

Why Bluechip



Cybersecurity

SOPHOS

splunk>

ManageEngine

THREATLOCKER

ANOMALI

Bitdefender

CORO

ENTRUST

eset

LastPass

miniOrange

NORD SECURITY

ONE IDENTITY
by Quest

opentext
Cybersecurity

Progress

radware
Every second counts

SENDMARC

ThreatDown
Powered by Malwarebytes

SECTIGO



Productivity

ManageEngine

sugarcrm

Exclaimer

vimeo

ninjaOne

GoTo



MSP Tools

AUGMENTT

Auvik

liongard

usecure

CONNECTWISE

nodeware
Built by M Cyberlabs



Unified Communications

Yealink

commBOX

zoom

neat.

Gigaset

GoTo

8x8

ribbon

Yeastar

Jabra GN

Unilumin

Insta360



PC & Peripherals

acer

ATEN

micron

Targus

hp

alhua
TECHNOLOGY

Lexar

ADATA

Extreme
networks

Cambium Networks

Allied Telesis

Tenda

tp-link

KEYSIGHT

PacketLight
NETWORKS

Ruijie | Reyee



Power

CyberPower

EATON

ADVANTECH

SIEMENS



Storage / Backup

QNAP

Synology

BCD

opentext
Cybersecurity



Mobility

Getac

CIPHER LAB
Smarter

42GEARS



Electronic Security

AVIGILON

tyco

Verkada

VIGI
by tp-link

alula
Professional Smart Security

CAME BPT



IoT

B:B SMARTWORX
Powered by ADVANTECH

libelium

EDIMAX

Last revised 13 April 2026



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.

Zoom

Why Bluechip?

- Master Agent and Wholesale distributor of all Zoom solutions, giving you the flexibility to suit your business
- Distributor of Zoom compatible hardware – one stop shop for all your UC needs.
- Turnkey solution for UCaaS and CCaaS ecosystems.

Why Zoom?

- Zoom brings communication, employee engagement, spaces, and productivity together on a single platform with AI capabilities woven throughout.
- Zoom AI Companion included at no additional cost for eligible paid plans.
- A single platform integrated seamlessly for a unified experience.
- Easy to set up, use, and manage — It just works.

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.

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 innovation.
- 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.

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.

neat.

Why Bluechip?

- Value-added Neat distributor with a fully trained national Pre-sales team
- Neat Experience Centres in Sydney, Melbourne, Brisbane & Perth and 3 fully stocked warehouses across Australia ensuring quick and efficient delivery

Why Neat?

- Simplistic design removes complexity creating more reliable, easier to use and effortless to manage solutions.
- A complete portfolio covering small, medium and large meeting rooms, multiple immersive touch screen mobile Boards and personal devices that can also be used in hot desking or lobby environments.
- Advanced video hardware solutions support both Zoom & Teams providing users a high quality native experience.
- Artificial Intelligence (AI) is a game-changer in the video conferencing domain, and Neat is at the cutting edge leading innovation.
- Award winning design - a dozen Red Dot Awards and counting

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.

GoTo

Why Bluechip?

- First Australian distribution partner for GoTo's SaaS solutions.
- Assistance with scoping and ensuring the right licensing solutions for the right environment..

Why GoTo?

- Full portfolio across collaboration and IT support.
- Continuous innovation with new AI-driven features, omnichannel engagement, and seamless integrations.
- Local Australian sales, technical, and service teams to support partners.
- Solutions that can be quickly and easily deployed across PC, Mac, iOS, and Android environments. to support partners.

UC Experience Centres

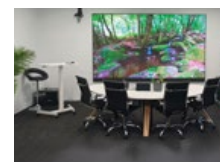
Five centres across Australia & New Zealand (Sydney, Melbourne, Brisbane, Perth, Auckland) for hands-on demos with partners and end customers.



Silverwater Office



Port Melbourne Office



Perth Office



Brisbane Office

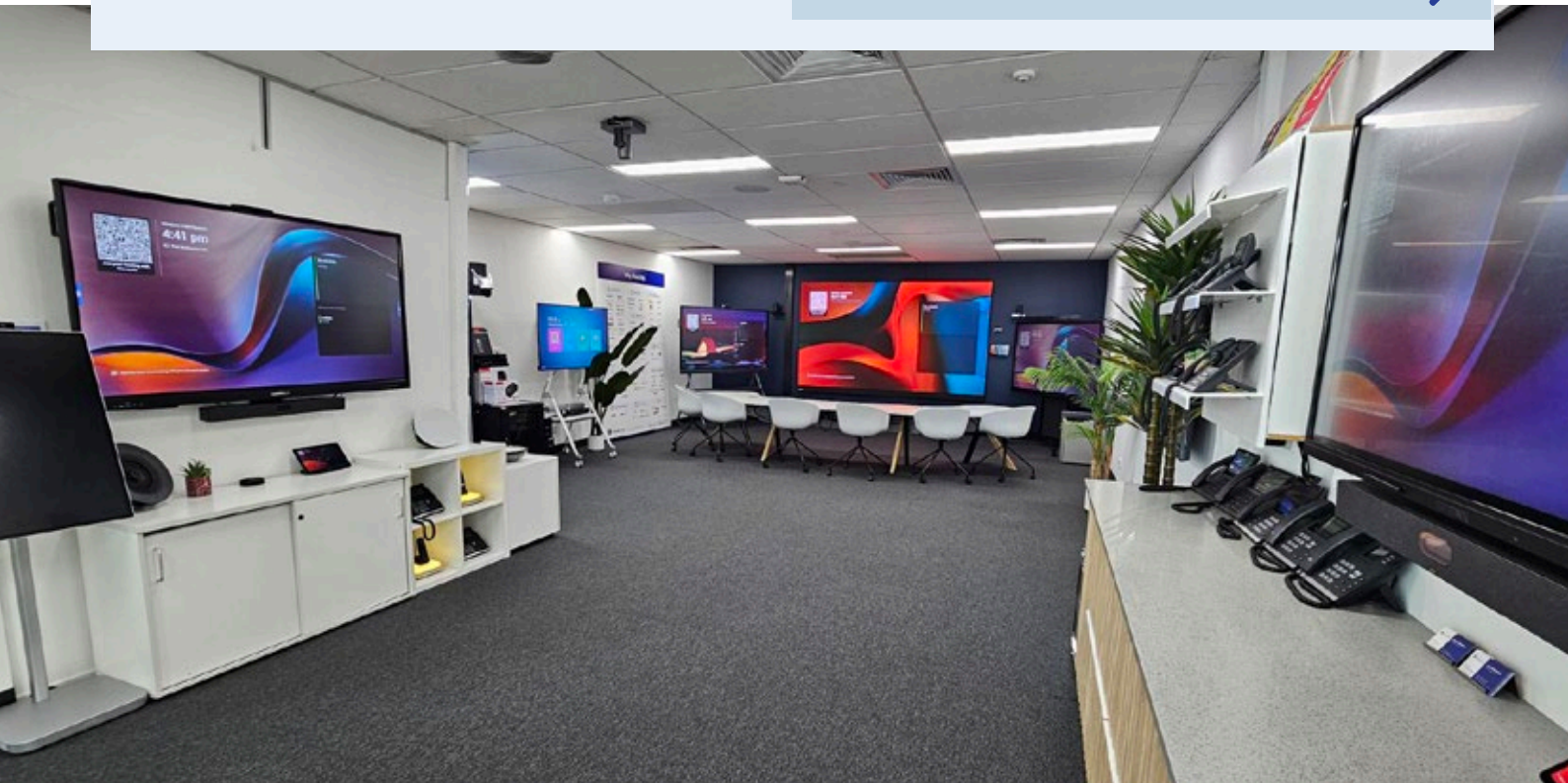


Bluechip UC Professional Services

Bluechip Infotech offers more than just hardware endpoints

- ✓ Site Survey (Accurate quoting)
- ✓ Room Automation
- ✓ Design and Implementation
- ✓ Electrical wiring and Data Cabling
- ✓ Mounting of all hardware sold by Bluechip
- ✓ Drop ship services
- ✓ Device Training and Configuration

More on our UC Professional Services [→](#)



UC Solution Matrix

	Yealink	commBOX	zoom	neat.	GoTo	ribbon	Yeastar	Jabra GN	poly	Insta360	Unilumin
MTR Turnkey Solution	✓			✓						✓	
Interactive Display		✓		✓							
Meeting Display	✓	✓									
LED		✓									✓
Headsets	✓							✓	✓		
UCaaS Platform			✓		✓		✓				
CCaaS Platform			✓		✓		✓				
BYO Carrier			✓			✓	✓				



Why Bluechip?

- Technical pre-sales and dedicated Sophos staff.
- Sophos Distributor of the Year 2018 to 2024.
- 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.

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.



Why Bluechip?

- Strong in-house accounting, marketing and product management support
- Inhouse pre-sales expertise

Why ThreatLocker?

- ThreatLocker employs a zero-trust approach, which means it doesn't trust any application or process by default. This helps in preventing the misuse of trusted and untrusted software
- Provides scalable enterprise-grade allowlisting, Ringfencing™, and network control solutions without significant management overhead. This makes it easier to manage and deploy compared to traditional solutions.
- Helps organizations achieve compliance with NIST, HIPAA, CIS, PCI, and other regulations

Why Bluechip?

- Exclusive distributor for Australia & NZ.
- Presales and architecture support.
- Bespoke solutions for your customers' identity roadmap.

Why miniOrange?

- Focused in Identity and Access management covering a wide variety of use cases.
- On-premises, SaaS and hybrid deployments with local datacentre.
- Flexible pricing with no minimum seat count
- Highly customizable taking each customer's use case into consideration.
- Plugins for legacy apps, systems, databases & API integrations.
- 'MFA over everything' product capability.
- 'Scale as you go' licensing model fits project ramp-up.



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.

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.

Why LastPass?

- **Password Storage:** Securely stores your passwords in an encrypted vault, so you don't have to remember them all.
- **Auto-Fill:** Automatically fill in your login credentials on websites and apps, saving you time.
- **Password Generator:** Generates strong, unique passwords for your accounts, helping to prevent hacking.
- **Multi-Device Sync:** Your passwords and information sync across all your devices, ensuring access wherever you are.
- **Secure Sharing:** Securely share passwords and notes with trusted contacts.
- **Two-Factor Authentication:** Additional security layers with two-factor authentication options.
- **Security Dashboard:** Monitor and improve your password strength and security with a security dashboard.
- **Dark Web Monitoring:** Monitor the dark web for potential breaches involving your personal information.



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.

Why Bluechip?

- Exclusive distributor for Australia & NZ.
- Presales and demo support.
- Sales and revenue generation support for our MSP & resell partners.

Why Sendmarc?

- Leading DMARC management platform.
- Secure your customers' domain against email impersonation, phishing, and spoofing with automated, and powerful DMARC, DKIM, and SPF control.
- Enables you to manage any number of domains and protect them from abuse and from receiving fake emails.
- Free tools and assistance in building a profitable DMARC MSP business.
- Multi-tenanted & co-branded platform with DMARC training, certification and enablement.



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.

Why Coro?

- Unified cybersecurity platform built for SMBs and mid-market businesses.
- Protects across email, cloud apps, endpoint, and network with a single solution.
- AI-driven threat detection that eliminates complexity and reduces alert fatigue.
- Easy to deploy and scale — no need for large in-house security teams.
- Automated remediation minimizes downtime and keeps businesses productive.
- Cost-effective, predictable pricing tailored to growing organisations.



Productivity



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?

- Exclusive distributor for Australia.
- Demo and product support.
- Resell GTM & pipeline building support for our partners.

Why NinjaOne?

- Focused SaaS vendor in the endpoint & patch management space with local datacentre.
- Simple licensing structure with add-ons to suit additional use cases.
- Fast to deploy, easy to learn, easy to use.
- Free & unlimited – onboarding, training, support.
- Monitor, support, patch, and control your endpoints regardless of operating system from smartphones to servers.
- Improve zero-days and problem patch management with granular control backed by CVE/CVSS alerts and scores.

Why Exclaimer ?

Exclaimer is a global leader in email signature management, trusted by 70,000+ organizations







Key Benefits:


- Centralised Control: Manage signatures for all users across Microsoft 365, Google Workspace, and Exchange from a single web portal.
- Brand Consistency: Ensure every email reflects your brand identity—logos, banners, disclaimers, and contact details—regardless of device or location.
- Marketing Enablement: Turn email signatures into a marketing channel with dynamic banners and campaign targeting.
- Compliance & Security: Automatically apply legal disclaimers and meet regulatory requirements with secure, certified infrastructure.
- Seamless Integration: Syncs with Active Directory and other data sources to auto-populate user details and reduce errors.
- Role-Based Access: Empower marketing and legal teams to update content without compromising IT control.

Enterprise Solutions

Why Choose Bluechip for Enterprise Solutions

Bluechip Enterprise specialises in customised cybersecurity solutions for the enterprise sector, working closely with leading vendors to provide resellers with the essential tools, guidance, and expertise. The mission is to streamline the onboarding experience and support reseller success, making advanced security solutions more attainable and impactful for their customers.

	<p>Compliance & Data Security Protect your data and ensure compliance with privacy regulations while securing against breaches.</p>
	<p>Identity and Privilege Management Control access, prevent unauthorized activity, and secure user identities across your business.</p>
	<p>IT Management Simplify IT operations with tools to monitor, maintain, and optimize your infrastructure.</p>
	<p>ITSM and Observability Streamline workflows, resolve issues quickly, and gain insights to improve system performance.</p>
	<p>Threat Intelligence Detect and mitigate cyber threats with advanced monitoring and actionable insights.</p>
	<p>Web Browser Security Secure online activities by blocking malicious sites, phishing, and data leaks.</p>

[More on Bluechip Enterprise Solutions](#) 

Bluechip Service and Support

Demo Showcase

Gives resellers the tools and messaging to sell our solutions with confidence.

Sales Enablement

Gives resellers the tools and messaging to sell our solutions with confidence.

Partner Onboard

Onboards resellers with training, resources, and support to start selling confidently.

Marketing Support

Supports resellers with co-branded assets and campaigns to boost visibility and drive demand.

Event Collaboration

Drives awareness through partner-led events with full planning and content support.

MSP Solutions

Assist MSP's with tools, training, and vendor-backed activities to expand services and grow recurring revenue.

Professional Services

Access to consultancy, technical expertise, and implementation support to deliver successful outcomes for customers.

Depth of Security



























With a wide range of vendors we can assist with all aspects of cybersecurity from Network, Endpoint, Cloud & Data Security to Zero Trust, Compliance and Incident Response.

























Partnering on Your Essential Eight Journey

Bluechip works hand-in-hand with you to create a tailored roadmap for Essential Eight maturity. To make getting started simple, we provide training, resources, and ongoing support at every step. Scan the QR code to complete a short questionnaire — and we'll begin helping you plan and deliver your Essential Eight strategy with confidence.




Mitigation strategies to prevent malware delivery and execution

	<p>Application Control     </p> <p>Restricting which applications can run on your systems helps prevent the execution of malicious software.</p>
	<p>Microsoft Office Macro Setting     </p> <p>Configuring Microsoft Office macros to restrict their use, especially from external sources, helps prevent malicious code from running.</p>
	<p>Application Patching       </p> <p>Regularly updating software with the latest security patches closes vulnerabilities that attacker might exploit.</p>
	<p>User Application Hardening     </p> <p>Ensuring that web browsers and other user applications are configured with security best practices limits their attack surface.</p>

Mitigation strategies to limit the extent of cyber security incidents

	<p>Restrict Administrative Privileges       </p> <p>Limiting administrator privileges to only those who need them reduces the potential damage from a compromised account.</p>
	<p>Multi-Factor Authentication      </p> <p>Requiring more than just a password for login, like a code from your phone, adds an extra layer of security</p>
	<p>Operating System Patching      </p> <p>Applying security patches to your operating systems, just like applications, closes vulnerabilities.</p>

Mitigation strategies to recover data & system availability

	<p>Regular Backups  </p> <p>Regularly backing up your data and systems allows for quick recovery in case of a successful attack or data loss.</p>
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<p>THREATLOCKER</p> 	<p>ninjaOne</p> 	<p>miniGrange</p> 	<p>SOPHOS</p> 	<p>ManageEngine</p> 	<p>nodeware</p> 
<p>Progress</p> 	<p>ONE IDENTITY <small>by Quest</small></p> 	<p>Bitdefender</p> 	<p>ENTRUST</p> 	<p>LastPass</p> 	



Network



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.



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.



Why Bluechip?

- Extensive experience in networking, infrastructure deployment, and CCTV knowledge from working with the most advanced systems.
- Pre-sales guidance, design assistance, and post-sales technical support to ensure your Omada projects are delivered seamlessly and with confidence.
- Wide network of Account managers and PMs who can help with your design. From homes to large commercial buildings we have you covered.

Why Omada/VIGI?

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



Power



Why Bluechip?

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

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.



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.



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.



Storage / Backup



Why Bluechip?

- We stock the full range of up-to-date Synology products with stock arrives weekly.

Why Synology?

- Received the highest overall ranking in a NAS systems survey by TechTarget, outscoring HPE, NetApp, EMC, Dell, and IBM.
- Customers include Unilever, Audi, Holiday Inn, King's College London and more.
- Offers an intuitive web-based operating system and support on VMware, vSphere 5 with full AWi support and Microsoft Window Server.



Why Bluechip?

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

Why 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.



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.

Why Bluechip?

- Local experience centres in each major city
- Sales champions in each state

Why Verkada?

- Take Full power of the Cloud without losing any benefits.
- Enterprise security that's simple to manage
- AI-powered search for instant insights & alerts



MSP Tools Productivity, Documentation, Automation, Network & Security



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 & APIs.



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.



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.



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.

Electronic Security and Infrastructure (ESI)



Video Solutions

AVIGILON™

VIGI
by tp-link

Verkada

tyco | American Dynamics

tyco | Illustra

tyco | Exacq



Access Control

tyco | Software House

opdk™

AVIGILON ALTA

tyco | Kantech

tyco | CEM Systems



Alarms and Intercoms

alula™
Professional Smart Security

CAME † BPT



Storage, Servers and Workstations

QNAP

acer

ATEN

Synology®

BCD™



Networking Brands

Extreme networks

Cambium Networks™

Allied Telesis™

Tenda

tp-link

Ruijie | Reyec



Industrial Networking

ADVANTECH

SIEMENS



UPS and Power

EATON

CyberPower



IoT

B+B SMARTWORX
Powered by ADVANTECH

libelium

EDIMAX



Monitors

acer

commBOX

hp

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.



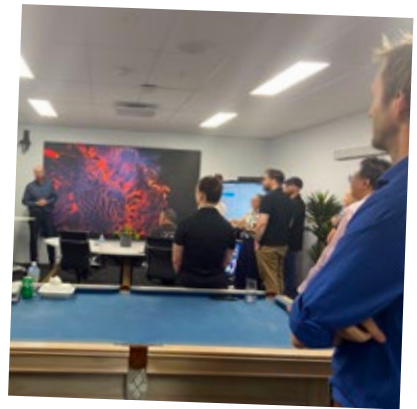
Overseas Freight Options

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

Book a session at your local Bluechip IT

Experience Centre

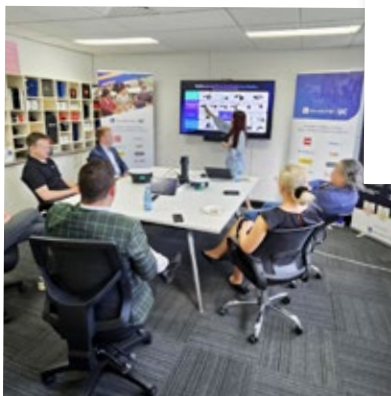
We have experience centres set up for our partners across Australia, to let you have a touch and feel demo in person of our vendor solutions. We welcome you and your customers to use our centres to get comfortable and familiar with all our solutions.



Perth
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Port Melbourne
Suite P1A, 263-329 Lorimer Street,
Port Melbourne, VIC 3207



Brisbane
45 Amelia Street, Fortitude Valley, QLD 4006



Sydney
97 Derby Street, Silverwater NSW 2128

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 www.bluechipit.com.au/solutions/unified-communications/