

Today's BTA webinar will begin in a few minutes.

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SHARP

Learn the Playbook:
*Diversify Through Collaboration
Solutions*

Bob Madaio, Sharp

Sandi Stambaugh, SYNEX

Dave Augason, Les Olson Company

John Huston, Les Olson Company

Today's Discussion

SHARP

- The need for diversification
- New requirements of hybrid and remote work
- Leveraging distribution partnerships
- Dealer reality check and learnings



Today's Panel

SHARP



Sandi Stambaugh
Vice President of Product
Management, Technology
Solutions US.



Dave Augason
Chief Sales Officer



John Huston
Corporate IT Solutions
Sales Manager



Bob Madaio
Vice President,
Marketing



Oh, What A Year...

SHARP.



SHARP.

COVID-19 did not change our marketplace.

COVID-19 changed the URGENCY of our business transformation.

The Need for Diversification

SHARP



The Need for Diversification

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Seeing The Bigger Picture

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Smarter Signage

Engage employees, customers and visitors

Smarter Document Workflows

Mobile app and voice-controlled MFPs simplify print, scan and copy

Smarter Reception

Safer, simpler visitor engagement and way-finding



Smarter Meeting Rooms

Improve collaboration and productivity

Smarter Energy

Leverage IoT sensors toward smart-building solutions

Smarter Collaboration

Accelerate communications between hybrid office workers during impromptu and scheduled meetings

What Opportunities Are You Seeing?

SHARP

Smarter Signage

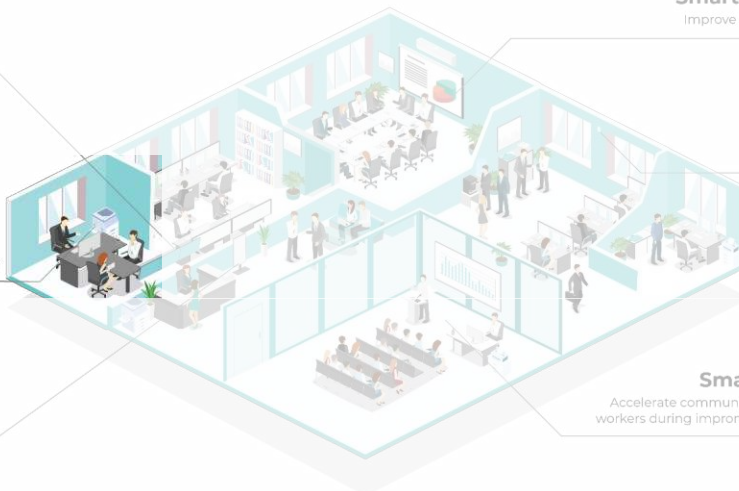
Engage employees, customers and visitors

Smarter Document Workflows

Mobile app and voice-controlled MFPs simplify print, scan and copy

Smarter Reception

Safer, simpler visitor engagement and way-finding



Smarter Meeting Rooms

Improve collaboration and productivity

Smarter Energy

Leverage IoT sensors toward smart-building solutions

Smarter Collaboration

Accelerate communications between hybrid office workers during impromptu and scheduled meetings

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**That's easy for YOU to say,
corporate OEM guy...**

The Distribution Advantage

SHARP



Sandi Stambaugh

Vice President of Product Management,
Technology Solutions US.



How SYNnex Can Support Dealers

SHARP

SYNNEX
COLLABSolv[™]

SYNNEX
VISUALSolv[™]

SYNNEX
PRINTSolv[™]

SYNNEX SERVICEsolv.
Sharp WCD Service Solutions from SYNnex

SYNNEX Field Services delivers a consistent, focused approach to your Sharp Windows Collaboration Display installation, training, and integration.

SYNNEX Sharp WCD Services Solutions include:

- Consultation and training
- Dedicated project management
- Professional site survey reporting
- Customized, custom project portal for large-scale deployments

Service Parts

Part #	Part #	Part Description
598007	SCS-PCICDTS-GLARY	Site Survey to Determine Installation Requirements of the WCD
598008	SCS-IMPACTDTS-ANET	On-Site Survey and Installation of the WCD
597988	SCS-CTSPALL	On-site Integration or Training for Sharp WCD
597989	SCS-CTSA	3-Hour On-site Training Session

Easy to Buy, Easy to Sell
With a variety of value-added services, SYNnex SERVICEsolv can help you increase your revenue. It's simple as that. Upgrade, install, and integrate. We'll handle the rest. For more information, email service@synnex.com.

ENGAGE NOW
For more information, email us at service@synnex.com

SYNNEX

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Sure, but can actual dealers see success here?

The Dealer Perspective

SHARP



Dave Augason
Chief Sales Officer



John Huston
Corporate IT Solutions
Sales Manager

Potential Next Step: Free WCD Certification

SHARP



- FREE Two-day certification
- Special dealership discounts on Windows Collaboration Display for those with certification
- Do not need to be a Sharp MFP dealer
- Great prizes for attendees

<https://bit.ly/WCD-SYNNEX>

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Thank You

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