



VALUE ADDED SOLUTIONS

# Business Ecosystem

## Partners Objective

System Integrators

20

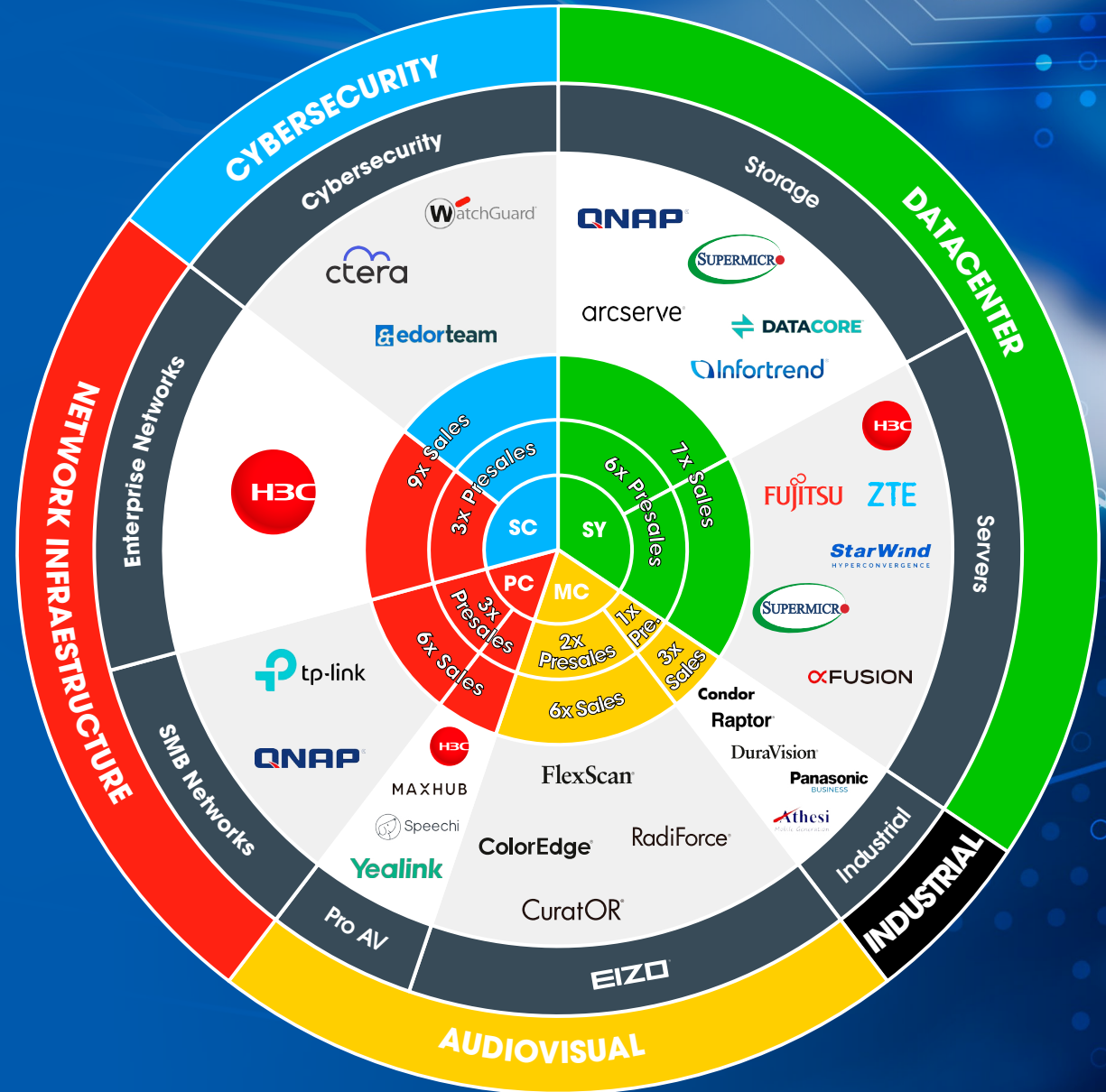
VARs

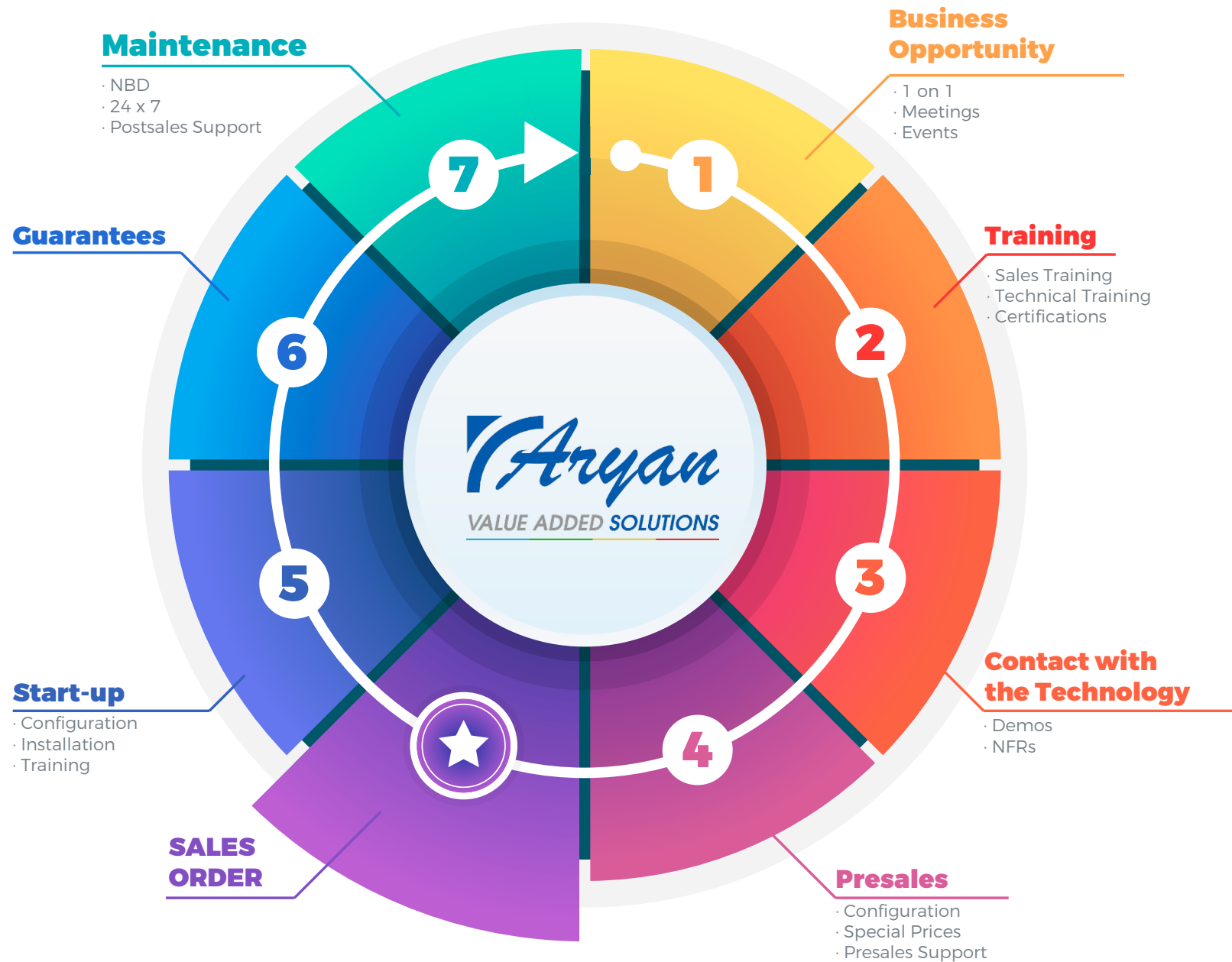
Valued Added Resellers

★ 200 - 800

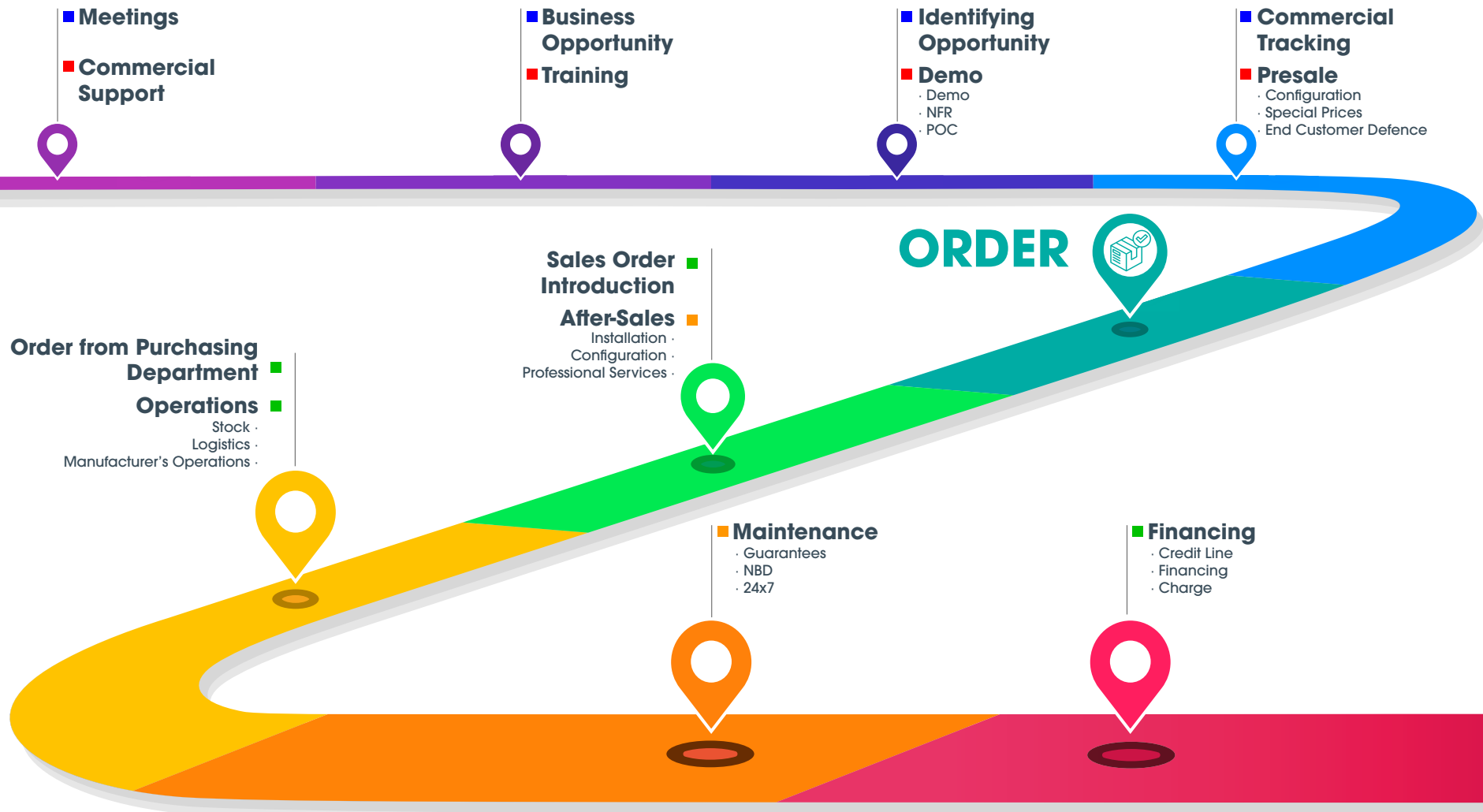
SMB Partners

+1000





# Commercial Organization and Business Development



## Sales Team

- Sales Director Division
- Account Manager
- Internal Sales

## Presales Team

- Presales Director
- Presales Level 2
- Presales Level 1

## After-Sales Team

- After Sales Level 2
- After Sales Level 1

## Back Office Team

- Commercial Assistant
- Financial Dept.
- Logistics Dept.
- Renewals
- Operations Dept.
- Purchasing Dept.
- Marketing Dept.

# Vertical Markets

