

Below, you could find more about the services, solutions and products that Baltic & Scan Tech and partners could offer you:

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## **SERVICES&SOLUTIONS**

### **1) Datacenter & Networking Infrastructure**

sell and support complex infrastructure technology solutions including server, security, storage, networking/wireless and IT management solutions.

### **Combined Knowledge and Business Intelligence**

We leverage our industry leading knowledge, combined with our strong business intelligence, to deliver solutions, technologies and new business opportunities designed to differentiate your business, ultimately driving more high-value solutions to your end customer.

Brands ranged and supported include: APC by Schneider Electric, CA, Cisco, Fujitsu, HP, Microsoft and Symantec and many more.

## **2) Unified Communications**

Baltic&ScanTech and partners define Unified Communications (UC) as the integration of real-time communication services, such as Instant Messaging, Presence Information, Telephony, Video Conferencing, Data Sharing, Interactive White Boards, Call Control and Speech Recognition with non-real-time communication services, such as unified messaging including voicemail, email, SMS or fax.

UC is not necessarily a single product, but a set of products and solutions that provide a consistent unified user interface and user experience across multiple devices and media types. Such solutions enable our resellers end customers to collaborate and communicate faster, cheaper and more efficiently with each other.

### **Driving Demand for UC Solutions**

The need for end customers to reduce their operational costs, e.g. travel, is driving demand for UC solutions such as conferencing applications, enterprise social software platforms and video conferencing solutions.

Baltic&ScanTech works with Ingram Micro works with to identify the right UC solution for their unique end customers.

Brands supported include: Avaya, CA, Cisco, Citrix, ClearOne, HP, Innovaphone, Jabra, Microsoft, Oaisys, Plantronics, Polycom, Sangoma, Sennheiser, ShoreTel, Sipsynergy, Snom, Spectralink, StartReady, Symantec, UCi2i Videonor, Vidyo, VMware and many more.

## **3) Mobility**

Mobility puts our customers' wireless device needs at the centre of all we do to ensure they continue to benefit from our comprehensive suite of end-to-end distribution, supply-chain and customisation solutions.

Our strategy for ensuring our customers' success is simple: PLAN, MARKET, CUSTOMIZE, MOVE and RECOVER underpins our entire offering, which is tailored to the individual needs of our customers, as we acknowledge that no two customer needs are the same.

## **4) Cloud Computing**

Cloud Computing solutions have been developed with both the cloud services broker and cloud services provider in mind. Whether you are a reseller looking to add cloud services to your portfolio, looking to build your own data center or architecting a cloud platform to host your own cloud services, Baltic&ScanTech and our partner, Ingram Micro are here to help you gain a clear competitive advantage in this rapidly growing market.

Our comprehensive offering will help you establish your own cloud computing offering or complement an existing cloud strategy offering, which enables you to continue focusing on selling, building and delivering cloud solutions to solve your clients' business challenges.