



# PUBLIC SECTOR

solutions guide



## SCANSOURCE CATALYST PUBLIC SECTOR SOLUTIONS GUIDE

Public Sector is an exciting market that is ripe with opportunity for business partners, and ScanSource Catalyst is committed to helping you get the upper hand in this space. Our goal is to give you all of the advantages you need to achieve profitability in the Federal, State and Local governments, educational institutions and healthcare facilities. We've thoughtfully brought all of the industry-leading communications and networking products, value-added tools and services, and market insight together in one easy-to-follow guide.

Use this guide to help:

- Gain a better understanding of the technology solutions available for the government, education and healthcare verticals.
- Learn more about our value-added services and tools that can help you reduce complexity, build efficiency, and get the extra edge to be more profitable.
- Move into or expand your public sector business.

And, if you have any questions, please don't hesitate to reach out to us at [publicsector@scansourcecatalyst.com](mailto:publicsector@scansourcecatalyst.com). We look forward to hearing from you!





TOOLS



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Government agencies are under pressure to provide high levels of connectivity and access to instant information with shrinking budgets. ADTRAN helps government agencies address these challenges with robust, cost-effective solutions that offer:

- Converged voice and data network communications solutions
- High-speed connectivity
- Advanced functionality

**Selling ADTRAN? Get the ScanSource Catalyst Advantage!**

ADTRAN is proud to be in the ScanSource Catalyst Config Tool to make it easier to build your system.

 [View ADTRAN healthcare solutions](#)

 [View ADTRAN education solutions](#)



## GOVERNMENT

Government agencies at the Federal, State, and Local level are all tasked with finding new ways to interact with their citizens, facilitate easier access to information, and optimize human and financial resources. As a business partner, you can leverage ScanSource Catalyst’s best-in-class products and value-added services to help government organizations solve these complex issues and expand your government business. The following manufacturer partners offer solutions that enable fast, high-quality networking and communications services to the public.





As more government agencies turn to mobile devices for their daily work, ensuring network security is mission critical, and Aruba Networks is dedicated to helping government agencies and organizations build best-of-breed, highly secured, mobile networks. Aruba offers a variety of mobile networking solutions to your government customer for robust WLAN implementations, ensuring:

- Wireless and mobility
- Fully integrated security
- Unified solutions and future-proofed architecture

Through Aruba Networks' MOVE architecture, Aruba unifies all aspects of secure mobility into one cohesive system for employees, contractors, visitors, and military personnel in garrison or in deployment. In addition to supporting network industry standards, Aruba's government security validations and accreditations include:

- Common Criteria EAL-4
- FIPS 140-2 Validation
- DOD Directives 8100.2 and 8420.01

**Selling Aruba Networks? Get the ScanSource Catalyst Advantage!**

- Aruba's products are built into ScanSource Catalyst's proprietary, easy-to-use FastQuote tool. You can save, change and export budgetary bill of materials as needed!
- ScanSource Catalyst sales reps are Aruba certified sales specialists.
- ScanSource Services Group provides on-site surveys which come with detailed descriptions, signal coverage, and installation instructions.
- Our virtual surveys for Aruba partners provide AP layout, BOM, and a heat map of coverage area.

[More information on Aruba's Federal Security Certifications](#)

[Advanced Cryptography for Government](#)

[Secure Remote Access for Government](#)

[View Aruba healthcare solutions](#)

[View Aruba education solutions](#)



The Power of We™

Avaya provides unified communications, contact centers, data networking and related services to improve government efficiency and foster better employee collaboration. Support your government customers with solutions from Avaya that:

- Enable an always-on-government
- Enhance citizen service
- Enhance employee availability and productivity
- Improve public safety

By embedding communications into government operations processes, Avaya helps improve the way organizations work.

[Avaya – A Trusted Partner for State & Local Governments](#)

[Public Safety – Avaya Solutions for 9-1-1](#)

**Selling Avaya? Get the ScanSource Catalyst Advantage!**

Our dedicated BDs help SLE and Federal-focused business partners sell into complex markets by providing:

- Advice on grants and contracts
- Free education on public sector trends
- Leads to qualified partners

[Quote an Avaya solution using our FastQuote tool](#)

[View Avaya healthcare solutions](#)

[View Avaya education solutions](#)





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Powering Business Worldwide



Public service employees need to collaborate across multiple agencies and geographies in real time.

Furthermore, government officials around the world are exploring new ways of doing things in order to cope with the challenges of globalization, economic uncertainty, emerging technologies, and a more connected citizen base. Cisco solutions respond to these challenges by:

- Reducing costs
- Increasing organizational agility
- Providing a single, highly secure network
- Improving access to information
- Providing a powerful infrastructure

[Cisco Collaboration Case Studies](#)

[How to Improve Government Services by Increasing Flexibility, Collaboration, and Productivity](#)

**Selling Cisco? Get the ScanSource Catalyst Advantage!**

- Our entire Cisco sales team is CSE-certified
- Our entire Cisco tech support team is CCNA-V0-certified

[View Cisco healthcare solutions](#)

[View Cisco education solutions](#)

Eaton provides a reliable, safe, cost-effective and efficient way to deliver uninterrupted power supplies to high-density data centers. Included on multiple GSA schedules for products and services, Eaton enables resellers to deliver systems to the US Air Force, Army, Navy, Marine Corps and other agencies.

Your government customers can count on Eaton for:

- Enhanced safety for facilities and infrastructures
- Survivability in the harshest of environments
- Cutting-edge innovation for defense systems
- Integrated airflow management and power protection
- Rack-based heat containment
- Cold or hot aisle isolation

Eaton Data Center Solutions include:

- TAA-Compliant UPS
- Racks and Enclosures
- Airflow Management

Eaton Office Solutions include:

- Command Consoles
- Office Furniture
- Lab Furniture

[Eaton Interactive City for Public Sector Applications](#)

[Eaton Government Solutions Customer Success Stories](#)

[Eaton's TAA-Compliant Products](#)

**Selling Eaton? Get the ScanSource Catalyst Advantage!**

ScanSource Catalyst's support engineers are available 8am-8pm EST every weekday to provide FREE technical support to Eaton resellers.

[View Eaton healthcare solutions](#)

[View Eaton education solutions](#)





Jabra offers innovative solutions, products and services to meet the complex needs of your government customers who are transitioning to a unified communications platform. Time is of the essence for agencies implementing a UC strategy for their workforce, and Jabra delivers:

- Wideband audio for rich sound quality
- Integrated, plug-and-play call control functionality for ease-of-use
- Scalability for large deployments

**[Jabra in the Public Sector](#)**

**Selling Jabra? Get the ScanSource Catalyst Advantage!**

ScanSource Services Group can help you maximize your business through:

- Marketing services that help you stand out from the crowd
- Partnerships that create new opportunities

 [View Jabra healthcare solutions](#)

 [View Jabra education solutions](#)



Motorola Solutions delivers the innovation and dependability your government customers need so they can perform their best at any given moment and under extreme conditions. In the federal arena, information dominance is essential to making the right decisions and achieving desired outcomes. And whether it's for video surveillance, data transfer or interoperable voice communications, your customers' transport systems needs to work now and keep working in harsh environments and under extreme conditions.

Through Motorola Solutions' extensive portfolio, government agencies are better able to:

- Effectively respond to problems as they arise
- Deliver real-time information into the hands of first responders
- Increase worker efficiency through unified voice and data

**[Wireless Network Solutions for Government](#)**

**Selling Motorola Solutions? Get the ScanSource Catalyst Advantage!**

- Motorola Solutions' Partner Empower Program brings together our technology and your expertise to meet market needs. Call your ScanSource Catalyst sales rep to apply.
- **[ScanSource ROI Promotion](#)** provides Resources, Opportunities and Incentives to help you increase your Motorola Solutions sales.

 [View Motorola healthcare solutions](#)

 [View Motorola education solutions](#)





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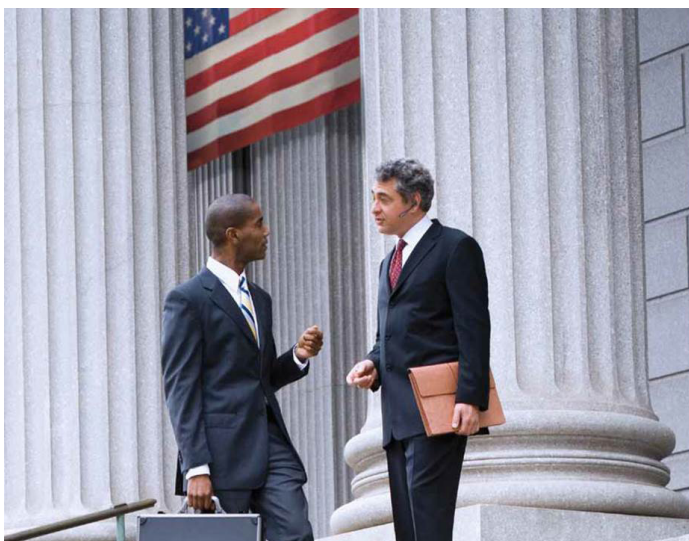


Plantronics' GSA-contract-holder status, specialized product team and broad TAA-compliant portfolio enable you to provide federal agencies and the DOD with innovative audio solutions and take advantage of outstanding service and global support. Plantronics' government solutions encompass:

- DOD Secured Applications
- 911 Unified Command Centers
- Unified Communications Deployments

[GSA Terms and Pricing Schedule](#)

[Section 508 Requirements](#)



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[View Plantronics healthcare solutions](#)

[View Plantronics education solutions](#)





## EDUCATION

Technology continues to make a significant impact on K-12 and higher-ed, thereby creating a lot of opportunities for business partners! School administrators looking for ways to improve student performance, boost teacher productivity, and reduce operating costs will be receptive to a reseller who provides reliable, scalable, and cost-effective solutions. ScanSource Catalyst offers industry-leading products that complement each other within the education vertical, plus a suite of tools that will help you move your education business to the head of the class.



ADTRAN provides reliable, innovative networking solutions that enable advanced connectivity and collaboration in the classroom, across campuses, school districts, school systems and communities.

For K-12 and beyond, ADTRAN's cloud connectivity, enterprise communications and virtual mobility solutions are creating an environment for:

- Improved quality of learning
- Increased safety for people, property and capital assets
- Increased network security

Additionally, for higher education, ADTRAN solutions enable academic institutions to:

- Support BYOD and offer campus-wide wireless coverage
- Improve faculty and staff productivity and efficiency
- Upgrade to a high-performance, centrally managed LAN
- Extend the reach of ethernet over existing in-building wiring and at 3X the distance

[➤ ADTRAN's Resource Center for State and Local Government/Education](#)

[➤ Connect. Communicate. Learn.](#)

**Selling ADTRAN? Get the ScanSource Catalyst Advantage!**

ADTRAN is proud to be in the ScanSource Catalyst Config Tool to make it easier to build your system.

Connect. Communicate.  
**LEARN.**

[🏛️ View ADTRAN government solutions](#)

[🏛️ View ADTRAN healthcare solutions](#)







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K-12:

Aruba Networks offers the best mix of distributed and centralized WiFi architectures designed for the affordability, security and scalability schools need. Aruba's solution:

- Includes Aruba Instant, which can be installed at a single school site or at multiple locations
- Offers feature-rich, enterprise-grade WiFi
- Combines affordability and configuration simplicity
- Allows scalability to integrate wired, wireless and VPN
- Eliminates the need to configure and troubleshoot individual APs
- Reduces the amount of IT personnel dispatched onsite
- Enables IT managers to centrally configure, monitor, and troubleshoot

[➤ K-12 Primary Education](#)

[➤ Benefits of Aruba Instant WLANS](#)

Higher Education:

Aruba's Mobile Virtual Enterprise (MOVE™) architecture enables mobility on campuses. MOVE uniquely consolidates network and security services required for WiFi, wired, remote, and outdoor access to right-size campus networks for mobility. With MOVE, education institutions can:

- Easily scale their networks to accommodate the deluge of mobile devices
- Support multimedia-heavy applications
- Deliver easier integration of smartphones and tablets
- Increase WiFi capacity for busy lecture halls and auditoriums
- Ensure reliable video, voice, and interactive learning

[➤ Campus-Wide Wireless at West Chester University](#)

[➤ Multimedia-Grade WiFi throughout Residence Halls](#)

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[🏛️ View Aruba Networks government solutions](#)

[🏛️ View Aruba Networks healthcare solutions](#)





The Power of We™

Avaya solutions for education have been trusted and deployed in campuses worldwide. Avaya has helped institutions create a more mobile and connected campus while expanding distance learning opportunities, enhancing faculty and staff productivity, enabling exceptional customer service and ensuring personal safety and campus security. Support your education customers with Avaya solutions that:

- Foster greater collaborative learning
- Enhance faculty and staff collaboration and productivity
- Enable mobile learning
- Improve campus safety
- Enable “always-on” learning
- Streamline customer and student services

[Maximizing the Mobile Learning Experience on Campus with Avaya](#)

[Avaya Video-Enabled Learning Solution for Education](#)

[How Avaya Supported Kentucky’s Kenton County School District’s BYOD strategy](#)

**Selling Avaya? Get the ScanSource Catalyst Advantage!**

Our dedicated BDs can help you:

- Understand the intricacies of the e-rate program
- Advise on which Avaya solutions are eligible for the e-rate program

[View Avaya government solutions](#)

[View Avaya healthcare solutions](#)



K-12:

Cisco’s comprehensive solution portfolio of intelligent, network-centric solutions, including video, collaboration, and virtualization, help your customers meet their most-pressing education imperatives. Help your K-12 customers:

- Extend the reach of existing faculty to more students
- Provide access to content and experts previously unavailable
- Bring together multicultural student groups
- Deliver instruction and therapy for special-needs students
- Increase administrator effectiveness

Higher Education:

Cisco can help your customers create a connected learning environment that delivers quality education to students and enables them to:

- Reach new learners beyond the campus
- Improve collaboration
- Provide lifetime learning
- Cut costs and streamline administrative and operational processes
- Increase safety and security

[Cisco Connected Learning](#)

[E-rate Helpdesk](#)

**Selling Cisco? Get the ScanSource Catalyst Advantage!**

- Our entire Cisco sales team is CSE-certified
- Our entire Cisco tech support team is CCNA-VO-certified
- Our Public Sector BDs are highly knowledgeable and experienced e-rate specialists

[View Cisco government solutions](#)

[View Cisco healthcare solutions](#)





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Powering Business Worldwide

Eaton provides a reliable, safe, cost-effective and efficient way to deliver clean, uninterrupted power supplies to schools. Your education customers can count on Eaton for:

- Ensuring smooth operations in wiring closets
- Powering data systems and servers
- Maintaining constant network uptime
- Powering electronic white boards and videoconferencing

[Eaton's TAA Interactive City: Public Sector](#)

**Selling Eaton? Get the ScanSource Catalyst Advantage!**

ScanSource Catalyst's support engineers are available 8am-8pm EST every weekday to provide FREE technical support to Eaton resellers.

[View Eaton government solutions](#)

[View Eaton healthcare solutions](#)



Jabra's headsets are simple, straightforward, and great for first-time users. Along with a comfortable fit, they offer HD Voice technology that ensures clear conversations. There's also an automatic volume control, which maintains a consistent sound even if you're moving between quiet and noisy environments – something your education customers will appreciate.

Jabra headsets provide:

- Budget-friendly options for academic institutions
- Interoperability with all industry-leading UC systems
- Fully optimized headset solutions that meet education-specific requirements
- PeakStop technology that eliminates sudden, damaging sound spikes

[Jabra in the Public Sector](#)

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ScanSource Services Group can help you maximize your business through:

- Marketing services that help you stand out from the crowd
- Partnerships that create new opportunities

[View Jabra government solutions](#)

[View Jabra healthcare solutions](#)





Motorola Solutions can help enhance your education customer's connectivity, productivity, safety and security for a better learning environment. With a wide range of wireless education solutions, Motorola gives school staff and students increased availability and connectivity no matter what the assignment.

Motorola's education solutions deliver:

- Always-on learning
- Safety and security
- Operational efficiency
- Reliable, high-speed, campus-wide coverage
- Seamless integration of wireless broadband and mesh solutions

[\*\*How Motorola Solutions' Wireless Education Technology Solutions Help K-12 Schools\*\*](#)

**Selling Motorola Solutions? Get the ScanSource Catalyst Advantage!**

- Motorola Solutions' Partner Empower Program brings together our technology and your expertise to meet market needs. Call your ScanSource Catalyst sales rep to apply.
- [\*\*ScanSource ROI Promotion\*\*](#) provides Resources, Opportunities and Incentives to help you increase your Motorola Solutions sales.

[\*\*View Motorola government solutions\*\*](#)

[\*\*View Motorola healthcare solutions\*\*](#)



Plantronics delivers crisp, clear voice communication solutions to education institutions. And, it is through a long commitment to cutting-edge technology that Plantronics enables teachers, administrators and students to:

- Collaborate more effectively in virtual classrooms
- Work productively in language labs
- Work and monitor students hands-free

[\*\*Tablet Use in Elementary Schools\*\*](#)

[\*\*Collaboration Technology in Schools\*\*](#)

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[\*\*View Plantronics government solutions\*\*](#)

[\*\*View Plantronics healthcare solutions\*\*](#)





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Ruckus Wireless enables academic institutions to have strong security, full coverage, and consistent connections. Just as importantly, Ruckus Smart WiFi provides the technology that gives schools a cost-effective wireless infrastructure that's in a class by itself. With Ruckus, educational institutions gain:

- Consistent, reliable connectivity
- Up to four times the coverage and higher performance using fewer APs
- Low cost of ownership, including easier installation and Zero Touch IT
- Comprehensive onboarding and security management solutions
- WiFi in temporary classrooms, on-campus housing, and every corner of the campus

[Ruckus Smart WiFi for K-12](#)

[Ruckus Smart WiFi for Higher Education](#)

**Selling Ruckus Wireless? Get the ScanSource Catalyst Advantage!**

ScanSource Catalyst's support engineers are available 8am-8pm EST every weekday to provide FREE technical support to Ruckus Wireless resellers.



[View Ruckus Wireless healthcare solutions](#)





## HEALTHCARE

Technology and customer demand are creating an entirely new dimension of opportunities in healthcare. Physicians, nurses and staff need to easily access and deliver critical information. And, in addition to following HIPAA regulations, hospital administrators must find creative ways to reduce operating costs while improving patient care. As a business partner, the possibilities for expanding into healthcare are virtually endless – and ScanSource Catalyst has the right products, services and programs to give your business a shot in the arm.



Secure and wireless networks are now being used as a means to improve patient relationships by providing more real-time, point-of-care access to critical medical information and reducing the possibility of medical errors. Through ADTRAN, you can help a healthcare's wireless network:

- Enable secure point-of-care access
- Allow patient access to online check-in and patient data
- Support secure public wireless access
- Fully support the requirements under HIPAA for patient privacy and security

ADTRAN solutions are robust and offer the functionality and security that healthcare providers require today, with room for expansion and integration of future applications, users, and locations. All ADTRAN network products:

- Integrate easily in multi-vendor network environments
- Provide a breadth of ease-of-use features
- Make it simple to install, manage, and monitor the network

### **Selling ADTRAN? Get the ScanSource Catalyst Advantage!**

ADTRAN is proud to be in the ScanSource Catalyst Config Tool to make it easier to build your system.

 [View ADTRAN government solutions](#)

 [View ADTRAN education solutions](#)





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The Power of We™

You have healthcare customers who need the wireless network infrastructure that can support vital clinical applications and provide secure access for mobile devices. Aruba Networks can help these organizations drastically reduce network complexities and costs with its application-aware wireless LAN that reliably delivers data, voice and medical device traffic over one common network.

Aruba offers a high-speed 802.11n WLAN for hospital-wide mobility that:

- Secures wireless connectivity for all mobile devices
- Enforces network access policies based on identity, device, location and application
- Maintains consistent, high-quality medical device communications
- Identifies encrypted voice and video traffic and applies the appropriate quality of service (QoS)

[Aruba Networks Dramatically Improves the Quality of Delivery at Ottawa Hospital](#)

[Aruba Networks Helps Hospitals](#)

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[\*\*View Aruba Networks government solutions\*\*](#)

[\*\*View Aruba Networks education solutions\*\*](#)

Focused on the entire lifecycle of patient care, Avaya Healthcare Solutions improve patient outcomes, reduce healthcare costs, and increase patient satisfaction by removing barriers that hold up hospital clinical processes. Avaya solutions can help your healthcare customers:

- Combine communications, collaboration, mobility, and workflow automation
- Improve patient experience, clinical task management, and reduce costs
- Extend community-based health courses
- Implement medical training programs

In addition to patient care, Avaya telehealth solutions:

- Improve all aspects of patient care and administration
- Enable healthcare organizations to be more efficient and responsive
- Allow healthcare organizations to improve profitability
- Achieve regulatory compliance

[Avaya Healthcare Solutions Brochure](#)

[Renown Health Delivers Telemedicine Care With Scopia Video Conferencing Solutions](#)

Access design, implementation and onboarding support through our video suite

### **Selling Avaya? Get the ScanSource Catalyst Advantage!**

[Quote an Avaya solution using our proprietary FastQuote tool](#)

[Expand your resources through ScanSource Services Group WiFi Services](#)

[\*\*View Avaya government solutions\*\*](#)

[\*\*View Avaya education solutions\*\*](#)







Cisco is well positioned to help improve the future of healthcare through networked technologies that transform how people connect, access and share information, and collaborate. Cisco Connected Health solutions enable:

- Better quality of care
- Improved patient outcomes and experience
- Increased safety, productivity and workflow efficiency
- Improved and integrated communications
- Privacy and protection of patient information

[Cisco Healthcare](#)

[Cisco TelePresence for Healthcare Solution](#)

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- Our entire Cisco tech support team is CCNA-V0-certified

[View Cisco government solutions](#)

[View Cisco education solutions](#)



*Powering Business Worldwide*

Eaton's approach to healthcare is one that can enable your customers to ensure their healthcare facilities have power, no matter what the scenario. This includes quick connections to generators, paralleling switchgear, transfers and switches, and UPS units to provide uninterrupted power to IT systems, diagnostic imaging equipment, clinical labs, and facilities and monitoring support systems until backup generators can take over.

Eaton's power system designs:

- Help healthcare facilities reduce operating costs
- Have the flexibility to adapt to changing requirements
- Distance and protect people from potential hazards
- Deliver the peace of mind that healthcare systems are protected around the clock

[Healthcare Solutions: Interactive Hospital](#)

[Healthcare Success Stories](#)

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**MOTOROLA SOLUTIONS**

Value Added Distributor



Jabra's products offer simple, easy-to-use audio endpoint solutions that feature comfortable wearing style options, exceptional sound quality, and innovative design. In a vertical market where each minute matters, Jabra offers headsets that enable medical staff and personnel to connect and communicate effectively. Jabra's headsets are optimized for:

- Easy mass deployments
- Rich sound quality
- Seamless integration with existing applications
- Multi-pairing to work with mobile phones, soft phones and tablets
- Secure encryption to the base

**[Jabra Meets the Communications Challenges of the Public Sector](#)**

**Selling Jabra? Get the ScanSource Catalyst Advantage!**

ScanSource Services Group can help you maximize your business through:

- Marketing services that help you stand out from the crowd
- Partnerships that create new opportunities

 [View Jabra government solutions](#)

 [View Jabra education solutions](#)

Motorola Solutions gives your healthcare customers the mobile voice and data they need to define a new level of efficiency, accuracy, patient safety and healthcare excellence in your facility. Whether it's being able to access data in a patient's record, verify a medication order, or collaborate with a colleague on a clinical decision, Motorola's mobility devices can help your customers deliver quality patient care.

Motorola Solutions offers:

- Feature-rich mobile devices
- Corded and cordless barcode scanners
- Voice interoperability for cross communications between device types
- High-speed, reliable and secure connectivity

Additionally, Motorola Solutions' wireless broadband technologies help healthcare providers:

- Eliminate geographic barriers to quality healthcare
- Maximize their investments in Healthcare Information Technology
- **[Affordably access medical images, clinical data and operational information](#)**

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 [View Motorola government solutions](#)

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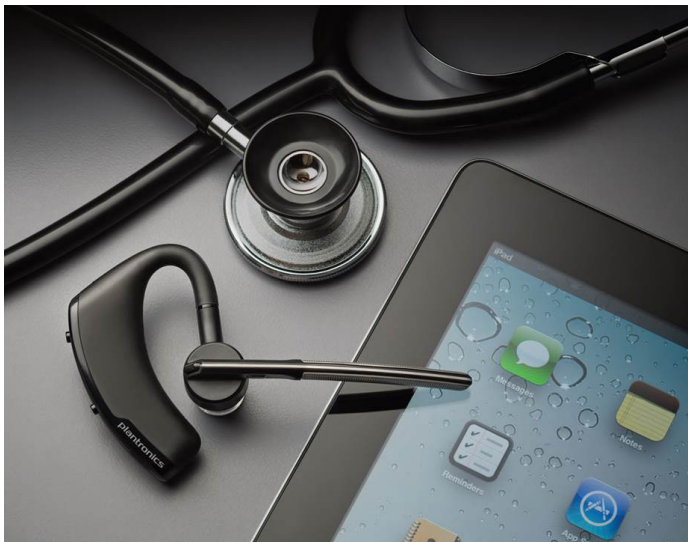
In the healthcare environment, headsets have become an absolute necessity for VoIP calls, PC audio, speech recognition, teleconferencing, and telemedicine. Plantronics audio devices are simple to set up and use, and are designed to let you hear and be heard, with the clearest, most natural sound possible.

With Plantronics, your healthcare customers can:

- Increase productivity with hands-free functionality
- Reduce error rates caused by miscommunication
- Lessen the risk of phone-related neck and shoulder stress injuries

[\*\*🔗 Better Communications, Better Care: Hospital teamwork empowered by Plantronics and Cisco\*\*](#)

[\*\*🔗 The Future of Digital Healthcare\*\*](#)



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[\*\*🏛️ View Plantronics education solutions\*\*](#)



Healthcare organizations of all sizes turn to Ruckus Wireless and their ZoneFlex Smart Wireless systems with adaptive antenna arrays to provide the best possible connection in even the most challenging situations. With Ruckus, you can give your healthcare customers a simple, yet full-featured wireless solution that enables:

- Stronger, consistent WiFi coverage with fewer access points
- HIPAA compliance through network security and encryption key security
- Central management with simplified network administration

With its unique ability to constantly monitor the air and steer WiFi signals around interference in real-time, the Ruckus ZoneFlex WLAN system delivers:

- Wire-like performance suitable for critical EMR information
- Affordable wireless-enabled voice handsets
- A strong connection even in the most difficult conditions

[\*\*🔗 Ruckus Smart-WiFi for Healthcare\*\*](#)

[\*\*🔗 Delivering the Right Prescription for Healthier WiFi\*\*](#)

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[\*\*🏛️ View Ruckus Wireless education solutions\*\*](#)





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Spectralink's solutions enable direct, clear connection without compromising mobility so communication flows effortlessly and patients receive the best care possible. Eliminating overhead paging creates a more peaceful atmosphere. Plus, automatic trigger alarms improve patient and staff safety. Spectralink's wireless telephone solution offers:

- Improved patient care and satisfaction
- Faster delivery of critical patient information
- Immediate, informed decision-making
- Ensured staff safety
- Faster respond time from nurses to critical issues

**[Silverado Senior Living Boosts Resident Safety, Enhances Care with Spectralink Wireless Solution](#)**

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## SERVICES



ScanSource Services Group focuses on helping resellers reduce complexity, build efficiency, and get you that extra edge to achieve growth. Whether you want to grow your sales funnel, expand service offerings, get your team certified, or find partnerships that create new opportunities, ScanSource Services Group can help you do it.

ScanSource Services Group provides:

- Marketing Services - Brand development, lead generation, online marketing, and more
- WiFi Services - WiFi deployment that's 100% guaranteed
- Network Assessments - Real-time environment evaluations for successful implementations
- Education and Training - Hands-on, virtual and on-site training
- Custom Configuration Services - Building your solutions and driving out costs
- Programming and Installation Services - Industry experts expand your reach
- Partnership Programs - Connections to build your opportunities

## TOOLS

We believe in making things simple. That's why we have developed these proprietary tools to help you streamline your business.

### **ScanSource Catalyst Config Tool**

Makes it easier for solution providers to build systems.

### **FastQuote**

Generate quotes for your customers faster than ever.

### **Fast Catalog Online Ordering**

24x7 access to product, pricing and inventory information.

### **Virtual Demo Center**

Demonstrate the benefits of communications equipment through a secure website.





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## ABOUT SCANSOURCE CATALYST

For every situation or challenge a business partner may face, ScanSource Catalyst has a solution. Partner with a distributor that:

- Represents more than fifteen years of experience in the unified communications and networking distribution channel.
- Focuses on helping business partners grow their business.
- Offers unmatched inventory, on-time delivery, expert support, technology and sales training, and vast array of value-added services.
- Develops and maintains a full suite of proprietary demo, design and quote tools, to add value throughout the sales cycle.



