



SYNNEX  
**COLLABSo/v**<sup>TM</sup>

SEAMLESS, INTEGRATED SOLUTIONS FOR COLLABORATION

[LEARN MORE](#)

THE OPPORTUNITY

VALUE-ADDED SERVICES

SUPPORT + RESOURCES

CONTACT US

**GROW YOUR BUSINESS BY HELPING YOUR CUSTOMERS IMPROVE THE PRODUCTIVITY OF THEIR “ANYWHERE” WORKFORCE**

Collaboration today is about supporting the needs of meeting participants that are both more dispersed and more likely to use multiple devices and platforms to collaborate. SYNNEX COLLABSo/v combines the collaboration and unified communications and collaboration (UCC) solutions your customers need with a full suite of technical training, pre- and post-sales support, bundled solutions, and added service offerings. For more details, email [collabsolv@synnex.com](mailto:collabsolv@synnex.com).

ENTERPRISE  
COMMUNICATIONS

TEAM  
COLLABORATION

VIDEO  
COLLABORATION

## THE OPPORTUNITY

TEAM COLLABORATION

VIDEO COLLABORATION

BUNDLED SOLUTIONS

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## ENTERPRISE COMMUNICATONS

In the enterprise space, more employees than ever work remotely. So how do you give these “anywhere” workers the solutions they need? By providing the most efficient new-gen solutions to equip home offices, conference rooms, huddle spaces, shared workspaces, and more.

Click the logo below to see examples from our highlighted vendor.



**WE OFFER  
ENTERPRISE  
COLLABORATION  
SOLUTIONS FOR**

**Voice  
communications**

**Customer contact  
centers**

**Education &  
healthcare  
facilities**

**Users choice of  
devices**

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## TEAM COLLABORATION

New-gen collaboration tools enable teams to work with unprecedented speed and efficiency. However, it works best when enabled with the right combination of network, application, and hardware platforms. Many meetings involve multiple participants, both in-person and remote, and everyone needs the ability to share documents and presentations easily and securely. Help your customers design the right team-focused solutions to create better collaboration with real-time updates, video streaming, and touch-point displays.

Click the logos below to see examples from our highlighted vendors.

**Lenovo**<sup>TM</sup>

**SHARP**<sup>®</sup>

**WE OFFER TEAM  
COLLABORATION  
SOLUTIONS FOR**

**Personal  
productivity**

**Group productivity**

**Collaboration  
rooms**

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## VIDEO COLLABORATION

Even with the rise of desktop and smartphone applications, the best-run and most successful companies leverage bring your own device (BYOD) solutions with robust video tools. By drawing on the best new interactive large screen video displays, auto tracking cameras, and intelligent microphones, collaboration spaces are now also information and productivity centers.

Click the logo below to see examples from our highlighted vendor.

The Lenovo logo, consisting of the word "Lenovo" in white text on a red rectangular background.

## WE OFFER VIDEO COLLABORATION SOLUTIONS FOR

**Personal spaces**

**Huddle spaces**

**Conference spaces**

**Boardrooms**

**Active learning environments**

**Presentation rooms**

**Auditoriums**

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## BUNDLED SOLUTIONS DELIVER THE WHOLE SOLUTION

SYNNEX COLLABSo/v brings together a full vendor ecosystem of AV, IT, UC, network security, mobility, and meeting platform technologies to provide an all-encompassing solution. Made up of leading-edge products from industry-leading vendors, our exclusive and specialized bundled offerings prove the old maxim: the whole (solution) is greater than the sum of its parts. Choose from the best technology solutions for every collaboration need.

Click the logos below to see examples from our highlighted vendors.

logitech

SHARP

## DISPLAYS

Video walls  
Command centers

## AUDIO

Microphones  
Speakers  
Digital Signal Processors  
Telephony

## SIGNAL PROCESSING

Extenders  
Video Walls  
KVM  
Video Conferencing

## PLATFORMS

Microsoft Teams  
Cisco  
Poly  
Zoom  
LifeSize

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## SERVICES MADE EASY

Leverage the best of products and value-add services by combining the technology and expertise of SYNNEX COLLABSo/v and SYNNEX SERVICESo/v. We offer:

**PRE-SALES SUPPORT SERVICES** For more details, email [presales@synnex.com](mailto:presales@synnex.com) or [servicesolv@synnex.com](mailto:servicesolv@synnex.com).

- Technical support
- Deployment + migration planning
- Assessments (predictive wireless, cloud readiness, IT security, server/storage/networking, asset inventory)
- Solutions architecture
- Managed services

**FIELD SERVICES** For more details, email [fieldservices@synnex.com](mailto:fieldservices@synnex.com).

- Pre-configured multi-vendor solutions
- Smart hands
- Data destruction/asset buyback
- Onsite installations (wireless, signage, cabling, proAV, physical security, client devices, fleet services, AV systems, telephony, data center rack and stack and configuration)
- Training and certifications
- Warranties
- Software services
- Staffing

THE OPPORTUNITY

VALUE-ADDED SERVICES

**SUPPORT + RESOURCES**

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## **DEDICATED SUPPORT + RESOURCES**

Our specialized design, sales, product, and solutions teams bring a consultative approach to the sales and enablement process, including recently expanded field-based and UC sales.

**DEDICATED  
+ CROSS-  
TRAINED  
TEAMS**

**SPECIALIZED  
SERVICES  
PORTFOLIO**

**FOCUSED  
COLLABSolv  
LINE CARD**



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## **DEDICATED + CROSS-TRAINED TEAMS**

- 30+ inside sales
- 10+ field sales
- Cross-trained solutions specialists
- Full-solution pre-sales engineering team
- Program manager, marketing support

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## **SPECIALIZED SERVICES PORTFOLIO**

- Site survey, collaboration assessments
- Bundling, kitting
- Post-sale, helpdesk, monitoring
- “As a service” subscriptions, including MaaS (meetings as a service), AVaaS (AV as a service), DSaaS, (digital signage as a service)
- Consumption-based billing option

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SPECIALIZED SERVICES  
PORTFOLIO

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**FOCUSED COLLABSOLV LINE CARD THAT INCLUDES:**

- Corporate/enterprise, SMB, healthcare, education, public sector, and house of worship
- All brands needed to create robust ecosystem solutions
- Collaboration solution/product bundles that enable customers to unlock more market share and more profitability from their sales
- New financing options for COLLABSo/v products and bundles to deal with today's more challenging payment landscape

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From financial support to sales and technical enablement, we're committed to our partners' success. For more information about our solutions and resources, email [collabsolv@synnex.com](mailto:collabsolv@synnex.com) or visit [synnexcorp.com/us/collabsolv](https://synnexcorp.com/us/collabsolv).

## SPONSORING VENDORS

AVAYA

AVOCOR

CISCO

EPSON

ergotron

Lenovo

lifesize

logitech

newline

poly

ribbon

SHARP

StarTech.com  
Hard-to-find made easy