

# Storage Solutions Support

*We are Ready to Assist!*

Our expertise in storage management solutions, combined with our pre-sales consultative approach, bring architecture and technical assistance to our partners to drive greater success in their end-user sales engagements.

## Expertise and Experience You can Depend On

When engaging our storage solutions support organization, you benefit from over 20 years of experience in storage hardware and software technologies, with specific proficiency relating to data preservation, data integrity and storage compliance solutions from Nexsan.

Whether a unified, hybrid storage solution (NST) is needed for high-performance virtualized environments; or reliable, space and cost-efficient block storage (E-Series) is required; or whether a secure, compliant, archive platform (Assureon) is the best fit, Nexsan delivers a storage solution to fit the need.

### SUPPORT BEFORE, DURING AND AFTER THE SALE

Working in partnership with you, we can help you identify your customer's requirements, configure the right storage solution to fit their needs and assist you in positioning and closing your storage opportunities.



#### DISCOVERY

Teaming with you to uncover the customers' storage requirements as a foundation for developing the appropriate storage product offering.



#### PRODUCT DEMONSTRATIONS

Developing and delivering a customized demonstration that can address the customers' business requirements and positions the right storage solution.



#### SOLUTION DESIGN

Defining the right storage solution and architecture to meet the customers' current and future data growth requirements.



#### SALES & TECHNICAL EDUCATION

Providing on-going web-based, and on-site sales and technical sessions to enhance the success of your organization's storage selling engagements.



#### CONFIGURATION & PRICING

Assist with the design of specific storage software and hardware configuration and pricing to meet the customers budget and ROI expectations.



#### TRADE SHOW, EVENT & WEBCAST SUPPORT

Providing sales and technical resources for targeted end-user demand events to assist you in positioning your storage product offerings.

### CONTACT NEWWAVE'S STORAGE SOLUTIONS SUPPORT

Feel free to email Michael Brooks, Director of Storage Solutions, at [mbrooks@newwavetech.com](mailto:mbrooks@newwavetech.com) or (352) 400-0007, or contact your NewWave Sales Representative at (800) 536-5222.