| **INTELISYS** a scansource company

Hybrid Solutions Made Simple

From on-premises to recurring to everything in between—we offer the communications, AV, and collaboration solutions your customers need.

It's easier than you think to build a scalable and sustainable X-as-a-Service (XaaS) practice alongside your communications, AV, and collaboration business. As your customers' trusted advisor there are many complementary solutions you can provide in this space by connecting with trusted suppliers at Intelisys.

ScanSource is here to simplify the process of creating a monthly recurring revenue (MRR) business. If you're a communications, AV, and collaboration VAR, what follows are complementary and adjacent, subscription-based services we see resellers add successfully—to provide their end-customers with total solutions.

Some examples of successful hardware and subscription-based solutions offerings in this space include the following, from our suppliers:

Managed UCaaS options with domestic/global industry leaders	Managed solutions for conferencing/collaboration tools across markets like education, telehealth, global enterprise	Specialized CCaaS (Contact-Center-as-a-Service) provides full, omnichannel support for agents and focuses on enhancing CX (customer experience)

ScanSource and Intelisys technology pillars

CLOUD COMPUTE	MANAGED SERVICES	CaaS	IoT/ WIRELESS	NETWORK/ SD-WAN	MANAGED SECURITY	DEVICES
IaaS	ITaaS	Unified Communications	Wireless	MPLS	SECaaS	Cloud Services
Cloud Servers	Virtual Desktop	Hosted Voice	Sensors	DIA	Physical Security	Communications
Colocation	Workspace	Collaboration Tools	SIM Services	PRI and POTS	UTM	Networking
Public Cloud	Help Desk	Hosted Contact Center	Monitoring and Escalations	Fixed Wireless	Managed Firewall	Physical Security
Hybrid Cloud	Disaster Recovery	SIP Trunking	Analytics and Dashboard	Managed SD-WAN	DDoS Mitigation	Point-of-Sale and Barcode
Private Cloud	Business Continuity		TEMs/MEMs	Broadband Aggregation	Compliancy Audits	
Cloud Storage	Managed Services			Application Acceleration	Pen Testing	
Cloud Backup	Mobile Device Management			Dynamic Connectivity	Endpoint Mgmt	
CDN					24/7 Monitoring	
					Professional Services	

Reach out to our team today to be connected with a VAR business development specialist.
ignitesales@scansource.com

Communications, AV, and Collaboration Solution Matrix
Cross-selling hardware and cloud solutions just got easier

This list doesn't include all our suppliers or offerings. It's provided as a starting point to begin your recurring-revenue journey. If you're interested in other technology segments, **please check out our master recurring-revenue solution matrix.**

Legend

- ◆ **Migration:** Provides alternative off-premise and/or hybrid solution options
- ■ **Synergy:** Sell with ScanSource supplier's solution to create a complete solution
- ● **Adjacent:** Has synergy with the ScanSource supplier's product but is unrelated
- ▲ **Add-on:** Works with ScanSource product in complementary solution

COMMUNICATIONS-AS-A-SERVICE

UCAAS

SCANSOURCE AND INTELISYS SUPPLIERS	AudioCodes	Avaya	Cisco	Jabra	Microsoft	Mitel	Poly	Yealink
8x8	■	◆	■	■	■	◆	■	■
Avaya/ACO	■	■	■	■	■	◆	■	■
Bullseye	■	◆	■	■	■	◆	■	■
Evolve IP	■	◆	■	■	■	◆	■	■
Granite	■	◆	■	■	■	◆	■	■
HyperCore	■	◆	■	■	■	◆	■	■
Masergy	■	◆	■	■	■	◆	■	■
Momentum	■	◆	■	■	■	◆	■	■
RingCentral RCO	■	◆	■	■	■	◆	■	■
Verizon	■	◆	■	■	■	◆	■	■
Zoom	■	◆	■	■	■	◆	■	■

COLLABORATION

SCANSOURCE AND INTELISYS SUPPLIERS	AudioCodes	Avaya	Cisco	Jabra	Microsoft	Mitel	Poly	Yealink
Evolve IP	●	■	■	■	■	■	■	■
Rackspace	●	■	■	■	■	■	■	■
Synoptek	●	■	■	■	■	■	■	■
TierPoint	●	■	■	■	■	■	■	■
Zoom	●	■	■	■	■	■	■	■

CONTACT CENTER

SCANSOURCE AND INTELISYS SUPPLIERS	AudioCodes	Avaya	Cisco	Jabra	Microsoft	Mitel	Poly	Yealink
8x8	■	■	■	■	■	■	■	■
Avaya/ACO	■	■	■	■	■	■	■	■
Evolve IP	■	■	■	■	■	■	■	■
Genisys	■	■	■	■	■	■	■	■
RingCentral RCO	■	■	■	■	■	■	■	■

CLOUD COMPUTE

COLOCATION

SCANSOURCE AND INTELISYS SUPPLIERS	AudioCodes	Avaya	Cisco	Jabra	Microsoft	Mitel	Poly	Yealink
CoreSite		▲	▲		■	▲		
Rackspace			▲		■			
Switch		▲	▲		■			
TierPoint		▲	●		■	▲		

COMPUTE

SCANSOURCE AND INTELISYS SUPPLIERS	AudioCodes	Avaya	Cisco	Jabra	Microsoft	Mitel	Poly	Yealink
Evolve IP	▲	▲	▲	▲	■	▲	▲	▲
Effortless Office	▲	▲	▲	▲	■	▲	▲	▲
Rackspace	▲	▲	▲	▲	■	▲	▲	▲
RapidScale	▲	▲	▲	▲	■	▲	▲	▲
TierPoint	▲	▲	▲	▲	■	▲	▲	▲

HYPERSCALE

SCANSOURCE AND INTELISYS SUPPLIERS	AudioCodes	Avaya	Cisco	Jabra	Microsoft	Mitel	Poly	Yealink
Rackspace	▲	▲	▲	▲	■	▲	▲	▲
Synoptek	▲	▲	▲	▲	■	▲	▲	▲
TierPoint	▲	▲	▲	▲	■	▲	▲	▲

MANAGED SERVICES

SD-WAN

SCANSOURCE AND INTELISYS SUPPLIERS	AudioCodes	Avaya	Cisco	Jabra	Microsoft	Mitel	Poly	Yealink
Aryaka	●	●	●	●	●	●	●	●
Bullseye	●	●	●	●	●	●	●	●
Cato Networks	●	●	●	●	●	●	●	●
CloudGenix	●	●	●	●	●	●	●	●
Granite	●	●	●	●	●	●	●	●
HyperCore	●	●	●	●	●	●	●	●
Lumen (CL)	●	●	●	●	●	●	●	●
Masergy	●	●	●	●	●	●	●	●
Momentum	●	●	●	●	●	●	●	●
RapidScale	●	●	●	●	●	●	●	●

NETWORK

SASE

SCANSOURCE AND INTELISYS SUPPLIERS	AudioCodes	Avaya	Cisco	Jabra	Microsoft	Mitel	Poly	Yealink
Bullseye	●	●	●	●	●	●	●	●
Cato Networks	●	●	●	●	●	●	●	●
CloudGenix	●	●	●	●	●	●	●	●
HyperCore	●	●	●	●	●	●	●	●
Lumen (CL)	●	●	●	●	●	●	●	●
Masergy	●	●	●	●	●	●	●	●

NETWORK/AGGREGATION

SCANSOURCE AND INTELISYS SUPPLIERS	AudioCodes	Avaya	Cisco	Jabra	Microsoft	Mitel	Poly	Yealink
Bullseye	●	●	●	●	●	●	●	●
Granite	●	●	●	●	●	●	●	●
HyperCore	●	●	●	●	●	●	●	●
Masergy	●	●	●	●	●	●	●	●
Momentum	●	●	●	●	●	●	●	●
Verizon	●	●	●	●	●	●	●	●

IoT

SCANSOURCE AND INTELISYS SUPPLIERS	AudioCodes	Avaya	Cisco	Jabra	Microsoft	Mitel	Poly	Yealink
Advantix	●	●	●	●	●	●	●	●
Bullseye	●	●	●	●	●	●	●	●

WIRELESS

SCANSOURCE AND INTELISYS SUPPLIERS	AudioCodes	Avaya	Cisco	Jabra	Microsoft	Mitel	Poly	Yealink
Advantix	●	●	●	●	●	●	●	●
Bullseye	●	●	●	●	●	●	●	●
Granite	●	●	●	●	●	●	●	●
Verizon	●	●	●	●	●	●	●	●

IoT/CYBERSECURITY

MSSP

SCANSOURCE AND INTELISYS SUPPLIERS	AudioCodes	Avaya	Cisco	Jabra	Microsoft	Mitel	Poly	Yealink
Corvid	●	●	●	●	●	●	●	●
Masergy	●	●	●	●	●	●	●	●
Open Systems	●	●	●	●	●	●	●	●
Verizon	●	●	●	●	●	●	●	●

MSSP

SCANSOURCE AND INTELISYS SUPPLIERS	AudioCodes	Avaya	Cisco	Jabra	Microsoft	Mitel	Poly	Yealink
Corvid	●	●	●	●	●	●	●	●
Masergy	●	●	●	●	●	●	●	●
Open Systems	●	●	●	●	●	●	●	●
Verizon	●	●	●	●	●	●	●	●

MANAGED SECURITY

ASSESSMENTS/AUDITS

SCANSOURCE AND INTELISYS SUPPLIERS	AudioCodes	Avaya	Cisco	Jabra	Microsoft	Mitel	Poly	Yealink
Corvid	●	●	●	●	●	●	●	●
Masergy	●	●	●	●	●	●	●	●
Open Systems	●	●	●	●	●	●	●	●
Synoptek	●	●	●	●	●	●	●	●
Verizon	●	●	●	●	●	●	●	●

PHYSICAL SECURITY

SCANSOURCE AND INTELISYS SUPPLIERS	AudioCodes	Avaya	Cisco	Jabra	Microsoft	Mitel	Poly	Yealink
HyperCore	●	●	●	●	●	●	●	●
Momentum	●	●	●	●	●	●	●	●
YourSix	●	●	●	●	●	●	●	●

We're here to help you build a successful, subscription-based practice. Contact ignitesales@scansource.com — and let's get started!

scansource | INTELISYS a scansource company