



ARROW ENTERPRISE COMPUTING SOLUTIONS

Arrow FusionSM Professional Services

Security Consulting Services

Information security is far more than putting products on the network. A true security practice provides an end-customer with the expertise, methodologies, certification, tools and experience to clearly assess the state of their security posture, provide remediation recommendations to identified issues, and an ongoing security management plan that evolves with new threats. Whether your customers need to comply with security regulations like HIPAA, GLBA, SOX or HSPD-12 or adhere to a security information standard like ISO 17799, the Arrow Fusion security services team has the certified personnel and best of breed technology to get job done right.

Partnering with Arrow Fusion positions your organization to profit throughout your customer's security lifecycle — without having to risk the investment in capital or new staff to locate the "sweet spot." We help you select the right combination of services, so you can deliver a complete solution to your customer.

Security Consulting Services:

- Security Risk Assessment
- Vulnerability Assessment
- Application Assessment
- Web Assessment
- Penetration Testing/Ethical Hacking
- Regulatory Compliance
- Physical Security Assessment
- Policy Assessment/Design/Creation
- Forensics
- Incident Response
- Wireless Security Assessment
- Security Training
- Custom Security Engagements

These services allow you to:

- Reduce the time and cost of researching and qualifying security products and services.
- Leverage Arrow Fusion resources and expertise until in-house resources and expertise can be developed.
- Introduce comprehensive security management programs to your customers.
- Create a new line of business and revenue stream.

Security Consulting Methodology:

Information security is a lifecycle process. Our security experts use a methodology that requires continuous assessment, remediation, and management of the people, processes, and infrastructure. Maintain an organization's security posture throughout its entire lifecycle.



Our security consulting offerings are backed by our extensive knowledge of industry and regulatory standards, and developed with industry standard tools. Additionally, our security consultants maintain the highest levels of certification available in the industry today.

Regulatory Compliance:

Arrow Fusion understands the security mandates that must be followed in regulated organizations, such as: healthcare, finance, and public corporations. For companies that must comply with HIPAA, PCI, GLBA, SOX and other security regulations, we offer comprehensive gap analysis and remediation assistance with our regulatory compliance assessment services. These services enable you to stay up to date and address customer business problems resulting from the ever-changing landscape of the Regulatory Compliance Act.

Security Consulting Services

Whether you are focusing on growing your business, entering new markets, building your pipeline, or closing more opportunities, Arrow Fusion professional services provides the necessary tools, resources, and support to accelerate your efforts and ensure your success.

SERVICE	NEED	SOLUTION
Consulting Services <ul style="list-style-type: none"> Vendor / Industry-certified experts Specializing in Data Center, Storage, Servers, Security, and Software Assessment, Design, Planning, Migration, Implementation Project Management 	VARs that need to grow their business faster than the market and faster than the competition but lack the technical staff and/or resources to address all of their clients needs.	We act as an extension to a VAR's services team providing rapid scalability and expertise needed to address virtually any professional services opportunity. Our Subject Matter Experts (SMEs) can help deliver product and services solutions that fill the critical business needs of our reseller's clients.
Education Services <ul style="list-style-type: none"> Vendor authorized training Open enrollment, Private / VAR-hosted, Online Microsoft, VMware, Novell, Blue Coat, Fortinet, SonicWALL 	VARs that need to gain engineering certifications or capture additional revenue and profit by training their clients on new technology.	We provide Vendor authorized training as a turnkey service to VARs and their clients. We enable the VAR to expand their vendor/ product portfolio through increased engineering certifications and to enable the VAR's clients to maximize their technology investments.
Support Services <ul style="list-style-type: none"> 24x7 telephone-based help desk OneCall incident-based support Elite / Managed support Multi-vendor / Multi-product Desktop Support 	VARs that need to improve their ability to provide technical support after the sale but have limited resources to build or expand their own help desk.	We enable VARs to offer a wide range of post-sales technical support services to their clients allowing them to build and strengthen long-term relationships.
Cloud Services <ul style="list-style-type: none"> Remote Monitoring and Management/ IT as a Service Infrastructure as a Service Security and Software as a Service (SaaS) Business Continuity and Disaster Recovery 	VARs that need to offer their clients alternative solutions while building or expanding a monthly recurring revenue stream.	By acting as a managed services aggregator, we streamline and accelerate the selection, engagement, integration, and management process for VARs building or expanding their managed services portfolio.

CREDENTIALS/EXPERIENCE:

When you contract with us, you can be confident of the high level of knowledge and expertise you are extending to your client's projects. Staffed with experts on multiple products and technologies, each member of our professional services team has years of real-world experience, ensuring your client's project will be a success in any environment.

PROFESSIONAL SERVICES ENGAGEMENT PROCESS

We make it easy to partner with us giving you access to our broad portfolio of professional services. Leverage our complete turnkey solutions including presales support, available project planning and management, and the technical expertise to ensure the job is done right from start to finish. All you have to do is contact your Arrow ECS sales representative and we'll do the rest.

COMPETITIVE DIFFERENTIATORS

- Arrow Fusion will NEVER compete against our VARs for their client's business.
- Pre-determined deliverables, timelines, and costs are based on a Statement of Work (SOW).
- "No strings attached": VAR has the flexibility to decide when and how to combine additional products, solutions, or services with each project.
- Streamlined yet flexible engagement model accelerates the sales cycle while preserving your client relationships.
- Available project management resources ensure each engagement goes as smoothly as possible.
- One-stop-shopping: Our engineers and consultants are experts in multiple products and technologies and can leverage our extensive line card for solution recommendations.

For more information, contact Arrow FusionSM professional services at 877.558.6677 or visit http://ecs.arrow.com/services/professional_services.html