <table border="0" data-bbox="142 1289 675 1535"> <tr> <td><i>Global reach</i></td> <td><i>Consolidated billing</i></td> </tr> <tr> <td><i>Solution builds</i></td> <td><i>Azure analytics (predictive forecasting)</i></td> </tr> <tr> <td><i>Standardized T&Cs</i></td> <td><i>End-user marketplace (ARM templates, full-feature customizable end-user platform)</i></td> </tr> <tr> <td><i>Automated credit checks</i></td> <td></td> </tr> <tr> <td><i>API integration</i></td> <td></td> </tr> <tr> <td><i>Pay-as-you go market</i></td> <td></td> </tr> <tr> <td><i>Monitoring/management</i></td> <td></td> </tr> </table>	<i>Global reach</i>	<i>Consolidated billing</i>	<i>Solution builds</i>	<i>Azure analytics (predictive forecasting)</i>	<i>Standardized T&Cs</i>	<i>End-user marketplace (ARM templates, full-feature customizable end-user platform)</i>	<i>Automated credit checks</i>		<i>API integration</i>		<i>Pay-as-you go market</i>		<i>Monitoring/management</i>		The ArrowSphere marketplace provides solutions to a rapidly expanding set of high-demand cloud services to use as a basis for your own branded cloud marketplace. Here, you can design, price, build, administer, operate, forecast and report all on one platform.
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<p>World-Class IN-HOUSE Dedicated Technical Support</p> <p><i>Pre-sales cloud solutions architecture support</i></p> <p><i>FREE 24x7 post-sales technical support with priority escalation</i></p> <p><i>On-site professional services available</i></p>	Arrow offers a varied portfolio of global support services to ensure our customers have maximum technical support. These services can be passed on to your end-customers.														
<p>Sensor-to-Sunset IoT Channel Practice</p> <p><i>Develop, engineer, manufacture, deploy, manage, recover</i></p>	Arrow's global IoT offering is designed to enable genuine digital business transformation and provide a bridge between the physical and digital that enable users in the industrial, retail, life sciences and smart cities sectors to quickly and effectively develop powerful IoT solutions.														