



## Pivot3 Solutions Simplified Program

# Design, Propose, Deploy

### KEY ADVANTAGES

#### Pre-engineered Solutions

Simplifies and automates designing a system to meet customer requirements

#### Easy-to-use Tools

Suite of online tools for sizing and selecting the optimum solution configuration

#### Industry Solutions

Sample solutions designed to meet specific industry requirements

#### Technology Partner Ecosystem

Reference Architectures, Best Practices, and sample solutions designed with leading security software providers

#### Deep Experience and Expertise

Over a decade testing, designing, deploying, and supporting solutions in mission-critical video environments

The Pivot3 Solutions Simplified Program provides system integrators (SIs) and value-added resellers (VARs) with the resources and tools to streamline the design, proposal, sale and delivery of enterprise-class physical security solutions based on Pivot3's Surveillance Series hyperconverged infrastructure (HCI) optimized for video-centric, mission-critical environments. By combining their expertise with Pivot3 Solutions Simplified resources and technology, SIs and VARs will reduce the time and effort to win a project, ensure happy customers, and realize a more profitable engagement.

Pivot3 Solutions Simplified is designed to help our partners simplify and streamline the complexities of sizing, designing, quoting, and deploying the compute and storage infrastructure for today's most sophisticated security applications, including video surveillance, video analytics, access control, intrusion detection, audio sensors, and all other integrated systems.

Solutions Simplified packages Pivot3's decade of experience testing, designing, and deploying Pivot3 solutions with security applications software from other industry-leading vendors into pre-engineered solutions, tools, documentation, and resources partners can use to streamline their solution design and sales process and ensure customers are receiving a system that meets their specific requirements. It also leverages Pivot3's experience in designing and deploying industry-specific solutions including transit, higher education, city government, gaming/casinos, critical infrastructure and federal government.

Solutions Simplified is available to any SI or VAR who is a member of the Pivot3 Partner Program.



## PIVOT3 SOLUTIONS SIMPLIFIED PROGRAM BENEFITS

### Pivot3 Pre-engineered Solutions

Pre-engineered Solutions provide a recommended configuration of Pivot3 appliances (hyperconverged, storage-only, compute-only, GPU optimized), switches, cabling, servers, software, services and support designed specifically to match the customer’s requirements.

### Pivot3 Solution Design Tools

Tools include the Pre-engineered Solutions Configurator that automatically selects the right pre-engineered solutions, including which solution is the most economical, and generates a BOM for quoting purposes, as well as a Surveillance Sizer for building solutions ala carte and a Camera Sizer.



### Sample Industry Solution Designs

Solution designs based on Pivot3’s experience designing solutions in higher education, K-12, safe/ smart cities, transit, critical infrastructure and other industries that provide sample configurations based on size and type of environment.



### Technology Alliance Partner Assets

Pivot3 partners with industry-leading VMS, video analytics and other physical security application providers to conduct testing and produce Reference Architectures and Best Practices Guides. These documents and related data are available to partners as part of Solutions Simplified and contribute to the definition of Pre-engineered and Industry Solutions.



### Pivot3 Experience and Expertise

Pivot3 partners have access to Pivot3 Solution Architects and the Solutions Test Team, all of whom have extensive experience in physical security and IT technologies. These resources are available to assist in the use of Pivot3 Solution Design Tools and consult on solution design and optimization.

Pivot3 Solutions Simplified resources can be found on the Pivot3 Partner Portal at <https://partner.pivot3.com>. Partners can also register for access to the Partner Portal at this location.

For more information, visit [Pivot3.com](https://pivot3.com)