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 Arrow's Solutions Lab specialists, lay out the parameters, and design the system that should work. Once it's put together, it's time to try it out.

Test It

Arrow has all the hardware and software you need right in our Denver and Atlanta Lab locations. And we have certified technicians who will help you put a proof-of-concept together using their depth of understanding and expertise honed from being hands-on, literally every day.

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

We 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.

And after working with Arrow, you won't just know your solution should work, you'll know it does work.

Demo It

Once you have tested a solution for your customer, Arrow will help you set up a demonstration. When it's up and running, you will bring in your customer or connect to the Lab via Arrow's remote access tool.

You will then host the demonstration and 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 will help you set it up and then 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 Labs have become an integral part of the sales process. They have incorporated our additional resources and expertise into their own sales teams. They use our labs 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.

Access the Arrow ECS Solutions Lab through the MyArrow Partner Portal at ecs.arrow.com or contact your Arrow ECS sales representative for more information.

From Anywhere

Additionally, Arrow's remote access tool connects you to the Solutions 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.

You will also have full virtual access to training, development, proof-of-concept, testing, validation, and demos. All totally secure, of course.

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