Hybrid Solutions Made Simple

From on-premises to recurring to everything in between—we offer the networking solutions your customers need.

It's easier than you think to build a scalable and sustainable X-as-a-Service (XaaS) practice alongside your networking 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 networking 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 WAN to support bandwidth needs, routing, business-continuity planning—providing a foundation for IP apps	Access to public/private cloud providers with on-ramps to AWS, Azure, Google Cloud, and most Tier-3 data centers	Managed firewall/cybersecurity added to LAN/WAN protect against attacks and address compliances

ScanSource and Intelisys technology pillars

CLOUD COMPUTE
IaaS
Cloud Servers
Colocation
Public Cloud
Hybrid Cloud
Private Cloud
Cloud Storage
Cloud Backup
CDN

MANAGED SERVICES
ITaaS
Virtual Desktop
Workspace
Help Desk
Disaster Recovery
Business Continuity
Managed Services
Mobile Device Management

CaaS
Unified Communications
Hosted Voice
Collaboration Tools
Hosted Contact Center
SIP Trunking

IoT/WIRELESS
Wireless
Sensors
SIM Services
Monitoring and Escalations
Analytics and Dashboard
TEMs/MEMs

NETWORK/SD-WAN
MPLS
DIA
PRI and POTS
Fixed Wireless
Managed SD-WAN
Broadband Aggregation
Application Acceleration
Dynamic Connectivity

MANAGED SECURITY
SECaaS
Physical Security
UTM
Managed Firewall
DDoS Mitigation
Compliancy Audits
Pen Testing
Endpoint Mgmt
24/7 Monitoring
Professional Services

DEVICES
Cloud Services
Communications
Networking
Physical Security
Point-of-Sale and Barcode

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

Networking 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.**

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

SCANSOURCE AND INTELISYS SUPPLIERS	ARUBA	CISCO	EXTREME	UBIQUITI
MANAGED SERVICES				
ITAAS				
Splice	●	●	●	●
Synoptek	●	●	●	●
NETWORK				
SD-WAN				
Aryaka	●	●	●	●
Bullseye	●	●	●	●
Cato Networks	●	●	●	●
CloudGenix	●	●	●	●
Granite	●	●	●	●
HyperCore	●	●	●	●
Lumen (CL)	●	●	●	●
Masergy	●	●	●	●
Momentum	●	●	●	●
RapidScale	●	●	●	●
SASE				
Bullseye	●	●	●	●
Cato Networks	●	●	●	●
CloudGenix	●	●	●	●
HyperCore	●	●	●	●
Lumen (CL)	●	●	●	●
Masergy	●	●	●	
NETWORK/AGGREGATION				
Bullseye	●	●	●	●
Granite	●	●	●	●
HyperCore	●	●	●	●
Masergy	●	●	●	●
Momentum	●	●	●	●
Verizon	●	●	●	●
IOT/WIRELESS				
IOT				
Advantix	●	●	●	●
Bullseye	●	●	●	●
WIRELESS				
Advantix	●	●	●	●
Bullseye	●	●	●	●
Granite	●	●	●	●
Verizon	●	●	●	●

SCANSOURCE AND INTELISYS SUPPLIERS	ARUBA	CISCO	EXTREME	UBIQUITI
MANAGED SECURITY				
CYBERSECURITY				
MSSP				
Corvid	●	●	●	●
Masergy	●	●	●	●
Open Systems	●	●	●	●
Verizon	●	●	●	●
MDR/EDR				
Corvid	●	●	●	●
Masergy	●	●	●	●
Open Systems	●	●	●	●
Verizon	●	●	●	●
ASSESSMENTS/AUDITS				
Corvid	●	●	●	●
Masergy	●	●	●	●
Open Systems	●	●	●	●
Synoptek	●	●	●	●
Verizon	●	●	●	●
PHYSICAL SECURITY				
HyperCore	●	●	●	●
Momentum	●	●	●	●
YourSix	●	●	●	●

◆ **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

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