



SYNNEX  
**VISUAL**Solv™

The cross-functional solutions partners need

LEARN MORE

**THE OPPORTUNITIES**

VERTICAL MARKETS

VALUE-ADDED SERVICES

RESOURCES + SUPPORT

CONTACT US

## **CURATED SOLUTIONS FOR TODAY'S BUSINESS CHALLENGES**

Demand today is about more than just products. Pro AV, digital signage, and physical security customers need curated solutions to address new business challenges. SYNEX VISUALSo/v can help with technical training, full sales support, bundled solutions, and much more.

**PROFESSIONAL  
AV**

**DIGITAL  
SIGNAGE**

**PHYSICAL  
SECURITY**



## THE OPPORTUNITIES

PROFESSIONAL AV

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## PROFESSIONAL AV OPPORTUNITIES

Vigorous demand in traditional markets, along with the rise of new markets like eSports and new technologies like direct-view LED, are powering growth in pro AV. The rapid evolution of new solution delivery methods in UCC, healthcare, and education also presents new opportunities, as do flexible business models like AV as-a-service (AVaaS) and digital signage as-a-service (DSaaS).

We can help with:

- Displays
- Projectors/screens
- Speakers
- Amplifiers
- Signal processing

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## DIGITAL SIGNAGE OPPORTUNITIES

Digital signage is more than a display. It's a set of high-demand tools to ensure your content reaches the desired audience. To make the most of this demand, integrators must understand new hardware and how to create customized hardware/software bundles. Our digital signage specialists and technical support staff can help fill the gaps and serve as an extension of your team.

We can help with:

- Menu boards
- Retail signage
- Video walls
- Transportation
- CMS (content management software)

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## PHYSICAL SECURITY OPPORTUNITIES

The demand for increasingly connected AI and data-driven solutions is driving the need for more holistic physical security approaches. We unite the industry's top surveillance, access control, cloud, and secure network infrastructure to build the cross-functional solutions the market needs now more than ever.

We can help with:

- Fixed and mobile surveillance
- Access control
- Buildings
  - » Protect people and assets
- Networks
  - » Protect access to your data



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## VERTICAL MARKETS

SYNNEX VISUALSo/v unites the industry's top AV, IT, and CE technologies to build the cross-functional solutions our partners need in a variety of markets.



## THE OPPORTUNITIES

### VERTICAL MARKETS

**CORPORATE**

EDUCATION

GOVERNMENT

HEALTHCARE

HOSPITALITY

RETAIL

VENUES

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## CORPORATE

The corporate segment represents the largest single vertical and makes up fully one-third of the pro AV market. And providing AV and AV-IT solutions for the corporate enterprise now means much more than AV for boardrooms and conferencing rooms. It also means AV for “hero spaces” such as lobbies, welcoming centers, and donor walls; more meeting spaces including huddle rooms; video walls for every space from the break room to videoconferencing centers; and much more.

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## EDUCATION

Due to the rise of COVID-19, higher-ed and K-12 AV/IT administrators were forced to pivot their campuses to remote and hybrid learning. Today's educational facilities need solutions that transform learning experiences through communication and collaboration with technology that includes everything from digital signage and physical security to modern classroom collaboration tools.

Click the logo below to see an example from our highlighted vendor.

**NEC**



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## GOVERNMENT

Government agencies need technology and applications for mission-critical projects that call for the highest-quality displays, cameras, audio, and other pro AV hardware and software. These projects can include outfitting everything from control rooms and command centers to transportation hubs and military facilities. And as the need for advanced displays grow and agencies ramp up procurement, security issues around agency networks and data are at the forefront.

Click the logo below to see an example from our highlighted vendor.



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## HEALTHCARE

For decades, an adoption of telemedicine has been slowed due to complex legal restrictions. Thanks to COVID-19, telemedicine is now on the super-fast track, and hospitals and clinics are ramping up their remote diagnostic and remote collaboration/meeting technology.

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



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## HOSPITALITY

While in-room televisions and digital signage have been part of hospitality spaces for years, guests today expect much more from a facility's display ecosystem than TVs and signage. Hotel and restaurant operators understand they need to leverage the best digital tools to provide guests with the digitally enhanced, personalized experience they expect.

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





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## RETAIL

Retailers are rapidly turning to AV technology to deliver responsive, caring, and results-orientated shopping experiences. And it's not just new display and other consumer-facing tech that is changing retail. With the integration of IoT and big data, brick-and-mortar businesses are transforming to provide interactive experiences, rather than experiences that are purely transactional.

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

**SAMSUNG**

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## VENUES

Venues for everything from concerts and trade shows to sports events and houses of worship need a mix of technology to provide the best experience for guests. This technology includes video walls, streaming, digital signage, and collaboration technologies.

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



**Panasonic**

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## SERVICES MADE EASY

Leverage the best of products and value-add services by combining the technology and expertise of SYNNEX VISUALSo/v and SYNNEX SERVICESo/v.

We offer:

### Field services

- Onsite installations
- Training and certifications
- Smart hands
- Warranties
- Staffing
- Data destruction/asset buyback
- Software services
- Build-to-order integration

### Pre-sales support services

- Technical support
- Solutions architecture
- Assessments
- Deployment and migration planning
- Product and technology webinars
- Proof of concept/demo lab



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## DEDICATED RESOURCES AND SUPPORT

Beyond products, SYNNEX VISUALSo/v offers the following dedicated resources and support.

- Specialized design, sales, product, and solutions teams
- Assessments, post-sale support, helpdesk services, and solution monitoring
- Exclusive and specialized bundled solutions
- Everything-as-a-Service (XaaS) subscription and consumption-based plans
- Solutions-focused training, enablement and sales support
- New financing options specifically for VISUALSo/v



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## CONTACT US

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

## SPONSORING VENDORS

