

Software Battle Card

Why Sell SMART Software?

The SMART Meeting Pro Platform is a powerful visual collaboration software that allows users to create and capture ideas in the virtually unlimited interactive Unbound Workspace, as well as make notes over any available application. Westcon is pleased to enhance your solutions portfolio and support your UC business with SMART software.

Reasons to Sell SMART Software

- Earn recurring revenue from software renewals of enterprise-wide licensing agreements
- Receive ongoing revenue from maintenance renewals
- Offer industry-leading collaboration solutions to your customers
- Expand into Software-as-a-Service by developing your own branded offering based on SMART software

Software Reseller Success Factors

- Full-service Hosting, Monitoring and Maintenance
- Network Configuration and Management
- Software Customization and Configuration
- Software Implementation and Training
- Software Maintenance
- IT Shop
- Asset Management

Becoming a SMART Reseller

SMART Resellers must:

- Be approved by SMART
- Be a Westcon Reseller
- Complete SCSP and Pre-Sales Technical training
- Purchase demo gear
- Engage ITEC for installs OR complete SMART Factory Trained Installer & SMART Factory Trained Technician Training



Become a SMART Reseller and receive software at \$0 and/or demo price.

SMART Software Downloads

Visit SMART's website and download 30-day trial software:
www.smarttech.com/Support/Browse+Support/Download+Software

For questions about SMART Technologies solutions from Westcon, please contact your Westcon Account Manager or John Barrett, Director, at 630-388-0440 or john.barrett@westcon.com