



# solutionslab

## Learn it. Design it. Test it. Demo it. Sell it

### DESIGN IT

So, you have a customer with a particularly complicated scenario. He's got multiple platforms installed and, of course, is not thrilled about the idea of additional integration and downtime.

He wants to consolidate, but also needs additional storage and greater performance. Seem a bit overwhelming?

Here's what you do. You get together with our Solutions Lab specialists, lay out the parameters, and design the system that should work. Then, in the back of your mind, you hear your customer saying, "Yeah, should work."

### TEST IT

Let's put it together and try it. We have all the hardware and software you need right in our centers. We have certified techs to help you put a proof-of-concept together—and they have an unusual depth of understanding and expertise because they are hands on, literally, every day.

There's no pressure from us to use any particular brand or product. We have one of the most extensive line card in the industry.

We just want you to be able to assemble the best of the best to create a tested and proven solution that solves your customer's unique problems.

So, now when you present a solution, you won't just know it should work, you'll know it does work.

### DEMO IT

Once you have tested a solution for a customer, we will help you set up a demonstration. When it's up and running, you bring in your customer or connect via Arrow's remote access tool and you host the demonstration. This is how you can guide your customer through the solution design and show them exactly what they are getting. Not

just as a conceptual drawing—but hands on! We help you set it up and then we stand by in the background. Because it's your time to shine.

After all, it's your customer and your solution. You should get more than the sale. You should get the credit.

### SELL IT

For several of our partners, our Solutions Lab have become an integral part of the sales process. They have incorporated our additional resources and specific expertise into their own sales teams. They use our centers for everything from intriguing customers with a new approach, to educating them with in-depth demonstrations of complete and proven solutions. And, best of all, when partners use our Solutions Lab, it leads directly to real results—sales success, revenue growth, and satisfied customers.

### FROM ANYWHERE

Arrow's remote access tool connects you to the labs from virtually anywhere you can launch a browser. It gives you a convenient, cost-effective way to get remote access to a real-time, interactive, visual environment with integrated data and audio web conferencing. Using our tool, you have virtual remote access our Solution Labs for everything from training, development and proof of concept, to testing, validation and demos. All totally secure, of course.

Access the Arrow ECS Solutions Lab through the Arrow ECS Partner Portal at <http://ecs.arrow.com>.

For more information, contact your Arrow ECS field representative, or email [arrowecs\\_info@arrow.com](mailto:arrowecs_info@arrow.com).