



INTELISYS  
a scansource company

# Hybrid Solutions Made Simple

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

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

Physical-Security-as-a-Service (PSaaS) offers management/installation of IP cameras/door-access controls

Check-in kiosks and thermal temperature scanners, with contact tracing in the building

Cloud storage for all security video

## 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
- Compliance 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](mailto:ignitesales@scansource.com)

# Security 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.

SCANSOURCE AND INTELISYS SUPPLIERS	AXIS	BOSCH	EXACQ	HANWHA	MILESTONE	PANASONIC
<b>CLOUD COMPUTE</b>						
<b>MSSP</b>						
Evolve IP	▲	▲	▲	▲	▲	▲
Effortless Office	▲	▲	▲	▲	▲	▲
Rackspace	▲	▲	▲	▲	▲	▲
RapidScale	▲	▲	▲	▲	▲	▲
TierPoint	▲	▲	▲	▲	▲	▲
<b>HYPERSCALE</b>						
Rackspace	●	●	●	●	●	●
Synoptek	●	●	●	●	●	●
TierPoint	●	●	●	●	●	●
<b>NETWORK</b>						
<b>SD-WAN</b>						
Aryaka	●	●	●	●	●	●
Bullseye	●	●	●	●	●	●
Cato Networks	●	●	●	●	●	●
CloudGenix	●	●	●	●	●	●
Granite	●	●	●	●	●	●
HyperCore	●	●	●	●	●	●
Lumen (CL)	●	●	●	●	●	●
Masergy	●	●	●	●	●	●
Momentum	●	●	●	●	●	●
RapidScale	●	●	●	●	●	●
<b>SASE</b>						
Bullseye	●	●	●	●	●	●
Cato Networks	●	●	●	●	●	●
CloudGenix	●	●	●	●	●	●
HyperCore	●	●	●	●	●	●
Lumen (CL)	●	●	●	●	●	●
Masergy	●	●	●	●	●	●
<b>NETWORK/AGGREGATION</b>						
Bullseye	●	●	●	●	●	●
Granite	●	●	●	●	●	●
HyperCore	●	●	●	●	●	●
Masergy	●	●	●	●	●	●
Momentum	●	●	●	●	●	●
Verizon	●	●	●	●	●	●
<b>IOT/WIRELESS</b>						
<b>IOT</b>						
Advantix	●	●	●	●	●	●
Bullseye	●	●	●	●	●	●
<b>WIRELESS</b>						
Advantix	●	●	●	●	●	●
Bullseye	●	●	●	●	●	●
Granite	●	●	●	●	●	●
Verizon	●	●	●	●	●	●
SCANSOURCE AND INTELISYS SUPPLIERS	AXIS	BOSCH	EXACQ	HANWHA	MILESTONE	PANASONIC
<b>MANAGED SECURITY</b>						
<b>CYBERSECURITY</b>						
<b>MSSP</b>						
Corvid	●	●	●	●	●	●
Masergy	●	●	●	●	●	●
Open Systems	●	●	●	●	●	●
Verizon	●	●	●	●	●	●
<b>MDR/EDR</b>						
Corvid	●	●	●	●	●	●
Masergy	●	●	●	●	●	●
Open Systems	●	●	●	●	●	●
Verizon	●	●	●	●	●	●
<b>ASSESSMENTS/AUDITS</b>						
Corvid	●	●	●	●	●	●
Masergy	●	●	●	●	●	●
Open Systems	●	●	●	●	●	●
Synoptek	●	●	●	●	●	●
Verizon	●	●	●	●	●	●
<b>PHYSICAL SECURITY</b>						
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](mailto:ignitesales@scansource.com) — and let's get started!