SYNNEX WIRELESS-AS-A-SERVICE, POWERED BY ARUBA

Your customers demand reliable Wi-Fi everywhere, at all times. And as a technology provider, you work hard to stay ahead of the wireless curve. The speed of innovation and customer demands for the latest mobile Wi-Fi solutions means that delivering a fast, dependable network has become a key differentiator for technology solution providers.

Providing worry-free Wi-Fi for your customers is one of the best ways to tackle these challenges, and it provides you with a profitable, recurring revenue stream for your bottom line. SYNNEX has partnered with the industry-leading wireless vendor Aruba, a Hewlett Packard Enterprise company, to help you offer enterprise-grade Wi-Fi management to your customers without all the complications of being a traditional MSP. SYNNEX will take on the operating costs and set up a 24x7 NOC, and HPE Financial Services will create financing and payment plans for your customers!

Partner Benefits

- Provided by SYNNEX, Aruba's top distributor for 2017.
- Get paid upfront! Monthly billing is handled by Hewlett Packard Enterprise Financial Services, which pays you for all the equipment and services up front!
- Utilize SYNNEX's nationwide field services team to help you deploy award-winning Aruba APs and switches.
- Our NOC is your NOC! 24x7 monitoring, managing, and troubleshooting your customer's network is built into the program.
- Co-marketing material so your customers see a name they trust.
- Turnkey-MSP leveraging existing relationships with SYNNEX and Aruba.

HOW IT WORKS

You find a Wireless-as-a-Service opportunity.

Email wifi@synnex.com to discuss details.

SYNNEX will use their predictive heatmap tool to develop a full BoM for services and engage you with Hewlett Packard Enterprise Financial Services, who will develop preliminary end-user pricing and the service program details, including monthly cost for your customer.

After your customer completes an order, you get paid upfront for 3 – 5 years' worth of revenue on the opportunity.

Utilize our field services team or your own to deploy a premium, affordable Wi-Fi solution to your customer, and we'll take it from there!