



UPS

CyberPower

EATON

Why Bluechip?

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

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.



Security

Cyberoam SOPHOS

WEBROOT Smarter Cybersecurity

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.

WatchGuard

Why Bluechip?

- We provide leading brands of security solutions to the market.
- Our experience team will deliver a fast response time and competitive pricing to meet all your requirements.

Why WatchGuard?

- Enterprise grade security packaged and priced for small to medium sized organisations as well as distributed enterprise.
- Industry leading performance with all services enabled for effective protection against ransomware and other cyber security threats.
- Best in the industry, patented wireless security for automated prevention, detection and threat resolution.
- Powerful Multifactor Authentication that cost-effectively works towards doubling your security.



Call our national hotline on

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bluechip

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Why Bluechip



- 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

BLUECHIP SOLUTIONS

End User Computing



Peripherals



UPS



Storage



Security



Management



Networking



Unified Communications





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.



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?

- 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



Networking



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 have an inhouse Cisco Certified technical team to help Partners to scope projects.
- We can assist with scoping and building Built of Materials.
- Access the Cisco-Bluechip exclusive Partner Program Portal.

Why Cisco?

- Tier 1 infrastructure provider.
- Broadest portfolio of products. We can help with your technology needs, both today and tomorrow. Cisco helps your company by connecting anyone, anytime with any device now and in the future.
- Get the reliability, security, and performance you expect from an industry leader.



Why Bluechip?

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

Why ManageEngine?

- 90+ 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.



Why Bluechip?

- You'll get upgraded to our Gold Price Tier.
- Consolidation of your suppliers.
- Extra resources to help you.

Why glüh?

- Improve your procurement process via automated purchasing and inventory.
- Create quotes in 30 seconds as we'll source the information you need from your suppliers.
- We'll create you an online store for free and even manage it for you.
- We understand your pain points.



Unified Communications



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



Why Bluechip?

- BVoice is a channel-driven IP Telephony and Unified Communications Brand operated by Bluechip Infotech, powered by Alcatel-Lucent Enterprise. Collectively, we work to Quote, Sell, Provision and Manage BVoice for the SME Market in Australia, as a Service, through BVoice Partners nationally.

Why BVoice?

- The power of Enterprise Telephony through a Cloud Hosted platform to the SME Market in Australia.
- Availability of Timed and Unlimited BVoice Plans.
- Revenue from both Equipment and Services.



Why Bluechip?

- We only distribute the leading NAS brands and are well-experienced with Synology products.
- We stock the full range of up-to-date Synology products with stock arrives weekly.

Why Synology?

- Synology received the highest overall ranking in a NAS systems survey by TechTarget, outscoring HPE, NetApp, EMC, Dell, and IBM.
- Our customers include Unilever, Audi, Holiday Inn, King's College London and much more.
- Synology is one of the coolest hyperconverged products of 2017 according to CRN.
- Synology offers an intuitive web-based operating system and support on VMware, vSphere 5 with full AVVI support and Microsoft Window Server.



Storage



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.