scansource® | INTELISYS a scansource company

Hybrid Solutions Made Simple

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

It's easier than you think to build a scalable and sustainable X-as-a-Service (XaaS) practice alongside your POS and payments 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 POS and payments 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:

| | Vertical-specific tools your customers need to manage business | Cutting-edge, payment-processing options that benefit you and your customers | |

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

POS and Payments 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.**

COMMUNICATIONS-AS-A-SERVICE

SCANSOURCE AND INTELISYS SUPPLIERS	Ingenico	NCR	PioneerPOS	Toshiba	Verifone
UCAAS					
8x8	•	•	•	•	•
Avaya/ACO	•	•	•	•	•
Bullseye	•	•	•	•	•
Evolve IP	•	•	•	•	•
Granite	•	•	•	•	•
HyperCore	•	•	•	•	•
Masergy	•	•	•	•	•
Momentum	•	•	•	•	•
RingCentral RCO	•	•	•	•	•
Verizon	•	•	•	•	•
Zoom	•	•	•	•	•
COLLABORATION					
Evolve IP	•	•	•	•	•
Rackspace	•	•	•	•	•
Synoptek	•	•	•	•	•
TierPoint	•	•	•	•	•
Zoom	•	•	•	•	•
CONTACT CENTER					
8x8	•	•	•	•	•
Avaya/ACO	•	•	•	•	•
Evolve IP	•	•	•	•	•
Genisys	•	•	•	•	•
RingCentral RCO	•	•	•	•	•

CLOUD COMPUTE

SCANSOURCE AND INTELISYS SUPPLIERS	Ingenico	NCR	PioneerPOS	Toshiba	Verifone
COMPUTE					
Evolve IP	•	•	•	•	•
Effortless Office	•	•	•	•	•
Rackspace	•	•	•	•	•
RapidScale	•	•	•	•	•
TierPoint	•	•	•	•	•
HYPERSCALE					
Rackspace	•	•	•	•	•
Synoptek	•	•	•	•	•
TierPoint	•	•	•	•	•

MANAGED SERVICES

SCANSOURCE AND INTELISYS SUPPLIERS	Ingenico	NCR	PioneerPOS	Toshiba	Verifone
DAAS					
Evolve IP	•	•	•	•	•
Effortless Office	•	•	•	•	•
RapidScale	•	•	•	•	•

NETWORK

SCANSOURCE AND INTELISYS SUPPLIERS	Ingenico	NCR	PioneerPOS	Toshiba	Verifone
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

SCANSOURCE AND INTELISYS SUPPLIERS	Ingenico	NCR	PioneerPOS	Toshiba	Verifone
IOT					
Advantix	•	•	•	•	•
Bullseye	•	•	•	•	•
WIRELESS					
Advantix	■	■	■	•	■
Bullseye	■	■	■	•	■
Granite	■	■	■	•	■
Verizon	■	■	■	•	■

MANAGED SECURITY

SCANSOURCE AND INTELISYS SUPPLIERS	Ingenico	NCR	PioneerPOS	Toshiba	Verifone
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

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

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