

Why Partner with Global Convergence, Inc.

Enable Your Business • Expand Your Portfolio • Extend Your Reach

Meet Global Convergence

Global Convergence, Inc. (GCI) is the channel's services and solutions company. GCI empowers solution providers to bring innovative and disruptive technologies to market that complement their portfolio and provide them with new revenue opportunities. GCI's strong foundation as a U.S.-based value added distributor with a full channel-driven IT services portfolio and global supply chain brings together everything our customers need to serve their partners and customers with capabilities in 170 countries.

GCI's converged distribution and services model offers its Solution Provider community a unique opportunity to leverage high-growth technologies and partner with some of the hottest vendors within these segments – Gigamon is one such partner – creator of the industry's first Security Delivery Platform, GigaSECURE®.

We are uniquely qualified to be your Gigamon distribution partner and offer the following key sales and service differentiators for your consideration:

GCI Key Areas of Differentiation

- We've been a North American Master Distributor of Gigamon since 2010 with a proven ability to show you how to leverage high-margin/high-growth technologies like Gigamon, while providing peace of mind and incremental revenue opportunities.
- Our comprehensive suite of **Gigamon GigaPRO Fast-Track Services** help remove sales barriers and accelerate your revenue recognition while delivering excellent customer experiences to facilitate your next Gigamon sale.
- **IT nFusion** is our evolutionary approach to Anything-as-a-Service (XaaS) for Channel Partners to optimize and reduce IT expenditures by leveraging pooled resources for professional and managed services integrated with hardware, software of licensing components into a single, easy to manage solution with an operational expense payment structure.



Gigamon®

Grow Your Gigamon Business with Global Convergence, Inc.

- An agile, 100% channel-driven company
- Account managers are Gigamon certified and experienced in all aspects of Gigamon solutions
- Gigamon-authorized trained & certified Engineers
- Expertise in corresponding technology areas such as security, tools and performance management
- **Security nFusion** is GCI's innovative approach to Security-as-a-Service and utilizes the GigaSECURE platform to deliver programs that support the implementation, configuration and optimization of products from the top Gigamon security ecosystem partners.
- Partner enablement programs

Contact us today to learn more

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<http://globalconvergence.com/reseller-request-form/>

Also, see www.gigamon.com for more information.
#GigamonTransformsSecurity
#wefightsmart