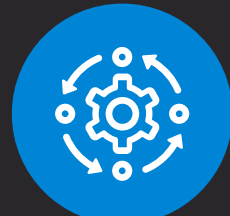# ARROW

Seeing is Believing

Arrow's Solutions Lab featuring IBM Systems makes choosing the right solution crystal clear

Say you have a customer who wants to consolidate their multiple platforms and add extra storage for greater performance. Instead of *just telling them* how IBM products and integrated solutions can alleviate their technology challenges, *show them*.

Step-by-step approach

In Arrow's Solutions Lab featuring IBM Systems, you can help your customers navigate the path to getting the best products and solutions for their business.

Design a solution just for them
We'll help you plan and design a solution that solves their unique challenges.

Test the solution
See for yourself the efficacy of the solution by testing it before you unveil it to your customer.

Show them the solution in action
Using our remote access tool, run a live demonstration to "Wow" them.

Win the deal
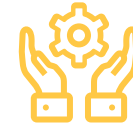By giving your customer this unique experience, you'll be able to close the deal faster.

With Arrow's Solutions Lab you can:

- Accelerate the sales cycle
- Showcase a solution's functionality
- Demonstrate customizable features
- Simulate real-world scenarios
- Increase your sales and technical skills

800+
Demos and proof-of-concepts

3,700+
Partner engineers certified

55%
Close rate when using Arrow's Solutions Lab

What's in the lab?

IBM Systems

| Power 8, 9 and 10 | Spectrum Control | Spectrum Fusion |
| Flash Storage systems | Storage Insights Pro | |

Complementary Integration

| Red Hat OpenShift | IBM Turbonomic | NVIDIA |

The Arrow Solutions Lab isn't just for your customers

Why should your customers get to have all the fun? The Arrow Solutions Lab is for you and your team too.

Solutions Consulting
We'll show you how to use the solution and provide architectural design guidance and planning.

Practice development
We offer training sessions to enhance your team's technical understanding of IBM solutions.

Awareness and demand
Our Solutions Architects can provide assistance during live customer demonstrations.

Opportunity support
We can prototype the architecture with a proof-of-concept to validate that it works.

Pre-sales consulting and support
We'll guide you to the best solutions, using workload analysis and industry insights.

See for yourself

Learn more about what's in store in the Arrow Solutions Lab.

[Read our eBook]

Want to check out the Solutions Lab?

[Schedule an appointment]

ARROW