



## SYNNEX Secure Networking Announces Key Cloud Enablement Collaborations

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### Company embraces transformational platforms and captures new growth opportunities

GREENVILLE, S.C., Dec. 6, 2017 /PRNewswire/ -- [SYNNEX Corporation](#) (NYSE: SNX), a leading business process services company, today announced a comprehensive strategy for its advanced technologies business. By embracing transformational cloud and managed service platforms in recent years, SYNNEX has helped resellers operationalize new business models, identify new growth opportunities, and achieve differentiation and innovation, and the company's new strategy enhances this work.

SYNNEX Corporation logo

SYNNEX' strategy includes new and enhanced offerings from leading vendors Aerohive Networks and Symantec Corporation, and an expanded distribution agreement with F5 Networks. Together, their offerings extend SYNNEX' advanced technologies line card and introduce more opportunities for resellers to grow their business.

In response to evolving end-user demands and security's central role in effective cloud and managed services platforms, the SYNNEX Secure Networking Group delivers a comprehensive, end-to-end portfolio of advanced technology solutions, services, and support. Two key cloud innovations and a new major distribution agreement enhance SYNNEX' advanced technologies portfolio, addressing growing customer demands for secure technological innovation.

#### SYNNEX Aerohive Wireless-as-a-Service (WaaS)

SYNNEX is taking network connectivity, and Aerohive's HiveManager NG Wireless-as-a-Service (WaaS) offering, to the next level with new availability through the SYNNEX CLOUDSoIv Marketplace. Orders placed on the self-serve CLOUDSoIv platform now automatically activate the network, decreasing time to market, while increasing the resellers' service-level agreements with their customers. Resellers have a convenient single interface to track their SYNNEX invoices, organized by each individually managed environment.

Aerohive HiveManager NG goes beyond basic connectivity. This next-generation management software harnesses the power of a cloud platform, delivering data insights that can lead to new revenue streams. Resellers can now extend beyond basic WiFi to offer game-changing services management, support, design, and more to end customers.

"Aerohive is excited to be working with SYNNEX to enable partners to quickly move to managed services," said Michael O'Brien, vice president, global channels, Aerohive Networks. "By leveraging SYNNEX' portfolio of services, Aerohive is now able to offer an OPEX-based Wireless-as-a-Service solution, which addresses the needs of partners and end-users for capital light solutions. SYNNEX' class-leading CLOUDSoIv platform means our partners can quote and sell a managed service offering with just a few clicks. We couldn't be more thrilled about our choice in selecting SYNNEX as our distribution partner to bring these dynamic services to market."

#### Symantec Endpoint Protection Cloud (SEP Cloud)

SYNNEX Secure Networking Group is pleased to offer Symantec's enterprise-grade cloud security which Managed Service Providers (MSPs) can now access and manage through the CLOUDSoIv Marketplace. Symantec Endpoint Protection Cloud is an easy to use security-as-a-service solution that protects and manages PC, Mac, mobile devices, and servers through a single console, making it the ideal solution for organizations with limited IT security resources.

- SEP Cloud protects against today's ransomware, zero-day threats and other sophisticated attacks using advanced multi-layered technologies including advanced machine learning and behavior analysis.
- SEP Cloud offers flexible billing options from the SYNNEX CLOUDSoIv Marketplace, including monthly, annual, device-only, and encryption management, which enhance the value and accessibility of SEP Cloud.

Symantec and SYNNEX plan to continue to expand the portfolio of security products offered through the CLOUDSoIv Marketplace over the next 12-18 months, allowing MSPs to build their security offerings in a scalable and affordable manner.

#### F5 Networks Distribution Agreement

SYNNEX Secure Networking Group is pleased to announce its major vendor partnership with industry leader F5 Networks.

SYNNEX' capabilities around strategic cloud offerings, partner enablement and management, and ability to drive multi-vendor portfolio attachments provided compelling reasons for leading application delivery and security vendor F5 Networks to add SYNNEX to their distribution network. As a result, SYNNEX is expanding its extensive solutions through F5's comprehensive cloud-focused and security offerings to its partner base, in addition to introducing a new suite of enablement tools for current F5 Networks partners.

The innovative collaboration between F5 Networks and SYNNEX is supported by a market-leading SYNNEX Advanced Technologies Community, which serves as an enablement outlet for Advanced Technologies across multiple segments and platforms. Channel partners can now leverage this relationship through combined partnership benefits including:

- Regional advanced tech summits with cloud security and networking specialists
- Complimentary cloud security and next-gen networking playbooks detailing numerous go-to-market plays
- Advanced technology solutions consultative support for cloud upsell, cross-sell, and solution-selling
- Monthly trainings, webinars, and newsletters on security & networking for cloud

#### About SYNNEX Secure Networking

SYNNEX Secure Networking provides clear paths and solutions to resellers, in the complex Advanced Technologies space, including network security, managed

services and the full spectrum of related devices. Its comprehensive suite of Advanced Technologies solutions and devices paves these paths for SYNnex partners to simplify their day-to-day operations, streamline ordering, and keep pace with the industry's best practices. For more information, email [advancednetworking@synnex.com](mailto:advancednetworking@synnex.com). To learn more about SYNnex, visit [www.synnex.com](http://www.synnex.com).

#### **About SYNnex Corporation**

SYNnex Corporation is a *Fortune* 500 corporation and a leading business process services company, providing a comprehensive range of distribution, logistics and integration services for the technology industry and providing outsourced services focused on customer engagement strategy to a broad range of enterprises. SYNnex distributes a broad range of information technology systems and products, and also provides systems design and integration solutions. Concentrix, a wholly-owned subsidiary of SYNnex Corporation, offers a portfolio of strategic solutions and end-to-end business services around customer engagement strategy, process optimization, technology innovation, front and back-office automation and business transformation to clients in ten identified industry verticals. Founded in 1980, SYNnex Corporation operates in numerous countries throughout North and South America, Asia Pacific and Europe. Additional information about SYNnex may be found online at [www.synnex.com](http://www.synnex.com).

#### **Safe Harbor Statement**

Statements in this news release that are forward-looking, such as features and capabilities of products and services, security product offering expansion, technology trends, and general success of collaborations, involve known and unknown risks and uncertainties which may cause the Company's actual results in future periods to be materially different from any future performance that may be suggested in this release. The Company assumes no obligation to update any forward-looking statements contained in this release.

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