Why Bluechip

Cybersecurity

Bitdefender · CLAROTY
CYBERARK · ENTRUST
LastPass · ThreatDown Powered by Malwarebytes
ManageEngine · MENLO SECURITY
opentext | Cybersecurity · Progress
radware Every second counts · SOPHOS
splunk> · arcon
ZIMPERIUM · comforte
ANOMALI · onelogin by ONE IDENTITY
THREATLOCKER

MSP Tools

AUGMENTT · ninjaOne
liongard · auvik
CONNECTWISE · usecure

Unified Communications

Jabra GN · Yealink
8x8 · commBOX
Lenovo · eclipse uc
Gigaset · GoTo
poly · ribbon
Microsoft Teams · Yeastar
ZOOM

Productivity

ManageEngine · Minitab
sugarcrm · vimeo

PC & Peripherals

acer · ATEN
LG · crucial by micron
Targus · Micron

Industrial & Power

CyberPower · EATON
ADVANTECH · CIPHERLAB Smarter
SIEMENS · Getac

Networking

Extreme networks · Cambium Networks
Allied Telesis · Tenda
IP-COM World Wide Wireless · tp-link
KEYSIGHT · PacketLight NETWORKS

Storage / Backup

QNAP · Synology
BCD · UNITRENDS a Kaseya company
opentext | Cybersecurity

Video Solutions

AVIGILON · LTS Video Solutions for Security Professionals
PELCO a Motorola Solutions Company · tyco | Exacq
AVIGILON ALTA · tyco | Illustra
AVIGILON UNITY · tyco | American Dynamics
COMVISION · tp-link | VIGI

Alarms and Intercoms

alula Professional Smart Security · CAME BPT

Access Control

pdk · tyco | CEM Systems
tyco | Kantech · tyco | Software House

IoT

B+B SMARTWORX Powered by ADVANTECH · libelium

bluechip

Helping your business grow

Unified Communications

Yealink

Why Bluechip?

- We stock the full range of Yealink IP Telephony, Microsoft Teams solutions and Headsets.
- Yealink's Preferred Master Distributor in Australia.
- Yealink certified pre and post sales technical support.
- Deal Reg and competitive dealer pricing.

Why Yealink?

- A global leader in unified communication solutions.
- Large range of IP phones from basic to premium.
- Microsoft Teams and Zoom certified solutions.
- Android Media phones with built-in Wi-Fi.
- High quality products at competitive pricing.

Microsoft Teams

Why Bluechip?

- Direct Access to tier one Microsoft vendors— we make your Microsoft Teams journey seamless.
- We offer both Teams Direct Routing solutions and Microsoft Teams Room solutions.
- Professional services team that can roll-out deployments and assist with deploying MTR and Phone System requirements.

Why Microsoft Teams?

- 300 Million active Teams users— MS Teams is one of the fastest growing and most successful cloud collaborations platforms globally.
- With most businesses already invested in Office 365, Teams is a cost effective and natural fit for many business customers.
- Microsoft continues significant R&D investments on Teams, making it a positive future investment for your company's communication needs.

Jabra GN

Why Bluechip?

- With direct Jabra support and access to competitive pricing and deal registration, we can deliver on the complete value of Jabra business grade audio solutions.
- Our team can arrange demo units and have the Jabra team meet with your end user customers to assist in closing out those important deals.

Why Jabra?

- With over 150 years in Sound engineers and audio quality development Jabra (a GN Group company) has been at the forefront of sound innvation.
- Their business grade headsets holds 34.3 % of the total enterprise market share in Australia.
- Well developed, loyal customer base that only choose Jabra when refreshing headset, audio or video fleets.
- Unique security certifications that provide access to government verticals and security conscious verticals.

CommBOX

Why Bluechip?

- Experience Centres located in Sydney, Melbourne and Brisbane for Partners and their Customers.
- Dedicated team of Bluechip UC Channel Managers and Presales support.

Why CommBox?

- Wide range of Premium interactive touchscreens, commercial displays, and digital signage.
- Tailored to suit the needs of education, corporate, retail markets and defence.
- Est. 1976 Australian owned and operated.
- Screens come with 5 Year onsite warranty with local support and training.

ribbon

Why Bluechip?

- Full-service team to support customers with Bill of Materials, Renewals and Support.
- In-house marketing team available for MDF campaigns.

Why Ribbon?

- Global provider of IP Optical Networking and Secure VoIP Communications to service providers, enterprises, and critical infrastructure.
- #1 Market leader in Session Border Controllers globally
- On Prem or Cloud native secure, carrier-grade and automated services.
- 100% Channel focused with generous Partner program benefits.

8x8

Why Bluechip?

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

Why 8x8?

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

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.

SOPHOS

Why Bluechip?

- Technical pre-sales and dedicated Sophos staff.
- Sophos Distributor of the Year 2018 to 2023.
- MSP focused Distributor.

Why Sophos?

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

CYBERARK®

Why Bluechip?

- Team of trained engineers to support our partners technically around Identity & Access Management (IAM) and Endpoint Privilege Management (EPM).
- Flexible MSP offerings with monthly billing.
- Bundle offerings from Bluechip for comprehensive endpoint security and Essential Eight compliance.

Why CyberArk?

- CyberArk's Identity Security Platform enables secure access for any identity — human or machine — to any resource or environment from anywhere, using any device.
- As a leader in Privileged Access Management (PAM), CyberArk develops new innovations utilising proven methodologies to deliver award-winning customer experience.
- Centered on intelligent privilege controls, Identity Security seamlessly secures human and machine identities accessing workloads from hybrid to multi-cloud, and flexibly automates the identity lifecycle - all with a unified approach.

Bitdefender®

Why Bluechip?

- Exclusive distribution in ANZ.
- Highly trained & certified Bluechip presales and support.

Why Bitdefender?

- Bitdefender Labs discovers 400 new threats each minute and validates 30 billion threat queries daily.
- 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.

splunk>

Why Bluechip?

- Splunk Distributor for 15+ Years and an Authorised Learning Partner (ALP) in APAC.
- Dedicated Splunk Staff and strong experienced technical presales team.
- Hosted Demo environments and Partners training vouchers available.

Why Splunk?

- Gartner leader for Security Information and Event Management (SIEM) and observability solutions.
- Unified Data Platform that empowers your SecOps, ITOps and engineering teams to achieve their goals and collaborate.
- Splunk accepts any type of machine data and can use the same data for various use-cases.
- Offered as on-prem or Cloud licenses, with flexible pricing options including ingest and workload pricing.

ENTRUST

Why Bluechip?

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

Why Entrust?

- Entrust's single unified IAM portfolio delivers unique differentiators to tackle the challenges faced by businesses & users in today's modern work environment.
- Data Protection Solutions use trusted identities, applied cryptography, PKI, and other advanced security technologies to minimise cybersecurity threats.
- The Cryptographic Center of Excellence (CryptoCoE) provides tools and guidance needed to inventory and prioritise an organisation's data and cryptographic assets, and put a post-quantum plan into motion.

MENLO SECURITY

Why Bluechip?

- Bluechip is the strategic distributor of Menlo's portfolio to the Australian market.
- Strong in-house accounting, marketing, product management and technical support.

Why Menlo?

Secure: With a Zero Trust isolation technology layer that shields workers from HEAT attacks, your entire workforce is protected online.

Seamless: Results in zero limitations and interruptions for your workforce. Web browsing, email, sharing files, and private apps.

Simplified: The burnout associated with managing a multitude of endpoints, zero-day patches, and alert storms are gone.

opentext™ | Cybersecurity

Why Bluechip?

- Pre & Post-Sales Support.
- We manage renewals for you.
- Long history providing Opentext products to the channel.

Why Opentext?

- Carbonite + Webroot is now OpenText Cybersecurity.
- Market leading delivery and administration platform.
- High-efficacy products and solutions capabilities.
- Unmatched real-time, contextual threat intelligence.
- Frictionless and compliant user experience.
- Minimise business risk and uncertainty.

ThreatDown
Powered by Malwarebytes

Why Bluechip?

- Established market reputation and presence in APAC.
- Extensive ecosystem of channel partners.
- Strengthening our overall value position in the endpoint security landscape.

Why ThreatDown?

- 100% Channel Sales model.
- Lucrative Channel Programme margins, with attractive channel promotions to drive pipeline.
- Award-winning solutions, recognised by analysts (MRG Effitas, Peer Insights) and loved by customers (G2 Crowd).
- Independently recognised for 100% of malware blocked, 100% of ransomware threats prevented and 100% accuracy.
- Purpose built with simplicity for resource-constrained IT teams.

Essential 8

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

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

OpenText Migrate and Availability

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

Claroty Xlot Asset discovery & threat detection

Entrust SSL SSL Certificate Monitoring

Keysight Security testing, attack simulation

ManageEngine Log360 Security Incident & Event Management (SIEM)

ManageEngine PAM360 Privileged Credentials Monitoring

Bitdefender MDR 24x7 security monitoring, advanced attack prevention, detection and remediation, plus targeted and risk-based threat hunting by a certified team of security experts.

ThreatDown Endpoint Security

Sophos 24/7 threat monitoring, rapid response, threat elimination, forensic investigation, incident remediation, and proactive threat intelligence for comprehensive protection against cyber threats.

OpenText MDR services

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 Desktop Central Endpoint Security Management

Essential 8

Bitdefender   **opentext** | Cybersecurity   **ENTRUST**   **ThreatDown** Powered by **Malwarebytes**   **MENLO SECURITY**   **KEYSIGHT**

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

Sophos Secure remote access, granular policy controls, multi-factor authentication, endpoint visibility, and threat intelligence integration.

Menlo Security has taken a 'Zero-Trust' approach to web security and has built a platform that aims to eliminate 100% of web and email threats. Menlo Security has developed a platform that isolates all users' web browsing on a remote server.

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

Progress Chef Optimising open source

Digital Transformation

Splunk IT Service & Security Intelligence

CyberArk Securing Workforce, Customer Identity & Access

Progress MOVEit Automation Workflow Automation

Essential Eight

Application Control	🌈	🔷	>	S	B	⌄
Patch applications	🌈	>	B	⌄		
Configure MS Office macro settings	🌈	🔷	S	B	op	
User application hardening	🌈	🔷	>	〰		
Restrict administrative privileges	🌈	🔷	S			
Patch operating systems	🌈	>	B	⌄		
Multi-factor authentication	🌈	🔷	🔶			
Daily backups	op					

Network

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 Networks?

- 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?

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

Allied Telesis™

Why Bluechip?

- In-house presales resources to assist with design and scoping.
- Technical Training provided to Partners.
- Healthy stock levels of mainstream models.
- Competitively priced.

Why Allied Telesis?

- Japanese based Enterprise Networking Vendor.
- R&D based in Wellington, NZ.
- Extensive range of core & edge switching, security & wireless solutions.
- Options to have hardware assembled in Singapore.
- Strong local Sales and Presales team.

Video Solutions
Electronic Security & Infrastructure

tp-link | VIGI

Why TP-Link?

- Global leader in Wi-Fi devices, now offers surveillance technology with VIGI cameras and NVRs.
- Advanced security features are both reliable and affordable.
- The Omada platform provides seamless connections across various industries.
- One-stop-shop for enterprise security, including remote management capabilities.

AVIGILON ALTA
A Motorola Solutions Company

Why Bluechip?

- We have an extensive range of supporting Cloud technology.
- We have outstanding technical expertise to help with your deployment.
- We have an advanced experienced security team to help with your needs.

Why Avigilon Alta?

- Fully De-Centralised Security Architecture
- Take Full power of the Cloud without losing any benefits.
- Let the edge and the cloud do all the work without the need for servers at site.
- Subscription license model.

Industrial & Power

CyberPower

Why Bluechip?

- Bluechip handles CyberPower's local warranty service/replacement.
- Smart Partner Rebate Program available.
- Distributor of the year from 2020 to 2022.

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.
- Eaton Distributor of the Year 2020 and 2021.

Why Eaton?

- World-leading provider for UPS and power management software.
- Award-winning channel partner program.
- Industry leading three-year warranty with advanced replacement option and free tech phone support.
- Ongoing offers and yearly, all-inclusive adventure with Eaton Experience.

CIPHERLAB Smarter

Why Bluechip?

- In-house presales resources to do training & customer POCs.
- Sole distributor of CipherLab.
- Health stock levels across the range.

Why CipherLab?

- Taiwan-based Rugged Mobile Terminal & Barcode Scanning Manufacturer.
- Manufactured in-house, maintaining strong stock availability.
- Competes against Honeywell & Zebra at a better price point.
- Uses Zebra OEM engines to guarantee identical/better scanning performance at a better price.
- Strong in Warehousing, Logistics, Transport & Retail Verticals.

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 0365 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.

Productivity

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.

Minitab

Why Bluechip?

- We provide leading brands of solutions to the channel.
- Pre & Post-Sales Support.
- We manage renewals for you.
- Great ecosystem of MSP and resellers with extensive coverage.

Why Minitab?

- Over 50 years of experience in helping 1 million+ global companies including 85% of Fortune 500 with digital transformation initiatives.
- Minitab Solutions Analytics™ provides an ecosystem of problem-solving, data-driven solutions.
- Gartner Peer Insights "Voice of the Customer" has the highest rating among vendors for Data Integration Tools.
- Flexible licensing options that suit every organisation with around-the-clock technical support, pre, and post-sales customer success to support local partners in Australia.

vimeo

Why Vimeo?

Vimeo Enterprise is the single video solution to create, manage, and deliver stunningly powerful communications that engage customers and employees with your brand.

- Easily upload and organise your videos into a stunning video hub.
- Simple video creation and editing tools
- Browser-based event production tools make hosting stunning, engaging live events and webinars simple.
- Publish to social with seamless, native viewing experiences across channels.
- Video hosting and management with a secure and searchable video library.
- Video security and control with SSO, SCIM, permissions, and SLAs.

Electronic Security and Infrastructure (ESI)

Video Solutions

AVIGILON™ | AVIGILON ALTA | AVIGILON UNITY | COMVISION® | PELCO

LTS Video Solutions for Security Professionals | tyco | American Dynamics | tyco | Illustra | tyco | Exacq | tp-link | VIGI

Access Control

tyco | Software House | pdk

tyco | Kantech | tyco | CEM Systems

Alarms and Intercoms

alula Professional Smart Security | CAME BPT

Storage, Servers and Workstations

QNAP | acer | ATEN

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UPS and Power

EATON | CyberPower

IoT

B+B SmartWorx Powered by ADVANTECH | libelium

Monitors

acer | LG | commBOX

bluechip

Contact your Bluechip Infotech representative

esi@bluechipit.com.au   1300 72 74 74   www.bluechipit.com.au

Bluechip Value Added Services

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.

Health Checks

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.

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 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. Non-stock items generally ship 7-10 days following receipt of order and availability.

Overseas Freight Options

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

BidFin

Our Bidfin partnership enables partners to close deals that include combinations of software, hardware, cloud and professional services with customers with budget constraints or looking for OPEX outlay rather than CAPEX.