bluechip infotech

Synology

Why Bluechip?

- We're the only distributor that distributes the top two NAS brands.
- We stock the full range of Synology products with stock arriving on a weekly basis.

Why Synology?

- Synology provides an intuitive web-based operating systems to help you manage all your data.
- 24/7 file accessibility, cloud & file syncing and much more.
- Synology dual Lan NAS servers comes with full support on VMware, Citrix and Microsoft Hyper-V.
- Synology is among the leading NAS providers to offer support on VMware vSphere 5 with full VAAI support and Microsoft Window Server.

QNAP

Why Bluechip?

- Bluechip launched QNAP in Australia and has a long history with the backup solution.
- We stock the full range of QNAP products with stock arriving on a weekly basis.

Why QNAP?

- QNAP aims to deliver comprehensive offerings of cutting edge network attached storage and network video recorder solutions.
- Specialised NVR product range.
- Particularly strong in enterprise NAS.
- Local presales technical support.

ctera

Why Bluechip?

- We use this solution internally.
- We can offer our own Bkloud portal saving thousands in setup costs.

Why Ctera?

- CTERA uniquely combines enterprise NAS, hybrid cloud backup, endpoint file sync, sharing and data protection and data protection tools into one product. Instead of the highlighted dot point.
- Their EFSS solution is unique as it's the only solution that provides 256 bit encryption including transfers.
- All Ctera solutions can be managed by a Ctera Portal built for MPS's and end users.
- EFSS Document shredding feature.

BKloud

Why Bluechip?

- In house technical and presales support.
- Build from the ground up by Bluechip using Bluechip Cloud IaaS.

Why BKloud?

- Massive saving in setup costs.
- Easy to setup and tailored for Australian MSP's.
- Best storage on the market backed by CTERA.
- Hosted in Tier 3 Data Centre backed by Bluechip Cloud Engineers.

For more information

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/ bcitaustralia   / bluechip_it   / bluechip infotech

Helping your business grow

WHY BLUECHIP

STORAGE · SECURITY · POWER · RECOVERY · END POINT · ACCESSORY · CHANNEL PORTAL · SERVER · UTILITY · CONNECTION

- Fast response times
- Great customer service
- Dedicated solutions team (over 20 staff)
- Tier 1 Distributor (direct vendor relationships)
- Regular product training events

- Local sales support & account management
- Flexible systems, policies & management
- Offices in 5 states with warehouses in 3 states
- Dedicated account management
- Great support network including escalation path

Why Vendor?

acer	Alcatel·Lucent Enterprise	Apacer	ATEN	BKloud	BVoice	Cambium Networks
ConnectWise	continuum IT management platform	crucial by Micron	ctera	CyberPower	D-Link FOR BUSINESS	EATON
EDIMAX Pro	eG Enabling Service Excellence	epygi	hp	intel	ioSafe	LG Life's Good
ManageEngine	Microsoft	QNAP	SEAGATE	Cyberoam SOPHOS	Synology	Targus
teradici	tricerat	UNITRENDS	WD	WEBROOT Smarter Cybersecurity	XIRRUS WI-FI NETWORKS	Yealink

End User Computing

hp

Why Bluechip?

- We manage all HP smart quotes, special configurations and deal registrations for you.
- We can help manage your project with buffer stock.

Why HP?

- Number 1 PC manufacturer globally.
- Excellent pre-sale and post-sale support.
- Great rebate programs for committed partners.
- Solid build machine with great ROI.

acer

Why Bluechip?

- Over 20 years experience distributing Acer.
- ACER Elite Partner Rebate Program (For BCIT's customers only)

Why Acer?

- All customized machines are built in Australia.
- Enabling a five to seven day turn-around on hardware builds.
- Provide systems integration facilities for customers.
- Second largest Brand in the education sector.

XIRRUS WI-FI NETWORKS

Why Bluechip?

- The whole sales team is certified in Xirrus and use Xirrus in their homes.
- Can assist with site surveys, heat maps, demo gear to help you win the projects.

Why Xirrus?

- Software programmable radios give you greater use of infrastructure (deploy less AP's).
- First to bring 802.11 ac Wave 2 to market.
- Cloud Management and guest login portals are second to none.
- Ability to block, rate limit or give QOS to over 1400 applications at the edge of the network.

Cambium Networks

Why Bluechip?

- Bluechip can assist with site surveys, heat maps, and demo gear to help you win the deal.
- We offer advanced replacement warranty of the full range. (Ubiquiti is return to manufacturer at the customers cost)

Why Cambium?

- 15+ years experience in point to point solutions, formally a Motorola product.
- Better quality equipment when tested against Ubiquiti.
- 24/7 phone support with Local staff in AUS.
- Cloud Managed - single pane of glass.

Continuum IT management platform

Why Bluechip?

- We're the first and an exclusive distributor in Australia
- Monthly local currency billing
- No contract

Why Continuum?

- The only RMM solution that is software and service combined
- Allows you to scale up your workforce in an instance with over 700 certified engineers ready to work for you
- Improves your business efficiency and work life balance
- Increases your business bottom line

A Better Solution for the Backbone of your Business

Continuum RMM is much more than just remote monitoring and management software; it's a platform built for MSP growth. Unlike other platforms that are essentially software packages, Continuum RMM is a fully-managed solution that allows you to increase your team's efficiency, reduce your service delivery costs and scale your business profitably. Through a combination of proprietary software and a skilled technical workforce, Continuum offers you a level of efficiency and an opportunity to scale that's unique in the IT channel.

ConnectWise

Why Bluechip?

- We understand the MSP Model.
- Monthly local currency billing.

Why ConnectWise?

- Industry leading products (ConnectWise Automation, Labtech RMM, Quosal – quoting tool and Screen Connect)
- Built-in best practice solutions.
- ConnectWise allows you to automate everything.
- ConnectWise is the Largest MSP platform in the world with over 30 years' experience.

ManageEngine

Why Bluechip?

- Factory trained pre sales staff.
- Can provide consultancy services and we have our own support concierge service.

Why Manage Engine?

- 40+ individual solutions that can be integrated to have one pane of glass solution.
- Award winning ServiceDesk.
- Award winning Active Directory tools.
- Extensive customer base, 3 out of 5 fortune 500 companies use a ManageEngine product.

Yealink

Why Bluechip?

- We stock the full range of Yealink's IP Telephony
- We provide Yealink's Redirection and Provisioning Service (RPS)

Why Yealink?

- The global leader in unified communication solutions
- Large range of IP phones from basic to premium
- Skype for Business Certified Models
- Android Media phones with built in Wi-Fi
- High quality products at competitive pricing

BVoice

Why Bluechip?

- Simple bundle on IP Telephony designed for Bluechip IT MSP Partners.
- Latest ALE Unified Communication System for Bluechip MSP Partners.

Why BVoice?

- $1 per day per user includes handset and unlimited calls
- We're using the latest Alcatel Lucent Enterprise Cloud UC Solution for Bluechip MSP Partners
- Enterprise grade solution tailored for the SMB and SME market
- A true MSP focused model

CyberPower

Why Bluechip?

- Bluechip holds a large amount of stock covering the full CyberPower product range.
- Bluechip handles CyberPower's local warranty service/replacement.

Why CyberPower?

- Advanced replacement warranty with less than 1% failure rate.
- Number 2 UPS vendor in the USA.
- High performance - innovative and intelligent products.
- Create maximum values and profitability for customers and partners.

EATON

Why Bluechip?

- Bluechip is the largest Eaton distributor in Australia.
- We have fast-tracked dropship order processes.

Why Eaton?

- Market leader in virtualization.
- Great rewards program for partners.
- Broad product range from 550va to 100k VA.
- Second largest UPS vendor in Australia.

Cyberoam SOPHOS

Why Bluechip?

- We have technical presales in house.
- Extensive experience with security solutions.

Why Sophos/Cyberoam?

- Offers the complete security solution.
- The only Security solution that synchronises their UTM with the endpoint protection.
- Market leading endpoint protection and unified threat management solutions.
- Tier 1 vendor.

WEBROOT Smarter Cybersecurity

Why Bluechip?

- Pre & post-sales support.
- We manage your annuities: renewals for your clients.

Why Webroot?

- Voted security vendor of 2015.
- 100% cloud based anti-virus (no signature).
- Extremely strong pro-rata MSP model.
- Full system scan in under 2 minutes.