

# ABOUT INSENTRA

# WE DARE TO BE DIFFERENT

Insentra is a collaborative IT service Partner delivering a range of specialised Advisory, Professional and Managed Services, transacting exclusively through the IT channel. Our partner-centric business model provides our Partners and their clients with access to technologies, industry expertise and accountable outcomes. The combined individual skills, experiences and perspectives of our crew enable us to achieve powerful results for our Partners and their clients.

We have directly generated more than \$30m gross profit for our Partners and they enjoy a greater than 80% win rate when partnering with Insentra.

Partnering with Insentra provides Partners with:

- **A safe pair of hands:** Our team are some of the best in the industry and can augment your teams when they are fully occupied. Additionally, we can be your skillset in areas which are not core to your business or in areas where you want to grow
- **Pre-sales assistance at no cost:** Enabling you to increase sales efficiency and success in qualified opportunities
- **Increased opportunities:** When end user organisations contact us directly, we explain our model and ask them for their preferred Partner, enabling us to bring you incremental opportunities
- **A trusted Partner with skin in the game:** Our non-compete model ensures your clients remain your clients
- **A consistent and unified approach globally:** Through our follow-the-sun support services offering, your clients have 24/7/365 access to our support crew

Our dedication to you is based on our vision to be the number one channel services company on the planet. We do this by being the best version of ourselves, creating an outstanding environment for our team, loving the work we do and amazing each other, our Partners and their clients in every way.

We are and always will remain a PartnerObsessed™ company.



*“Our business is only as strong as our culture and we have taken that seriously since day zero. Our focus is on maintaining and growing the culture that has got us this far”*

- Ronnie Altit, CEO and Co-Founder of Insentra



# WHAT WE DO



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## ADVISORY SERVICES

In a world of constant disruption and market instability, transformation today revolves around the need to create new value. Rather than focusing on the business problems at hand, gaining new insights on how technology should meet the needs of the business helps clients to determine why problems are worth solving, and provides business leaders with a clear direction and path for execution. Looking at insights on the business and across the industry sector makes planning and decision making significantly simpler, allowing clients to make the right decisions for the right reasons. Advisory Services delivered by Insentra provide a powerful, insight-driven, one-page strategic plan in 4-6 weeks, giving your clients an actionable roadmap to success.

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## MODERN WORKPLACE

Insentra's Modern Workplace solutions help our Partners and their clients to improve productivity and collaboration through technology. Core to these offerings is ensuring all services are underpinned by four values - innovation, efficiency, choice and security. We enable organisations to move through their Modern Workplace journey at a pace which is suitable to their business and technical requirements. We help your clients work anywhere, on any device, enabling better productivity, teamwork and collaboration, improving security and creating more engaged employees.

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## SECURE WORKPLACE

We work with you and your clients to ensure their cybersecurity solution is fit for the multi cloud and hybrid ecosystem. We lower the threat of security breaches by reducing the attack surface and giving your clients the assets and solutions to enable a secure workplace where employees can work from anywhere on any device in a trusted, compliant and secure manner.

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## MODERN DATA CENTRE & CLOUD

To ensure the journey to the cloud is successful, and consumption of existing SaaS cloud offerings is cost effective and secure, Insentra provides high value Advisory Services. This is a critical step in our approach to helping our Partners and their clients reduce risk, achieve a faster Time to Value (TTV) and ROI, whilst ensuring compliance when using, or switching to, cloud services. Moving from traditional data centres to cloud-based services often requires a demanding process of due diligence with a specialised and diverse skill set to carry out. Insentra can provide the right capability to ensure a successful outcome.

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## MIGRATIONS

Insentra provides automated solutions for migrating structured and unstructured data between many different platforms, including e-mail, archives, collaboration solutions and storage. Core to this capability is ensuring all data is moved with minimal impact to users, in a legally defensible fashion, whilst guiding clients through the change management process as quickly as possible. We follow a five-phase methodology of Establish, Plan, Prepare, Transform and Transition which is followed in all projects regardless of size, enabling us to deliver engagements for a fixed price with a guaranteed outcome.

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## MANAGED SERVICES

Do your clients want Managed Services you can't deliver? Can you truly provide 24x7 support or is after hours a nightmare for you? Never have to turn down opportunities again. As an Insentra Managed Services Partner, you have access to a full-time team of skilled, experienced professionals to help you increase your capabilities and manage capacity overflow. Our Managed Services Partners enjoy true 24/7/365 support capability, allowing you to properly service local and global clients.