



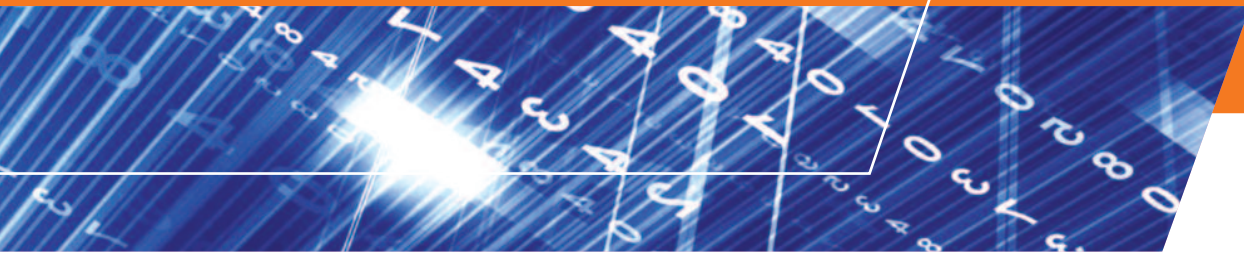
ARROW ENTERPRISE COMPUTING SOLUTIONS

Arrow Enterprise Computing Solutions

Skills Matrix




IT skills and services

World-leading services portfolio



Vendor	Product	Pre-Sales	Consultancy	Training	Arrow ECS Support Contract
ActivIdentity	AAA	●	●		
Alcatel-Lucent	ECS	●	●	●	●
	OXO	●	●	●	●
	OXE	●	●	●	●
	OTUC	●	●	●	●
	CC	●	●	●	●
	4760	●	●	●	●
	Teamwork	●	●	●	●
	Data	●	●	●	●
	A-L Brick	●	●	●	●
	Amigo - Quick record	●	●	●	●
	Amigo - Wallboard	●	●	●	●
Blue Coat	Proxy AV	●	●	●	
	Proxy SG	●	●	●	
	Mach 5	●	●		
Brocade	Fibre Channel Switches	●	●	Vendor	
CA	Arcserve Backup	●	●	Vendor	
	Arcserve D2D	●	●	Vendor	
	Arcserve HA	●	●	Vendor	
	Arcserve Replication	●	●	Vendor	
Check Point	Firewall	●	●	●	
Citrix	XenApp	●	●	●	
	XenServer	●	●	●	
	XenDesktop	●	●	●	

Our services team is waiting to help:

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-  www.arrowecs.co.uk/services
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Vendor	Product	Pre-Sales	Consultancy	Training	Arrow ECS Support Contract
EMC	Celerra	●	●	Vendor	
	CLARiiON	●	●	Vendor	
	Avamar	●	●	Vendor	
	NetWorker	●	●	Vendor	
	Data Domain	●	●	Vendor	
	VNXe	●	●	Vendor	
	VNX	●	●	Vendor	
	RecoverPoint	●	●	Vendor	
	MirrorView	●	●	Vendor	
	SnapSure	●	●	Vendor	
	SnapView	●	●	Vendor	
	Replicator	●	●	Vendor	
	FAST Cache	●	●	Vendor	
	FAST VP	●	●	Vendor	
	Unisphere	●	●	Vendor	
	SAN Copy	●	●	Vendor	
	PowerPath	●	●	Vendor	

HP	P2000	●	●	Vendor	
	P4000	●	●	Vendor	
	EVA	●	●	Vendor	
	MSL Tape Library	●	●	Vendor	
	ESL Tape Library	●	●	Vendor	
	EML Tape Library	●	●	Vendor	
	D2D	●	●	Vendor	
	VLS	●	●	Vendor	
	Data Protector	●	●	Vendor	
	Storage Essentials	●	●	Vendor	
	Openview Storage Mirroring	●	●	Vendor	
	Business Copy	●	●	Vendor	
	Continuous Access	●	●	Vendor	
	Replication Solutions Manager	●	●	Vendor	



Vendor	Product	Pre-Sales	Consultancy	Training	Arrow ECS Support Contract
IBM	TSM	●	●	●	
	SVC	●	●	●	
	XIV	●	●	●	
	DS Disk Storage	●	●	●	
	TS Tape Range	●	●	●	
	System x	●	●	●	
	Nseries	●	●	●	
	V7000	●	●	●	
	pSeries	●	●	●	

Juniper	Enterprise Routing	●	●	●	
	Enterprise Switching	●	●	●	
	Security – SSL VPN	●	●	●	
	Security – Firewall / IPSec VPN	●	●	●	
	Security – Identity, Policy & Control	●	●	●	
	Security – Network Management & Intrusion Protection	●	●	●	
	Application Acceleration – WX Wan Acceleration	●	●	●	

McAfee	Enterprise Firewall	●	●	●	
	UTM firewall	●	●	●	
	Email Gateway	●	●	●	
	Web Gateway	●	●	●	
	Smartfilter	●	Vendor	Vendor	
	IPS	Vendor	Vendor	Vendor	
	User Behaviour	Vendor	Vendor	Vendor	

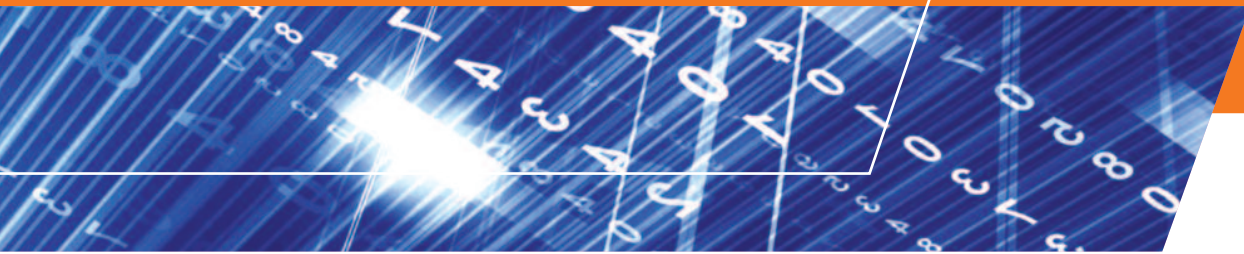
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Vendor	Product	Pre-Sales	Consultancy	Training	Arrow ECS Support Contract
NetApp	FAS2000 Series	●	●	●	
	FAS3100 Series	●	●	●	
	FAS6000 Series	●	●	●	
	V3100 Series	●	●	●	
	V6000 Series	●	●	●	
	SnapManager Software	●	●	●	
Novell	PlateSpin Recon	●	●		
	PlateSpin Migrate	●	●		
Qlogic	Fibre Channel Switches	●	●	Vendor	
Radware	Linkproof (Inc Branch)	●	●	Vendor	
	Defense Pro	●	●	Vendor	
	Apps Director	●	●	Vendor	
RSA	Authentication Manager	●	●	Vendor	
	enVision	●	●	Vendor	
	Data Loss Prevention	●	●	Vendor	
SafeNet	DataSecure	●	Vendor	Vendor	
	Highspeed	●	Vendor	Vendor	
	eToken	●	●	Vendor	
	eSafe	●	Vendor	Vendor	
	Safeword	●	●	Vendor	
Siemens	Hipath 2000	●	●	●	
	Hipath 3000	●	●	●	
	Hipath Openoffice ME	●	●	●	
	Hipath Openoffice EE	●	●	●	
	Wifi	●	●	●	



Vendor	Product	Pre-Sales	Consultancy	Training	Arrow ECS Support Contract
Oracle Hardware (Sun)	Sun SPARC Enterprise Servers	●	●	Vendor	
	Sun x86 Servers	●	●	Vendor	
	Sun Blade Systems	●	●	Vendor	
	Sun Storage Systems	●	●	Vendor	
	Sun Tape Systems	●	●	Vendor	
	Solaris	●	●	Vendor	
	Exadata	●	●	Vendor	

Symantec	NetBackup	●	●	●	
	PureDisk	●	●	Vendor	
	BackupExec	●	●	●	
	Veritas Cluster Server	●	●	●	
	Foundation Suite	●	●	Vendor	
	Enterprise Vault	●	●	●	

Trend Micro	OCSE	●	●	●	●
	SP	●	●	●	●
	SMEX	●	●	●	●
	IMSS	●	●	●	●
	IWSS	●	●	●	●
	TCMC	●	●	●	●
	WFBS - Standard	●	●	●	●
	WFBS - Advanced	●	●	●	●
	IMHS	●	●	●	●
	Leakproof	●	●	●	●
	Email Archiver	●	●	●	●
	WP	●	●	●	●
	IDF	●	●	●	●
	TDA Appliance	●	●	●	●

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Vendor	Product	Pre-Sales	Consultancy	Training	Arrow ECS Support Contract
VMware	ESX/ESXi	●	●	●	
	vCenter	●	●	●	
	View	●	●	●	
	ThinApp	●	●	●	
	Site Recovery Manager	●	●	●	
	Converter	●	●	●	
	Capacity Planner	●	●		

Why partner with Arrow ECS for services?

Every one of the following features of Arrow ECS service delivery adds significant value to your business. Viewed as a whole, they offer a unique breadth of support that differentiates Arrow ECS in the marketplace.

- Impartial pre-sales consultancy and technical advice
- Expert design, development and project management through to implementation
- Engineering build centre, allowing minimal disruption when installing a solution
- Customer support services, offering post-sales support and technical advice
- Central resource desk for scheduling consultants, providing a rapid booking response
- Fully accredited vendor, sales and consultancy teams who deliver to the highest standards
- Bespoke and packaged service deliverables
- Superb state-of-the-art technology solution centres to showcase our vendors' latest solutions
- Recognised European leader in specialist IT training services
- Outstanding Education Centres in London, Reading, Manchester, Nottingham, Harrogate, Glasgow and Edinburgh



About Arrow ECS

Arrow ECS is an information technology distributor specialising in providing end-to-end IT infrastructure solutions including data storage, servers, enterprise software, network security, unified communications and virtualisation. Working with our channel partners, we optimise the efficiency with which organisations can store, manage, protect and deploy their data, equipping them with secure access to business-critical information any time, from any location, on any device.

Our deep technical understanding is reinforced by strong business relationships and continually monitoring rapidly changing IT markets for the latest product advances and emerging technologies. Through close alliances with the world's leading IT vendors, we deliver innovative solutions, complemented by an impressive portfolio of expert professional services and IT training.

With over 25 successful years in the IT industry, we have the skills and experience to support our channel partners from initial consultation, planning and design, through engineering build to implementation. In doing so, we enable our partners to deliver even more value to increase their customers' competitive edge.

Arrow Enterprise Computing Solutions (ECS) is a business segment of Arrow Electronics Inc. More details are available at www.arrowecs.co.uk



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