Redington

ONEREDINGTON

REDINGTON IS A GLOBAL PIONEER IN REDUCING TECHNOLOGY FRICTION

which is defined as the barrier between the high speed of technological innovation and the rate of its adoption. With a relentless focus on technology, innovation and partnerships, Redington facilitates and accelerates the adoption of cutting edge technologies, products and services across emerging markets for the world's leading brands.

Innovation, Technology and Partnerships are not only at the forefront of our business model; **THESE ARE IN OUR DNA.**
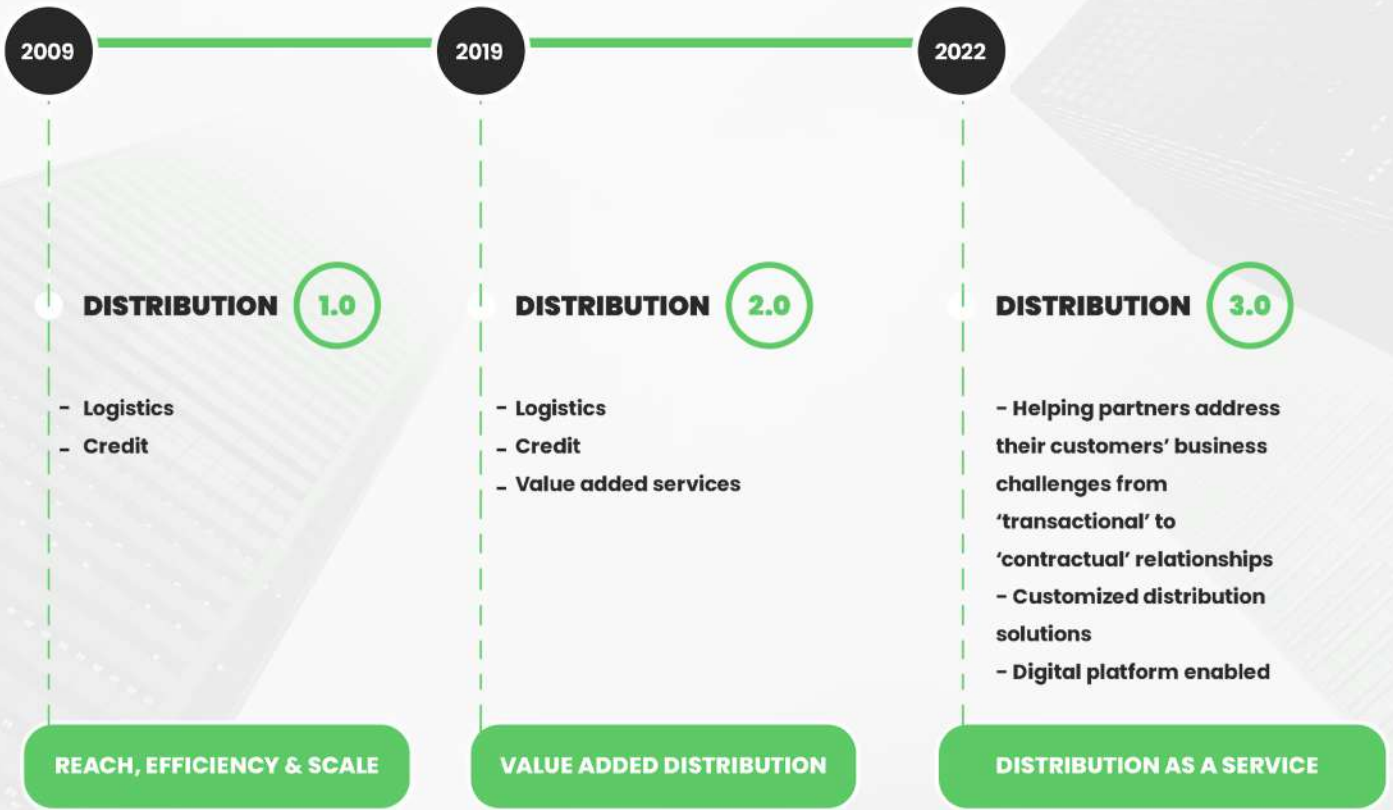
GLOBAL REACH

38
COUNTRIES
WHICH WE OPERATE IN

60
SUBSIDIARY OFFICES, WITH
57 BRANCHES IN INDIA

200+
WAREHOUSES

OUR
EVOLUTION

2009 ———————— **2019** ———————— **2022**

DISTRIBUTION 1.0

- Logistics
- Credit

REACH, EFFICIENCY & SCALE

DISTRIBUTION 2.0

- Logistics
- Credit
- Value added services

VALUE ADDED DISTRIBUTION

DISTRIBUTION 3.0

- Helping partners address their customers' business challenges from 'transactional' to 'contractual' relationships
- Customized distribution solutions
- Digital platform enabled

DISTRIBUTION AS A SERVICE

40,000+
CHANNEL PARTNERS

290+
LEADING BRANDS, WITH 89 BRANDS IN INDIA

HELPING PARTNERS FUEL THEIR BUSINESS GROWTH

PRODUCT PORTFOLIO

Our comprehensive product portfolio includes desktops, notebooks, PCs and workstations from the world's leading brands. From video conferencing tools to next generation mixed reality devices, we ensure that access to world class technology is truly democratised for all. Our unparalleled focus on creating frictionless customer experiences has enabled massive adoption of lifestyle technology products and accessories across various consumer categories such as gaming & connected devices.

SERVICES PORTFOLIO

Redington helps partners address their customers' business needs by enabling their digital transformation and ensuring secure migration journeys. With our vast range of services such as consulting, pre-sales support, post-implementation support, portfolio stacking, etc. we empower our partners by providing optionality and flexibility.

DIGITAL PLATFORMS

Our digital platforms and cloud solutions, combined with flexible payment options and a hyper efficient and reliable distribution network, tremendously improve customer experience and ease of doing business.

PROCONNECT: END-TO-END FULFILMENT SERVICE PROVIDER

Our Logistics Services provider operates PAN India. As a neutral service provider, we offer the full range of third-party logistics (3PL) services to clients across different verticals, including new-age businesses and mission - critical support. Today, we provide end -to - end supply chain solutions to over 150 leading brands.

Technology friction can take many forms and we offer an entire gamut of services to help our partners with their critical business needs.

LAST MILE CONNECTIVITY AND DELIVERY

Redington extends a plethora of technology friction-less opportunities for OEMs, helping them augment their business growth with greater predictability, better control, productive partners and instant access to other services. With integrated services such as last mile connectivity, vendor-partner platforms, front-end GTM strategy etc, Redington enables OEMs to navigate the enormous, but highly complex consumer market.

FLEXIBILITY OF PAYMENT

Agility is key to surviving in the modern business environment, and Redington enables agility by helping customers leverage everything as a service (XaaS) in an OPEX model. Through strategic partnerships with hyperscalers and system integrators, Redington creates flexible access to leading edge technology infrastructure for all corporations for use as an adaptive asset for sustainable development.

MARKET FULFILMENT MODEL

Redington's one-of-a-kind market fulfilment model encapsulates the following core offerings:

- EFFORTLESS MIGRATION TO CLOUD INFRASTRUCTURE
- COMPLIANCE AND REGULATION SERVICES
- 24*7 WAREHOUSING & LOGISTICS SERVICES
- LEASING AND FINANCIAL SERVICES

PRODUCT
PORTFOLIO

Our industry leading product portfolio enables frictionless digital transformation for our customers:
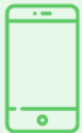
PCs, LAPTOPS, AND TABLETS

Consumer technology and commercial disbursements of PCs, desktops, laptops, iPads and MacBooks and other business devices from the world's leading brands

PRINTERS & SERVICES

Printers & related consumables and accessories

MOBILITY / SMARTPHONES

With over two decades of leadership in the mobility business, Redington has pioneered GTM for the world's leading brands across smartphones and wearables

LIFESTYLE & ACCESSORIES

Consumer lifestyle products such as smart speakers & gaming consoles

LICENCES & SUBSCRIPTIONS

Corporate licensing & subscription services for industry leading tools from Autodesk, Microsoft, Salesforce etc.

NETWORKING

Comprehensive portfolio of networking solutions, from switching, routing, and wireless to Software-Defined Networking (SDN) for active, passive and wireless collaboration

SERVER, STORAGE & POWER

Building the optimal data strategy and enabling cloud maintenance capabilities for customers, partners, vendors, and system integrators

ENTERPRISE SOFTWARE

Enabling adoption of world class computing infrastructure, databases, operating systems, and software used for analytics and enterprise data management and by specific business verticals, via subscription based business models

SECURITY

Enterprise security management models and industry leading cybersecurity infrastructure development solutions and services for data, network, gateway, infrastructure,email and application security as well as endpoint and cloud security

SOLAR

Redington's B2B and B2B2C models ensure that consumers get only the best and most innovative solar products, services, and infrastructure. We are proud to be accelerating the transition to green energy by enabling solar power adoption on rooftops of homes & businesses.

CLOUD

Through strategic partnerships with the world's leading hyperscalers, we make the magic of the public cloud accessible to organisations of all sizes. Redington Value's multi-cloud marketplace empowers customers to leverage the best practices in the industry and gain access to the global standard of consulting and technical services.

PCs, Laptops, and Tablets

Apple · acer · ASUS · AVITA · chrome enterprise · DELL

dynabook · Google for Education · hp · Lenovo · msi · Microsoft | Surface

Printing Solutions

PRINTERS & SERVICES

Canon · EPSON EXCEED YOUR VISION · hp

DIGITAL PRINTING

Desktop Metal · ETEC · materialise innovators you can count on · wipro | wipro 3D

Mobility / Smartphones

Apple · Google · GARMIN · Jabra GN

Lenovo · motorola · NOTHING

Lifestyle & Accessories

amazon · AVITA · Microsoft 365 · msi

SanDisk · wipro · XBOX

Networking

Array NETWORKS · AVAYA · Cambium Networks · CISCO · COMMSCOPE RUCKUS · JUNIPER

lifesize · molex one company is a world of innovation · NOKIA · poly · POLYCAB Connection Zindagi Ka · TEJAS NETWORKS Future Ready. Today.

TP-LINK · VIVOTEK A Delta Group Company

Enterprise Software

esri | IBM | MICRO FOCUS | ORACLE | ptc | rubrik

Red Hat | SAS | splunk> | SUSE | veeam | VERITAS

Server, Storage & Power

APC by Schneider Electric | HPE aruba networking | DDN STORAGE | DELL Technologies AUTHORIZED DISTRIBUTOR | EATON | Hewlett Packard Enterprise | HITACHI Inspire the Next

HUAWEI | Lenovo | NetApp | NUTANIX | PURESTORAGE | Fuji Electric

Licences & Subscriptions

AUTODESK | freshworks | GitLab | Microsoft 365

onshape | salesforce | SAS

Security

ARCHER | arcserve | Barracuda | CHECK POINT YOU DESERVE THE BEST SECURITY | everest IMS | FORTINET

GAJSHIELD | Infoblox | NETWITNESS | OUTSEER | paloalto NETWORKS | Quest

RSA | Skyhigh Security | SONICWALL | SOPHOS | Trellix | TREND MICRO | vicarius

Solar

EMMVEE | EnerTech | FOX ESS | GEESYS | HITACHI | Growatt

JA SOLAR | JAKSON | LONGi | RenewSys | Trinasolar

Cloud

aws | Azure | Google Cloud | IBM Cloud | ORACLE Cloud

SERVICES
PORTFOLIO

FINANCIAL SOLUTIONS OFFERINGS

Redington offers a whole suite of financial solutions to match the varied financial requirements of our partners.

CHANNEL FINANCING

- Invoice based or overdraft financing
- Financing through multiple banks & NBFCs at competitive interest rates
- Unsecured, collateral-free short-term loans (up to 90 days)
- Available to partners with 1 year of association with Redington

PROJECT FINANCING

- Suitable for long term financing for large value projects
- Financing through banks & NBFCs at competitive interest rates

RETAIL & MSME FUNDING (ONLY FOR SOLAR BUSINESS)

- EMI based loans at competitive interest rates for residential roof tops only
- Higher funding tenure as per customer's requirements

LEASING

- Suitable for long term solution to financing (1 - 3 years)
- Financing & OpEx leasing through NBFCs at competitive interest rates

CUG CARDS

- Credit card-based financing at no additional cost to all channel partners
- Option of availing more than 1 credit card with different billing dates
- Can be used on our digital platforms and link-based payment gateways
- Customizable billing cycles of 30+15 / 21+7 / 30+7 days

BUY NOW, PAY LATER

- Ultra-short financing (up to 45 days) with loan up to 25 lakhs at no additional cost
- Instant financing solutions offered through our digital platforms & via offline modes

PRE-SALES SUPPORT OFFERINGS

Redington's certified technical consultants work closely with our partners & customers to understand their pain-points and business objectives.

Joint lead generation activity	Solution design & BOQ preparation
Product demo/POC assistance	RFP preparation support
POC appliance arrangement	Sales & pre-sales enablement

Joint customer meeting & solution positioning

POST-SALES SUPPORT OFFERINGS

Redington enables partners to strengthen their customer relationships while also forging a long-term business strategy. We combine trusted vendor recommendations with the best practices in the industry to implement our solutions.

Technical consulting services	Deployment services: Implementation, migration
Support services: SLA based, Remote or Onsite, 8*5 / 24*7	Periodic vulnerability assessments (quarterly, half-yearly, annually)
Managed services: Endpoint, SOC, SIEM - monitoring & management	Professional customer training

White labelled cloud managed service

PROJECT BUSINESS OFFERINGS

For large private sector and government projects, Redington provides a dedicated team to help partners qualify for bidding opportunities and supports them in executing these projects end-to-end. Our project management support services include:

Commercial Services

Dedicated project management team to manage end to end execution	Industry, vertical, SI and customer focused account managers
Pre-qualification criteria, other commercial elements of the bid	Competitive project financing solutions
Logistics, 3PL services & Reverse Logistics (RL) support	Third-party products and services

Technical Services

Extensive pre-sales technical support	Consulting & managed Services (cloud, cybersecurity)
Deployment & professional services	Public / hybrid cloud technology services

ENTERPRISE TECHNOLOGY OFFERINGS

With Redington's in-house team of expert engineers, we ensure that our customers get the best available solutions and services under the same roof.

ENTERPRISE AS-A-SERVICE

Infrastructure As-A-Service	Storage As-A-Service	Network As-A-Service	Device As-A-Service	Security As-A-Service

INFRASTRUCTURE TRANSFORMATION SERVICES

Advisory & Consultancy	Design & Implementation	Data Centre Transformation

MANAGED SECURITY SERVICES

Consulting & Support	Deployment	Cloud Security

INTELLIGENT NETWORK SERVICES

Product Selection & Solution Design	Network Security Solutions	Enterprise Network Design	Implementation & Post Sales

SOFTWARE SERVICES

Enterprise Application Security	Log Monitoring	Enterprise Backup	Automation & OpenShift

CLOUD SERVICES OFFERINGS

Redington is a market leader in enabling flexible and dynamic cloud platforms. Through strategic partnerships with the world's leading hyperscalers, we make the magic of the public cloud accessible to organisations of all sizes.

Cloud Consulting

- Cloud Advisory & Strategy
- Cost Optimization
- Cloud Economics (TCO/ROI)
- Security Assessment
- IT Infrastructure Assessment and Strategy

Cloud Migration Services

- Physical Server to Cloud Migration
- Application Migration
- Backup & Disaster Recovery
- Inter-Cloud Migration
- Subscription Services

Security

- Cloud Security
- SIEM, SOAR, VAPT
- Privilege Access Management
- Cloud Based Log Analysis

Modernization

- Containers & Micro-services
- Artificial Intelligence (AI) & Machine Learning (ML)
- Internet of Things (IoT) on Cloud
- IaaS to PaaS transition
- Hybrid Cloud Management
- Database Migration

Cloud Managed Services

- 24x7 Multi Cloud Managed Support
- Subscription Management
- Application Performance Monitoring
- Cloud Health Monitoring
- Configuration Management
- Database Monitoring
- Remote Work From Home (WFH) Solutions

Vertical Solutions

- Manufacturing: IoT Devices + Analytics, SAP
- BFSI: Modern Workplace (Collaboration, Remote Working)
- Healthcare: Data Analytics & Security Governance
- Government: SmartCity (Smart Metres, Data Center Migrations)
- Education: Digital Classrooms, Virtual Labs

DIGITAL PRINTING OFFERINGS

Redington has been a reliable partner in the growth of the print industry for over two decades. Our world class infrastructure enables our customers to accelerate their transformation from conventional printing to digital printing, expand their customer base and fuel their rapid growth.

2D PRINTING

Redington is an authorised partner for HP Indigo Digital Printing press, which is growing as the next big alternative to conventional printing. With the widest product range in the market, we cater to Photo & General Commercial Printing Segments. Also, we provide service support for HP Indigo machines installed in Labels & Packaging industry.

3D PRINTING

We bring our customers' designs to life through quality, innovation, and reliability. Our novel initiatives such as on-demand parts manufacturing for industries such as automotive, R&D, services, education, design etc. enable our customers to produce benchmarks, proof of concepts & short series production, on demand and with quick turnaround time.

SECURITY OFFERINGS

Redington brings a wide range of enterprise security solutions to our partners, catering to the ever-evolving cybersecurity needs of the customers. Customers can rely on our certified pre-sales experts to assess, design, and offer suitable security solutions for their greenfield or brownfield instances. We offer a plethora of products and solutions from the world's leading technology vendors.

CONSULTING
Periodic vulnerability assessments

DEPLOYMENT SERVICES
Implementation, Migration, Resident Engineer

SUPPORT SERVICES
SLA based, remote or onsite, 8*5 / 24*7

MANAGED SERVICES
Endpoint Security, SOC, SIEM

MARKETING OFFERINGS

- Dedicated team for planning & executing marketing campaigns
- Creating, planning and executing joint events
- Telemarketing and demand generation
- Digital marketing campaigns
- Social ORM services

DROP SHIPMENT OFFERINGS

Redington offers drop shipment to partners, managing their inventory and logistics operations and ensuring timely delivery to end customers.

IMPORT, RE-EXPORT, AND FTWZ OFFERINGS

Distributed over all major global commercial centres, our team is uniquely positioned to handle such opportunities. This is highlighted by the fact that over 300 customers have signed up for dedicated credit limits from our Singapore branch. We also go a step further to offer other flexible financial terms - Usance LC, DTB, FoB/CIF shipments, multi-brand shipment consolidation, customised packaging etc.

REDINGTON OFFERS A DEDICATED TEAM FOR PARTNERS WHO ARE:

LOCATED IN SEZ & STPI LOCATIONS WITH SPECIAL DUTY/GST BENEFITS

LOCATED IN SEZ & STPI LOCATIONS AND LOOKING TO PURCHASE IN INR

LOOKING FOR DELIVERY OUTSIDE INDIA (HPE)

DIGITAL PLATFORMS

OUR DIGITAL PLATFORMS AND CLOUD SOLUTIONS, COMBINED WITH FLEXIBLE PAYMENT OPTIONS AND A HYPER EFFICIENT AND RELIABLE DISTRIBUTION NETWORK, TREMENDOUSLY IMPROVE CUSTOMER EXPERIENCE AND EASE OF DOING BUSINESS.

CLOUD QUARKS

Redington's self-service platform aggregates various cloud and licensing vendors, ISVs etc, enabling our partners to access our full range of product and services from a single place. Through a blend of automation and intelligent recommendations, Cloud Quarks helps partners keep customers engaged throughout their buying journeys.

PARTNER & END CUSTOMER ON-BOARDING

Redington cloud registration & on-boarding	Partner-Vendor registrations	Linking end-customers to activate order placements

MARKETPLACE

Comprehensive cloud & licensing products catalogue	Personalised, intelligent product recommendations based on previous buying patterns	Quick provisioning of subscriptions through vendor APIs	Real-time view of active subscriptions along with expiry date
Renewal reminders for partners to plan subscriptions for subsequent year	Billing management as per personalised credit terms	Smart cloud monitoring dashboard with reporting on critical parameters	Alerts on anomalies, breaches, security threats, right-sizing etc.

REDINGTON ONLINE

Redington online is a fully-automated, self-service, B2B partner portal for all our hardware and software offerings. Redington Online provides a seamless digital pathway for our channel partners to discover, access and procure an expansive range of products and solutions for their customers. With Redington Online, our partners are empowered with the ability to:

Transact 24*7	Manage their order cycle end-to-end	View available stock in real time
Raise bids for special pricing	Analyse their purchase history	Exercise multiple methods of availing credit

CULTURE

Our people-first approach is the secret sauce behind our innovative products and world class people strategy. By providing technical training, managerial and leadership development programs and promoting diversity and inclusion, Redington has created a comprehensive value proposition for its employees.

CORE VALUES
WHAT WE BELIEVE

Our core values are the fundamental pillars of the Redington culture that guide our behaviours and actions, both within and outside of Redington. They are the principles that set the direction for our vision, mission & goals.

- UNCOMPROMISING INTEGRITY
- RESPECT AND TRUST
- RESULTS THROUGH TEAMWORK
- CUSTOMER CENTRICITY
- STRIVE FOR EXCELLENCE

- RESPONSIVE, HAVING A BIAS FOR ACTION
- COMMIT AND DELIVER WITH TRANSPARENCY & QUALITY
- MAKE TIMELY DECISIONS, SHOW URGENCY IN RESOLVING PROBLEMS
- STRIVE FOR CONTINUOUS IMPROVEMENT
- PRIORITISE ONE REDINGTON

CORE BEHAVIOURS
HOW WE ACT

Our core behaviours are actions every employee can take to create Redington's culture.

LEADERSHIP ATTRIBUTES
WHO WE ARE

This is all about who we are as leaders. We bring together diverse experience and capabilities that set us on the path of success, now and in the future.

- VISIONARY AND BELIEVER OF OUR SHARED VISION
- INCLUSIVE, PEOPLE DEVELOPER
- HIGHEST LEVELS OF OWNERSHIP, ACCOUNTABILITY & DRIVE FOR RESULTS
- CAPABLE, INNOVATIVE, DISRUPTIVE
- EXTERNAL FOCUS, PASSION FOR CUSTOMERS

ANNEXURE 1

COMMERCIAL PCs

Product	Apple	acer	ALTOS	ASUS	DELL	dynabook	Google	HP	Lenovo	Microsoft
Commercial Desktops	✓	✓		✓	✓			✓	✓	
Commercial Notebooks	✓	✓		✓	✓	✓		✓	✓	✓
All In One PCs	✓	✓		✓	✓			✓	✓	
Thin Clients			✓		✓			✓	✓	
Desktop Work Stations	✓		✓		✓			✓	✓	
Mobile / Notebook Workstations	✓		✓	✓				✓	✓	
Server & Storage Products			✓						✓	
Tablets	✓	✓								
Video Conference / Collaboration Devices										✓
Mixed Reality Device / Smart Glass										✓
Retail Point Of Sale (POS) Terminals								✓		
Operating System Upgrades							✓			

CONSUMER PCs

Product Lines	Apple	acer	ASUS	DELL	HP	Lenovo	msi
Consumer Desktops	✓					✓	
Consumer Notebooks	✓	✓	✓	✓	✓	✓	✓
All In One PCs	✓				✓	✓	
Gaming Notebooks	✓	✓	✓		✓	✓	✓
2 in 1 & Detachable Notebooks		✓	✓	✓	✓	✓	

PRINTERS

Product Lines	Canon	EPSON	HP
Consumer Printers			✓
Commercial Laser Printers	✓	✓	✓
A3 Laser Printers			✓
Large Format Printers			✓
Point Of Sale (POS) Printers		✓	
Consumer Scanners			✓
Commercial Scanners			✓
Home Projectors		✓	

SUPPLIES / CONSUMABLES

Product Lines	Canon	HP	SAMSUNG
Ink Cartridges		✓	
Laser Toners	✓	✓	✓

LIFE STYLE & ACCESSORIES PRODUCTS

Product Lines	amazon	AVITA	Microsoft	msi	SanDisk	wipro
Gaming Consoles			✓			
Productivity Softwares			✓			
Smart Speakers	✓					
Smart Bulbs		✓				✓
Mother Boards				✓		
Monitors				✓		
Gaming Accessories				✓		
Memory Devices (Thumb Drives / Micro SD / Dual Drives)					✓	

ANNEXURE 2

Brand	Technology / Product offerings	Solution offerings
ORACLE	Data & Cloud	Database, Cloud, Middleware, AI and Machine Learning, Analytics and Business Intelligence, Big Data, Cloud Regions, Oracle Database, MySQL, Linux
ORACLE	Compute & Servers	Secure Application Infrastructure, Midrange and scale-out UNIX servers, Modular Computing for Demanding Enterprise Workloads
ORACLE	Storage	Zero Data Loss Recovery Appliances, High-Performance Enterprise Storage & Offline Data Protection, Archiving
DELL Technologies AUTHORIZED DISTRIBUTOR	Compute & Servers	Rack / Tower / Blade / Application Support SQL / Edge to cloud platform HPC, SAP HANA
	Storage	SAN Storage, NAS Storage, Unified Storage, Cloud Storage Scaleout NAS Storage Scaleout Unified Storage Scaleout SAN with VMware
	Data Protection	Data Protection Software Integrated Data Protection Appliances Integrated Target Based Appliances Disaster Recovery Solutions SaaS Based Backup Solutions
	HCI / Private Cloud / IaaS	VMware Integrated Solution - VXRAIL Hypervisor Independent Solution for Private Cloud - Powerflex Microsoft Azure Stack HCI Dell Apex
esri	GIS mapping	Mapping, Field operations, Spatial Analysis & Data Science, Imagery & Remote Sensing, Indoor GIS, Real-Time Visualization and Analytics, 3D Visualisation and Analytics
IBM	Software	IOT, Cloud Paks, IDAM, Analytics, Data & AI, Middleware, Cloud services, Automation, DevOps, Asset management, Commerce, Security and Identity
	Compute & Servers	Cloud Bare Metal Servers, Cloud VPC Servers, Power Series (Physical and Virtual Servers with IBM CPUs) and Spectrum Servers
	Storage	Hardware, Software and Services for Edge to Core to Hybrid Cloud (Flash Systems, Spectrum Fusion, Cloud Object Storage, Elastic Storage Systems, San Switches, Tape Libraries, Data Resilience Backup and Recovery Delivery via SAAS)
MICRO FOCUS	Digital Transformation and Enterprise Software	AI Data Analytics and Governance, Cyber Resilience, IT Operations Management, Email Archiving, Operating Systems, Data Backup and Protection, Security Products, Application Modernization, Application Delivery
ptc	Digital Technology	Augmented Reality, Virtual Reality, Industrial IOT, PLM, ALM, SLM, CAD, Engineering Products
Red Hat	Automation & Open Source	Operating Systems, Application Development, Middleware, Hybrid-Cloud, IT Automation, CAAS, Application Services, Automation and Management, Cloud Services
rubrik	Backup Software and Appliances	Enterprise Data Protection, Cloud Data Protection, Microsoft 365 backup, Data Observability and Remediation
sas	Data & AI	Advanced Analytics, Artificial Intelligence & Machine Learning, Data Management, Data Operations, IOT, Market Analytics, Fraud Prevention & Security, Risk Management & Operationalizing Analytics
splunk>	Analytics Software	Data-driven security, Operational Intelligence software, Advanced Threat Detection, SOC Automation and Modernisation, Cloud Migration, Incident Investigation, Forensic Analytics
SUSE	Open Source Solution	Edge Computing, Suse Linux Enterprise Server, Enterprise Container Management, Public Cloud, Business Critical Linux & Security
veeAM	Backup & Replication	Continuous Data Protection (CDP), Cloud-native Backup built-in for AWS, Azure and Google, Reliable Ransomware Protection, Increased Cloud Security, Kubernetes-native Backup, Replication and DR, Monitoring and Analytics
VERITAS	Backup Software and Appliances	Cloud Data Security, Hybrid Multi-Cloud, Cyber Security, Data Protection, SAAS Data Protection, Long Term Data Retention & Ransomware Resilience

Vendor	Products	Solution Offering
ARCHER	Integrated Risk Management	Third Party Governance
		Archer Engage for Vendors
		Archer Insight
		Enterprise and Operational Risk Management
		ESG Management
		Operational Resilience
		Audit Management
		IT & Security Risk Management
		Archer Engage
		Public Sector Solutions
		Regulatory and Corporate Compliance
		Business Resiliency
arcserve	Data Protection	Data Protection Software
		Data Protection Appliances
		SaaS Data Protection
		Disaster Recovery as a Service (DRaaS)
		Backup as a Service (BaaS)
		Immutable Storage Appliances
		Cloud-Based Management
Barracuda	Email Protection	THREAT PREVENTION, POST-DELIVERY DETECTION AND RESPONSE, DATA PROTECTION AND COMPLIANCE
	App & Cloud Security	WAF-as-a-service, Web Application Firewall, API Security, Cloud Security Guardian, Advaced Bot Protection
	Network Security	Secure Access Service Edge (SASE), Secure SD-WAN, Zero Trust Access, Industrial Security (IoT/OT), Web Security & Filtering
	Data Protection	Backup, Cloud-to-cloud Backup, Data Inspector
CHECK POINT	Quantum	Secure the Network
	Harmony	Secure users & Access
everest IMS	ITOM	Infraon AIOps,Infraon IMS,Infraon NCCM
	Telecom Op Support System	Infraon OSS
	ITSM	Infraon Desk,Infraon Assets
	Zero Trust	Infraon SecuRA
F::RTINET	Network Security	Firewall, IPS, SWG, Secure SD-WAN, OT
	Secure Networking	NGFW, Secure SD-WAN, Ethernet Wireless 5G/LTE WAN Gateway, Network Access Control
	Zero Trust Access	Universal ZTNA, SASE, CASB, Identity Authentication
	Cloud Security	Cloud-Native Protection, DevSecOps, Cloud Firewall, SD-WAN for Multi-Cloud WAF, Email Security
	Security Operations	Endpoint (EDR/XDR), Automation: SIEM/SOAR, Managed SOC & MDR, DRPS, EASM Deception
GAJSHIELD	Gateway Security	Data Security Firewall
Infoblox	Networking Products	BloxOne® DDI,NIOS DDI
	Security Products	BloxOne® Threat Defense,Advanced DNS Protection,Threat Intelligence,Cybersecurity Ecosystem
	Automation Products	Cloud Network Automation,Unified Network View,Global Load Balancing,Reporting and Analytics,IP Address Management for Microsoft, Network Automation and Compliance
NETWITNESS	eXtended Detection & Response	XDR – eXtended Detection and Response
		NDR – Network Detection and Response
		LDR – Log Detection and Response
		EDR – Endpoint Detection and Response
		IDR – IoT Detection and Response
		SOAR – Security Orchestration and Automation
		TIP – Threat Intelligence Platform
	Security Information & Event Management (SIEM)	Evolved SIEM – Compliance and security
		Log Management – Scalable enterprise SIEM
		Cloud SIEM – SIEM as a service
OUTSEER	Fraud Management	Outseer Fraud Manager, FraudAction, Outseer 3-D Secure and Emerging Payments
paloalto	Network Security	NGFW, SD-WAN, Secure Web Gateway, ZTNA, SASE
	Cloud Security	DevSecOps, Vulnerability Management, Cloud Workload Security, Cloud Security Posture Management, CNAPP
	SoC Security	Endpoint Security, SOAR, Attack Surface Management (ASM), Incident Response, XDR, EDR
Quest	Data Governance	AD Security & Recovery
		Data Governance
		Data Operations
		Data Protection
		Migration & Consolidation
		Unified Endpoint Management
		Unified Identity Security
RSA	SecurID	Governance & Lifecycle, Single Sign-On
	ID Plus	Subscription Plans, DS100 Authenticator, RSA Mobile Lock, Governance & Lifecycle Cloud, Risk AI
Skyhigh Security	Zero Trust for the Cloud	Skyhigh Security Service Edge, Cloud Access Security Broker, Secure Web Gateway, Private Access, Cloud-Native Application Protection Platform
SONICWALL	NETWORK SECURITY	Next Generation Firewall, Security Services, Network Security Manager
	ACCESS SECURITY	Cloud Edge Secure Access, Secure Mobile Access, Wireless Access Points, Switches
	CLOUD SECURITY	Cloud App Security, Cloud Firewall (NSv)
	ENDPOINT SECURITY	Capture Client, Content Filtering Client
	ADVANCED THREAT PROTECTION	Capture ATP, Capture Security appliance
	EMAIL SECURITY	Email Security
SOPHOS	Endpoint	Sophos Endpoint (EDR), Workload Protection,Mobile, Encryption
	Network	Firewall, Wireless, Switch, Zero Trust Network
	Email & Cloud	Email, Phish Threat, Cloud Native Security, Cloud Workload Protection
	Security Operations	Sophos MDR, XDR, Factory
TREND MICRO	Hybrid Cloud Security	Workload Security, Conformity, Container Security, File Storage Security, Application Security
	Network Security	Intrusion Prevention, Advanced Threat Protection, Industrial Network Security, Mobile Network Security, Zero Trust Secure Access
	User Protection	Endpoint Security, Email Security, Mobile Security, Web Security, Industrial Endpoint
	Detection & Response	XDR, Attack Surface Risk Management
Trellix	Trellix XDR Platform	Endpoint Security - Secure your organization with proactive endpoint detection, response, and prevention
		SecOps and Analytics - Conduct streamlined, efficient SecOps (Security Operations) and Analytics from a holistic foundation
		Data Protection - Keep your information safe with a single integrated suite
		Network Detection and Response - Protect networks, servers, and data centers with a living, learning solution
		Email Security –Keep your email infrastructure and users safe-whether on-premises or in the cloud
		Cloud Security - Unlock unparalleled protection and productivity across your organization.
vicarius	Patch Management	Autonomous Vulnerability Remediation
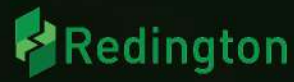
Redington

CONTACT US

FOR ANY REQUIREMENTS, PLEASE REACH OUT AT

NORTH

Ombir Singh

ombir@redingtongroup.com

9312437551

WEST

Mandar Khare

mandar@redingtongroup.com

9371026848

EAST

Sumit Chanda

sumit.c@redingtongroup.com

9331043330

SOUTH

Rajasekaran

raja.sekaran@redingtongroup.com

9663969765