



### Questions to qualify a Wi-Fi solution?

- Do you want to provide just wireless connectivity or does the customer want to monitor, control or optimise their wireless network?
- Do you have a floorplan?
- Do you want to offer guest access?
- Do you want to block or give priority to certain applications on the network?



#### 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.



#### Why Bluechip?

- We're the largest D-Link distributor for Commercial Grade products.
- Bluechip has over 10 years relationship with D-Link Australia.

#### Why D-link?

- D-Link have local sales, presales & post-sales support in Australia & New Zealand.
- Great rewards program for SMB and VIP partners.
- Broad product range switching, wireless, routers/modem routers, powerline products, surveillance camera, home automation, NAS.
- Number 1 Modem router products in Australia.



- 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 Bluechip?

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

#### Why Alcatel-Lucent?

- One of the Best IP Telephony company's in the world.
- Latest in unified communication including an enterprise wireless offering.
- Network On Demand (Pay Per Usage) backed by ALE.
- Local Sales, Presales and Support in Australia.



#### 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.

### Why Vendor?



### Management Software Solutions



#### 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.



#### 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.

### End User Computing



#### 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.

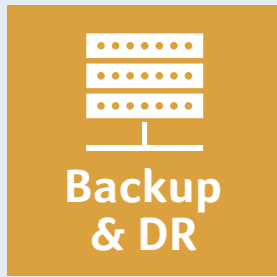


#### Why Bluechip?

- 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.



## Questions to qualify a Backup & DR solution?

- How much data are you looking to back up?
- Where do you want to back it up to?
- What type of data are you backing up? (How important is the data?)
- Is offsite backup important to you?
- Is your backup target the same as your storage target?



## Questions to qualify a Power Protection solution?

- What are you looking to protect?
- How many watts is the hardware you're protecting?
- How much runtime do you require?
- Would you like to manage your UPS remotely?
- How important is the equipment you're protecting?



### 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.

### 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.

### 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.

### 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.



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### Why Bluechip?

- We have extensive experience in providing disaster recovery solutions.
- We also distribute Synology which is the technology used in the ioSafe.

### Why ioSafe?

- ioSafe designs and builds award winning fireproof and waterproof data storage solution.
- Product is used for physical protection, hybrid cloud-based back up and disaster recovery solutions for business of all sizes, creative professionals and home users.
- World leader in disaster proof hardware.
- Powered by Synology NAS

### Why Bluechip?

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

### Why BKcloud?

- 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.



## Questions to qualify a Security solution?

- How many Endpoint/Users do you need protecting? (Endpoint Protection/Firewall)
- What type of internet connection do you currently have?
- How fast is that internet connection?
- Do you have multiple sites?
- What are you currently using - Firewall/Endpoint protection?



### Why Bluechip?

- We use this solution internally.
- We can offer our own Bkcloud 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 MSP's and end users.
- EFSS Document shredding feature.

### Why Bluechip?

- Pre & post-sales support internally.
- Strong history in designing Backup and DR solutions.

### Why Unitrends?

- Backs up both physical & virtual workloads/data.
- Offers DRaaS, Cloud and Migration tools.
- MSP Pricing available.
- Supports VMWare/Citrix/Microsoft Hypervisors.

### 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.

### 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.