5G Solution Building With **ConnectSolv**

Its all about Communications Continuity!

By combining connectivity technologies, the ConnectSolv team helps ensure your business stays secure and always connected. The continuity of your network is our prime goal.

Profits With Carrier Activations

TD SYNNEX paid our partners over $45 million in carrier commissions in the last two years!!!

The TD SYNNEX ConnectSolv team utilizes multi-vendor relationships to provide complete connectivity solutions from design to deployment.

From the edge to the cloud, the ConnectSolv team enables enterprise-class connectivity so your business can transact when and where it needs to transact.
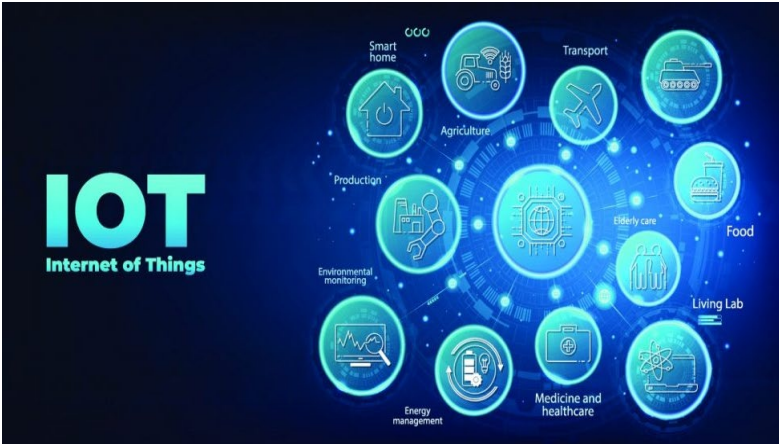
Solution Building Process

1. Discovery Call - Solutions Consultant to Review Need and Identify the Following:
    1. Connection – primary/failover, wireline, cellular, satellite or hybrid
    2. Hardware – routers, sensors, tablets, laptops, wearables, phones, etc.
    3. Software – security, IoT platforms, cloud, edge, etc.
    4. Services – RF design, kitting, configuration, installation, management
2. Vendor Alignment
    1. Ensure reseller is authorized for each vendor in build
    2. Obtain parts needed for the solution quote
    3. Introduce reseller to vendor reps (internal and external) to encourage alignment
    4. Determine carrier and selling model – managed, referral, co-sell, or sell alone
    5. Obtain deal registration if applicable
3. Quote
    1. Parts quote comes from assigned sales team based on BOM from discovery call
    2. Services quote given by ServiceSolv team
        1. Statement of Work (SOW) questioner must be completed (24-48 hrs.)
        2. May require site survey
    3. Carrier provides quote on the cellular devices Monthly Reoccurring Charges (MRC)
4. Order
    1. Service team provides single SKU for SOW
    2. PO sent to sales to for processing
    3. Product shipped to end-user or configuration center
    4. Vendor provides IMEIs
    5. IMEIs sent to carrier for activation
5. Installation and Management
    1. Schedule Call with TD SYNNEX PM and all parties
    2. Review SOW
    3. Establish install date and SOP for managed services if applicable
    4. TD SYNNEX PM will coordinate and manage project

Claiming Carrier Activations – $Pure Profit$

- Cellular Carriers – Verizon, T-Mobile, AT&T/FirstNet, US Cellular
- Managed Connectivity – Kore, Convergia, DataXoom, MetTel, Nitel, AireSpring, Granite
- Hard Line Providers - Spectrum, Comcast, Verizon, AT&T, Lumen, Convergia

- Mobility Program – Earn Commissions for Activating SIM-Enabled Devices
    - Must enroll in Mobility Program to Claim Activations
        - E-Sign Agreement
        - W-9
    - Eligible Devices
        - Routers, Tablets, Phones, Laptops, Wearables
        - Any SIM-Enabled Device
    - Submit Deal Reg - Submits to designated carrier team
        - End User info
        - Product Model
        - Quantity
    - IMEIs submitted for activation
    - Devices activated by carrier
    - Commissions paid in accordance with carrier terms

TD SYNNEX

End-to-End, Outcome-Based Solution Design

From design to deployment, confidently build and manage fleets of vehicles, sensors and cameras on our customizable IoT platforms. From the tracking of assets to smart building design and beyond, our IoT platforms gives you full visibility and control of the daily operations of your business.

Ask about one of our ready-made IoT solutions today!

Healthcare
Enhance Medical Workflow
Remote Monitoring and Telehealth
Two-Way Communicator and Tracker
Laboratory Cold Storage Monitoring

Smart Industry
Smart Farm
Intelligent Building Design
Wind Farm Management
Utility Substation Monitoring
Intelligent Parking
Smart Factory

Retail
Enhance Retail Workflow
Digital Signage
Smart Security
Remote Refrigeration Monitoring

Remote Worker
Portable Communications Platform
No-Contact Device Deployment
Off-Grid Surveillance
Remote Worker Safety – Indoors
Remote Worker Safety– Outdoors
Work From Anywhere Solutions

Education
Wi-Fi for School Buses
Remote Student Learning
Student Safety Tracing
Safe Schools

Fleet Tracking
Fleet Tracking and Telematics
Asset Tracking
Cold Chain Monitoring

Public Sector
Smart Cities
Intelligent Surveillance System
Digital Signage and Wayfinding
First Responders - Law Enforcement
First Responders - Emergency Vehicles
Public Transportation Wi-Fi

Private Cellular Networking
The PCN Ecosystem
Extending Fiber with Cellular
PCN in Education
PCN in Smart Cities
PCN in Transportation
PCN in Logistics and Manufacturing
PCN in Natural Resources

For more information visit:
www.tdsynnex.com/na/us/connectsolv/

Services-Rich Environment – White-Labeled Services

Design, Integrate, Install and Manage
- **Design** – *Consulting services for cellular networking and IoT solutions design (*Solutions Consultant*)*
- **Inhouse Integration** – Configured, activated and tested solutions using in-house configuration services *(Integration)*
- **Onsite Installation** – Onsite installation services across 180 countries *(ServiceSolv)*
- **Managed Services** – Network management, maintenance and operations support *(ServiceSolv)*

TD SYNNEX 5G Ecosystem Support Team:
Contact us today! We look forward to supporting you and helping to build and grow your connectivity business.

ConnectSolv
ConnectSolv@tdsynnex.com

Carrier Activations
WirelessSales@tdsynnex.com

Solution Design and Sales Support
Scott.Webber@tdsynnex.com

Cloud
AWS = EnterpriseCloudSales@tdsynnex.com
Google = Arika.Floodine@tdsynnex.com
Microsoft = MSFTcsp@tdsynnex.com

IoT and Analytics
Data-IoT@tdsynnex.com

Security
SecurityFSE@tdsynnex.com

Integration and Kitting
BTOQuotes@tdsynnex.com

Onsite Install - 5G and Fleet
ServiceBD@tdsynnex.com