

Why Arrow Remote Services?

By leveraging Arrow's Remote Services, you can increase your revenue and margin potential while increasing customer satisfaction and loyalty. Arrow's Remote Service offerings include both VNX and VNXe.

Partner Benefits

- **Extend** your Services Bench with an Experienced, Proven Partner
- **Provide** National Reach to Your Customers
- **Offer** Quick, Simple, Flexible and Cost-Effective Services
- **Increase Security** by Providing Instant-On Protection for new VMs and Tamper-Proof Security Coordinated by the Dedicated Security Appliance.

Customer Benefits

- **Fixed** offering can easily be modified to accommodate out of scope requests
- **No** onsite security risks
- **Flexible** & Quick deployment

It's so Simple!











- Fixed scope, fixed price
- Low touch from Customer & Partner
- Simple Process
 - Select service
 - Schedule service
 - Expand services

EMC's VNXe and VNX unified storage solutions continue to lead the market and customer preference. Partner with Arrow to expand your reach and profitability!



Arrow/EMC Remote Services Offering

Arrow has streamlined the process by leveraging EMC standard service SKU's that customers are familiar with to ensure expectations are always clear and being met.

VNX Remote Services Offering		
VNX Deployment	PS-PKG-MRUD-EMAR	
Local Protection	PS-PKG-IMLPU-EMAR	
Remote Protection	PS-PKG-IMRPU-EMAR	
Security & Compliance	PS-PKG-IMSCU-EMAR	
Block Deployment	PS-BAS-INBLK-EMAR	
Unified Deployment	PS-BAS-INUNI-EMAR	
File Deployment	PS-BAS-INGUI-EMAR	
VNXe Remote Services Offering		
VNXe Deployment	PS-PKG-LEED-EMAR	
VNXe Local Protection	PS-PKG-IMLPE-EMAR	
VNXe Remote Protection	PS-PKG-IMRPE-EMAR	

Arrow also Provides:

- Custom VNXe and VNX Remote Services SOW Scope, Pricing and Delivery
- VSPEX Integration Services

How to Buy EMC VNX/VNXe Remote Services

1. Request a quote from Arrow EMC Inside Sales Representative
2. Include on your product quote or purchase separately
3. Share the co-branded service briefs with your customer
4. Stay involved, Arrow will include your PM in the pre-deployment call with the customer and all communications as you prefer
5. Arrow adheres to EMC Services Program VSQ process to ensure quality standards are not only met but exceeded!

Want to learn more?

Contact your Arrow
EMC Brand Sales
Specialist for more
details.

Arrow EMC Business
Unit Hotline
800 221 6475

In Person

Enterprise Computing Solutions
800 544 7674

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ARROW
Five Years Out

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