



# Purdicom Value-Add Professional Services

SUPPORTING YOUR BUSINESS AT EVERY STEP

## Purdicom: Value Add Distributor

**MORE THAN JUST BOX-SHIFTERS, HELPING YOU WIN MORE BUSINESS.**

Purdicom ensures our customers have everything they need to win more business. From pre-sales technical support through marketing material, we can help you provide a complete solution that you can take directly to your customers and end-users.

### Technical Demonstrations

Pre-sales visits to carry out technical demonstrations.

### Technical Support

Technical Team are always available to assist in any technical queries.

### Technical Account Management

Our Account Managers don't just sell you whatever products or kit is available, they pro-actively suggest the best solutions.

### Wi-Fi Heat Maps

Free, branded heat mapping.

### Bespoke Webinars

The Technical Team offer bespoke 1-2-1 webinars tailored to your specific needs.

### Customer Support

Customer is King – this is Purdicom's mantra and this is exactly the service you'll get with our Customer Support Team.

### Wireless Link Planning

An accurate indication of the viability of a fixed PtP and PtMP wireless link and the predicted throughput.

### Flexible Terms

Flexible finance packages that will ensure you can always find the best plan when it comes to finding a solution that works for your business.

### Marketing

If you're after a new case study or some email design, our Marketing team can help create this for you.

### Logistics

Labelling can represent either Purdicom, the manufacturer or your company name. Just let us know.

### Customer Portal

Sales, Technical & Marketing Portal.

### Pre-Sales Meetings

Either our Technical or Sales Teams can arrange a pre-sales meeting with you, here to help grow your business.

### Site Planning

After you've had your heat map, our Technical Team can come to your customers site and offer a free, pre-sales, site plan to inform you of what kit is required and where it is best deployed.

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## Access Point Labelling

We offer a unique labelling service where we can apply a customised label of your choice to each Access Point, remove any single-use plastic and document all MAC Addresses and Serial Numbers ready for the Access Points to be deployed in their final location.

## Accredited Training

To benefit from the most preferential pricing structures and all the perks of becoming a certified reseller, most of our vendors require you to be accredited.

## Pre-Staging

To save you time when on site, our qualified engineers will pre-stage all your equipment and provide a full report containing all backup files, user names, passwords and a quick start guide to get you up and running smoothly and friction free.

## Commissioning

Our qualified engineers offer installation configuration services for all our products. Products are configured to the manufacturer best practices and we conduct a full statement of works document prior to the installation and provide a full testing and implementation report.

## Pre-Install Site Surveys

To guarantee successful access point placement and coverage, we offer pre-installation site surveys using Ekahau site survey tools.

## Post-Install Site Survey

After installation, our team can make recommendations within the live environment for how the wireless network can be further optimised. We use Ekahau site survey tools to provide your report and with this suite, we can guarantee you are able to maximise your return on investment. We can implement any recommendations while still on site.

## Line of Site Survey

For fixed wireless applications, we offer a line-of-sight survey to determine whether a wireless link is viable between nodes and the availability of the link can be guaranteed at the desired performance level. This includes any cabling requirements and the closest network cabinets for installation.

## (Not for Resale) NFR Kit

'Not for Resale' (NFR) kit can be purchased at a heavily discounted rate. This can be used to demo, practice installs or configuration or can be used to show your end-users what the kit actually looks like. NFR helps you to explore new features as and when they're released so you can trial a range of kit before taking it to your marketplace.

**WITH YOU AT EVERY STEP OF THE SALES CYCLE,  
ACROSS EVERY BUSINESS FUNCTION**

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