Cloud Innovation Factory

Technology Partners

Supporting Technology Partners to expand, enhance and scale their solutions

At Arrow, we understand that each partner has its own objectives, aspirations, culture, capabilities and customers and through this, its own journey to success.

The Innovation Factory is a programme to support technology partners to optimise, grow and continuously innovate their solutions and services to drive their business forward.

Through working with Arrow, we will take time to understand your business and the objectives you are trying to achieve. We then create a joint plan to identify how we best work together so that you can meet your business outcomes. The plan will provide the blueprint of success that will be adapted over time as your business continues to grow and evolve.

Arrow Engagement Process

BUSINESS AND STRATEGY PLANNING
Understanding your business and strategy to identify how we can work together to drive your solutions forward.

ONBOARDING AND OPTIMISING
Supporting you to onboard your solutions with Arrow and to future ready your solutions to ensure long term success.

GROW YOUR BUSINESS
Service and solutions designed to help you accelerate into the market and find new opportunities to grow your business.

CONTINUOUSLY INNOVATE
Helping you to update your solutions to address the changing needs of your customers and help you stay ahead.

Accelerate Your Business

To find out more about how Arrow can take your business to the next level visit our website www.arrow.com/ecs/ to connect with our expert team and get started on your journey.

Example Deliverables

The business and strategy planning sessions will help to jointly identify the areas in which we can best support your business in accelerating forward. Below are an example of just some of the services and processes we can support you with to ensure you can meet your goals.

ONBOARDING AND OPTIMISING

ARROWSPHERE
Simplifies the operational complexity of delivering hybrid multi-cloud solutions.

SAAS ACADEMY
A series of enablement content covering key topics of cloud economics and scale business models to help SaaS ready your solution.

VENDOR BEST PRACTICE
Resources to help ensure your solutions align to the best practices of your chosen cloud platforms.

VENDOR TRAINING
Access to vendor training programmes to develop core skills for cloud development.

GROW YOUR BUSINESS

MARKETING CONSULTANCY
Sessions with our partner experts to provide insight and feedback on your go to market strategy and content.

MARKETING ECOSYSTEM
Connecting with our recommended marketing partners to help drive create your message and accelerate it into the market.

PARTNER COMMUNITY
Support to connect with other partners in our network to help develop your solution and gain insights and feedback.

MARKETPLACE ONBOARDING
Supporting you to marketplace ready your solutions including guidance on key requirements and business models for scale transactions.

CONTINUOUSLY INNOVATE

TRAINING SERVICES
Courses and resources to help your teams stay up to date on the latest technology and earn vendor certifications.

CONSULTING SERVICES
These services would facilitate the design or architectural stage to a solution and be delivered through the Arrow Partner Ecosystem.

EDGE DEVICES
Through the Arrow division we can deliver a multitude of sensor and edge processing technologies. These technologies could be the foundation required for your new solution or designed into an existing solution to provide new data sources and meet business challenges we see in the markets.