Why Bluechip

Cybersecurity

Bitdefender — BUILT FOR RESILIENCE
CLAROTY
CYBERARK
ENTRUST
LastPass
Malwarebytes
ManageEngine
MENLO SECURITY
radware — Every second counts
SOPHOS
splunk>
uberAgent
WEBROOT by opentext
ZIMPERIUM

MSP Tools

AUGMENTT
ninjaOne
liongard
auvik
usecure
datto COMMERCE
CONNECTWISE
ITGlue

Unified Communications

Jabra GN
Yealink
8x8
commBOX
dialpad
eclipse uc
Gigaset
GoTo
poly
ribbon
Microsoft
Yeastar

Productivity

ManageEngine
Minitab
Progress
sugarcrm

PC & Peripherals

acer
ATEN
dahua TECHNOLOGY
crucial by micron
LG
Micron
Targus

Networking

Extreme networks
Cambium Networks
Allied Telesis
Tenda
IP-COM World Wide Wireless
tp-link

Storage / Backup

QNAP
SEAGATE
Synology
Western Digital
CARBONITE by opentext
UNITRENDS a Kaseya company
BCD

Industrial & Power

CyberPower
EATON
ADVANTECH
CIPHERLAB Smarter
KEYSIGHT
SIEMENS

Video Solutions

AVIGILON a Motorola Solutions Company
PELCO a Motorola Solutions Company
LTS Video Solutions for Security Professionals
digifort
tyco Exacq
tyco Illustra
tyco American Dynamics
AVA a Motorola Solutions Company

Alarms and Intercoms

alula Professional Smart Security
2N An Axis company
CAME BPT

Access Control

pdk
openpath a Motorola Solutions Company
tyco Kantech
tyco CEM Systems
tyco Software House

IoT

B+B SMARTWORX Powered by ADVANTECH
libelium

bluechip

Helping your business grow

Technology Solutions

Identity Security

CyberArk IDaaS Identity Security as a Service (SSO, Adaptive MFA, LCM)

CyberArk PAM Privileged Credential Security & Access Management

Entrust IDaaS Identity Security as a Service

Entrust HSM Key Security

Entrust SSL Identity/Code Signing

ManageEngine AD360 Integrated identity and access management solution

ManageEngine PAM360 Privileged identity management solution

Security Monitoring & SOC services

Splunk ES Security Incident & Event Management (SIEM)

Splunk SOAR Security Orchestration, Automation & Response

CyberArk PAM Privilege Activity monitoring, Privilege Threat analysis

CyberArk EPM Endpoint Privilege monitoring & application control

Entrust SSL SSL Certificate Monitoring

Keysight Security testing, attack simulation

ManageEngine Log360 Security Incident & Event Management (SIEM)

ManageEngine PAM360 Privileged Credentials Monitoring

ManageEngine Desktop Central Endpoint Security Management

Radware DDoS attack monitoring & mitigation

uberAgent Endpoint Security Analytics

Cloud Migration & Security

Splunk Cloud Infrastructure & App Observability

CyberArk CEM Cloud Credentials & Entitlements Management

CyberArk PAM Privileged Access Management of Cloud infrastructure & assetst

Entrust HSM Cloud/Container Security

Entrust Hytrust Virtual Machine Encryption, Cloud Security

ManageEngine CSP CLog management and monitoring tool for public cloud platforms

Radware Application protection in public and hybrid Cloud

IT Operations & Visibility

Splunk End to end IT Service & Infrastructure Monitoring

Progress MOVEit Enterprise File Transfer, Workflow Automation

Keysight Network Taps and Packet Brokers for improved network visibility

ManageEngine ITIL ready Service, Operations, Security Management Platform

uberAgent Endpoint user experience monitoring & trouble shooting

KEYSIGHT   **Manage**Engine   **radware**   **ZIMPERIUM**   **uberAgent**

Zero trust

> **Splunk ES** SIEM with continuous monitoring & risk scoring

> **Splunk UBA** User Behaviour Analytics

CyberArk PAM Privileged Access Security

CyberArk Access Workforce & Customer Identity Security

CyberArk EPM Endpoint Least Privilege, Application control

Keysight Support your entire security lifecycle from Network Visibility to Continuous Validation

ManageEngine Log360 Comprehensive SIEM solution along with threat intelligence, Forensic Analysis & Reporting

ManageEngine Log360 UEBA User and Entity Behavior Analytics platform to defense against cyberattacks, data breaches, and identity theft

DevSecOps

> **Splunk** Observability & Application Performance Monitoring (APM)

CyberArk Securing Application secrets and CI/CD credentials

Entrust HSM Secure code execution

Progress DataDirect Cloud/Database connectors, Restful APIs, Data Transformation

ManageEngine APM Application performance & Synthetic Transaction Monitoring

Zimperium Mobile Application development & security

Digital Transformation

> **Splunk** IT Service & Security Intelligence

CyberArk Securing Workforce, Customer Identity & Access

Progress MOVEit Automation Workflow Automation

ManageEngine ITIL Ready Service, Operations & Security Management

Radware Integrated WAF, Bot Management and API Protection

uberAgent End user Experience monitoring

Essential Eight

Application Control

Patch applications

Configure MS Office macro settings

User application hardening

Restrict administrative privileges

Patch operating systems

Multi-factor authentication

Daily backups

Electronic Security and Infrastructure (ESI)

Video Solutions

AVIGILON a Motorola Solutions Company — PELCO a Motorola Solutions Company — tyco | American Dynamics — AVA a Motorola Solutions Company

LTS Video Solutions for Security Professionals — tyco | Illustra — digifort — tyco | Exacq

Access Control

tyco | Software House — pdk — openpath a Motorola Solutions Company
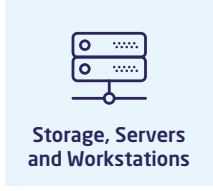
tyco | Kantech — tyco | CEM Systems

Alarms and Intercoms

alula Professional Smart Security — 2N An Axis company — CAME BPT

Storage, Servers and Workstations

QNAP — SEAGATE — acer — ATEN

Synology — Western Digital — BCD

Networking Brands

Extreme networks — Cambium Networks — Allied Telesis

IP-COM World Wide Wireless — Tenda — tp-link

Industrial Networking

ADVANTECH — Radiflow — SIEMENS
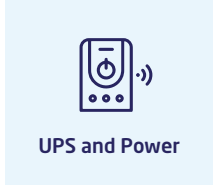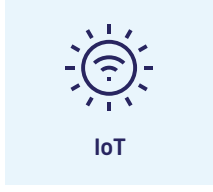
UPS and Power

EATON — CyberPower
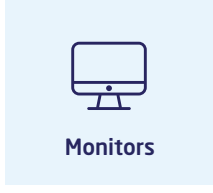
IoT

B+B SmartWorx Powered by ADVANTECH — libelium

Monitors

acer — LG — dahua TECHNOLOGY

bluechip

Bluechip Technology Solutions (TS)

tssales@bluechipit.com.au

Events

Virtual or face-to-face events that deliver condensed and effective value propositions as well as market segment and target persona information for vendor solutions.

Product and Technical Training

Designed exclusively for partner pre-sales and engineering teams, our training sessions are designed to accelerate Partner success by enabling, assisting and mobilising their technical teams.

Kickstarts

For selective vendors Kickstart services are designed to kick start a customer's journey with a technology and can include installation, configuration and skills transfer. Kickstart packages can be easily added to quotes and ensure customer expectations are met by delivering structured outcomes.

HealthChecks

Delivered by our Technical Experts on the Partners behalf and to their customers, Health Checks ensure that solutions are optimally deployed and meeting customer expectations. Health Checks also explore and identify additional customer requirements.

Professional Services

Achieving successful customer outcomes often requires a high standard of professional services throughout the entire engagement - from proof of concept to scope of works to deployment and beyond. Our Professional Services help ensure Partners deliver these outcomes consistently to their Customers.

Bluechip Electronic Security and Infrastructure (ESI)

esi@bluechipit.com.au

Design Assistance

Our Product Management and Engineering teams can assist not only with your video designs but also with networking, integration and management and analytics.

Demonstration and Enablement

We carry out Partner training sessions and end-user demonstrations to help you close more Avigilon business.

Quoting

We always aim to exceed our 4-hour quote turnaround on everything, including the most complicated designs.

Quick Credit

Credit applications processed within 2 business days of receipt of the required information.

Quick Delivery

Stocked goods ship same day provided orders are placed before 3.30 pm AEST. Non-stock items generally ship 7-10 days following receipt of order and availability from Avigilon.

Overseas Freight Options

We offer both sea and air freight options to best suit your budgets and project time-lines.

TOTALPAY® Our TOTALPAY finance product enables Partners to close deals that include combinations of software, hardware, cloud and professional services with customers with budget constraints.

SOPHOS

Why Bluechip?

- Technical pre-sales and dedicated Sophos staff.
- Sophos Distributor of the Year 2019 and 2020.
- MSP focused Distributor.

Why Sophos?

- Global Leader in End-to-End IT Security.
- Gartner Leader in both Endpoint Protection and UTM (Unified Threat Management).
- Synchronised Security – Advanced network telemetry allowing extensive visibility to every corner of the network.
- Offers a full, cloud managed network stack. One vendor – One Console.
- MSP and Termed licensing is available

ENTRUST

Why Bluechip?

- Exceptional reputation in delivering value to the cybersecurity marketplace.
- Great ecosystem of MSP and resellers with extensive coverage.
- Strong in-house team with deep cyber security skills.

Why Entrust?

- Entrust's single unified IAM portfolio delivers a number of unique differentiators that help tackle the challenges faced by businesses and their users in today's ever evolving remote work environment.
- Global Leader recognised by KuppingerCole Consumer Authentication (2019) and Enterprise Authentication (2020).
- Leader in the passwordless space for over 7+ years.
- IAM for both cloud and on-premise scenarios.

Bitdefender®

Why Bluechip?

- Exclusive distribution in ANZ.
- Highly trained & certified Bluechip presales and support team members.
- Grow business together with our partners in cybersecurity.

Why Bitdefender?

- Bitdefender protects millions of consumer, business, and government environments.
- Bitdefender Labs discovers 400 new threats each minute and validates 30 billion threat queries daily.
- Technology is licensed by more than 150 of the world's most recognised technology brands.
- Industry's most proven effective endpoint protection, detection and response solution by all major, agnostic 3rd party testing providers – AV Comparatives, AV Test, PC Mag, Forrester.
- Flexible partner model: Monthly, sell through subscriptions or both as hybrid partner.

WEBROOT® by opentext™

Why Bluechip?

- Fast Pre & post-sales support.
- We manage renewals for you.
- Long history with Webroot.

Why Webroot?

- 10+ years of machine learning innovation.
- 100% cloud based anti-virus (no signature).
- Extremely strong pro-rata MSP model.
- Full system scan in under 2 minutes.
- End point and DNS protection designed from the ground up for MSPs.

Power

CyberPower®

Why Bluechip?

- Bluechip handles CyberPower's local warranty service/replacement.
- Smart Partner Rebate Program available.
- Bluechip is the leading CyberPower Distributor in Australia.

Why CyberPower?

- Advanced replacement warranty with less than 1% failure rate.
- 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 virtualisation.
- Great rewards program for partners.
- Broad product range from 550 VA to 100k VA.
- Second largest UPS vendor in Australia.

Unified Communications

8x8

Why Bluechip?

- Master Agent and Distributor of all 8x8 solutions, giving you the flexibility to suit your business.
- Distributor of 8x8 compatible hardware – one stop shop for your UC needs.

Why 8x8?

- 9-time leader in the Gartner UCaaS Magic Quadrant.
- Single reliable cloud communications platform for your voice, video, messaging and Contact Centre requirements.
- Flexible licencing option that suits your organisation.
- One System of Intelligence, CPaaS Communications API's, and a Global Footprint.

GoTo

Why Bluechip?

- Bluechip is the FIRST Australian distribution partner for all LogMeIn SaaS products.
- We can assist with scoping and ensuring the right licensing solutions for the right environment.

Why GoTo?

- Global leading Saas products in Collaboration and Communication, Identity and Access Management and Customer Engagement Solutions.
- Local Australian sales, IT and service team to support local partners.
- Solutions that can quickly and easily deployed across PC, Mac, iPhone and Android environments.

Jabra GN

Why Bluechip?

- Fast response and market competitive pricing.
- In-house expertise - customise right solution for you.

Why Jabra?

- World leading audio vendor.
- Full range of Headsets and Speakerphones.
- Premium quality products.

Yealink

Why Bluechip?

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

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.

Yeastar

Why Bluechip?

- Direct support from Yeastar.
- Experienced internal team will deliver a fast response and market competitive pricing.
- We carry the full product range.
- Best pricing in the market.

Why Yeastar?

- A leading IP PBX vendor.
- Award-winning PBX System for SME.
- Comprehensive solutions for various verticals and scenarios.
- Trusted by channel partners worldwide.

Storage / Backup

Synology®

Why Bluechip?

- 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 offers an intuitive web-based operating system and support on WMware, vSphere 5 with full AWi 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.

CARBONITE® by opentext™

Why Bluechip?

- Pre & Post-Sales Support.
- We manage renewals for you.

Why Carbonite?

- A comprehensive data backup solution.
- Backup entire suite of MS office 365.
- A market leader in cyber resilience.
- Total endpoint protection and disaster recovery for any sized business.

ninjaOne

Why NinjaOne?

- Provides IT management software that combines monitoring, management, patching, backup, and automation functionality to improve IT service delivery.
- **Gives you full visibility into all your managed devices** – from HW and SW inventory to device performance and health.
- **Keep endpoints up-to-date**, perform routine maintenance, provide direct support, report on IT efforts, and more with one tool.
- **More efficient** - Quickest implementation periods, #1-rated ease-of-use, and low management overhead.
- **More effective** - Easily remediate common issues, automate tier 1 tasks, and support end-users with powerful IT management tools.
- **More supportive** - Get the support you deserve with NinjaRMM's #1 rated customer support, free training, and complimentary onboarding.

auvik

Why Auvik?

- Real-time network mapping & inventory.
- Gain true network visibility and control.
- Automated config backup & restore on network devices.
- Deep network traffic insights.
- Boost productivity and efficiency with Auvik integrations & API's.

usecure

Why usecure?

- Automated cyber awareness platform for MSPs.
- Phishing simulations to measure and reduce your risk.
- Rapid deployment with 100% cloud-based setup and O365 integration, setup is seamless.
- Flexible monthly billing – just pay for your monthly usage, no termed commitment required.
- Exclusive MSP portal to manage clients, control billing, activate free trials and more.

liongard

Why liongard?

- Provides MSPs with unified visibility across the stack, empowering them to standardise processes, secure systems, and scale.
- Ensures your documentation is always accurate and reliable.
- Audit Systems and get to the data you care about faster with fully customisable actionable alerts to let you track systems, users, and changes proactively.
- Built-in reports to gain insights to improve security and compliance.
- Unlock the Power of Automation and Rapidly Secure and Scale.

AUGMENTT

Why Augmentt?

- Augmentt enables MSPs to deliver cloud application security and SaaS management services. With tools for proactive prevention against cyberattacks, deeper understanding of SaaS usage and multi-tenant SaaS management become a champion of cloud IT.
- Discover lets you automatically categorize SaaS by job function and risk, then instantly classify apps according to their security, financial or productivity level of risk.
- Engage enables efficient administration and easy SaaS provisioning/de-provisioning.
- Secure gives clear insights into MFA rollout and compliance to industry-standard security policies for M365. Providing customer-facing reports to pitch security services to prospects.

ITGlue

Why IT Glue?

- Award Winning Cloud-based IT documentation solution that caters to MSPs.
- Features include checklists, relationship mapping, runbooks, document automation, asset tracking and more.
- Enterprise-Grade Security with features like SOC 2 compliance, secure password vault, access control.

Network

Productivity

Cambium Networks™

Why Bluechip?

- In-house expertise – Sales & Technical.
- Can assist with site surveys, heat maps, demo gear to help you win the projects.

Why Cambium & Xirrus?

- Free cloud hosted AP management – CnMaestro.
  - Cloud Management and guest login portals are second to none.
- Full range of indoor/Outdoor/PTP/PMP Access Points.
- Free Training resources.
  - Ability to block, rate limit or give QOS to over 1400 applications at the edge of the network.
  - Software programmable radios and High Density APs.

Extreme networks

Why Bluechip?

- Inhouse pre-sales expertise to assist in scoping & design.
- Removed complexities of deal registrations & pricing approvals.
- Local stock. Same day quote to sale cycle.

Why Extreme Networks?

- Garter Magic Quadrant leader in Networking.
- Next gen cloud driven networks.
- Visibility and Analytics that offer intelligent insights using ML and AI.

ManageEngine

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.