



# ABOUT

# INSENTRA

## WE DARE TO BE DIFFERENT

Insentra is a collaborative IT Services partner delivering specialised Professional and Managed Services exclusively through the IT channel. Our partner centric model provides the IT reseller community direct access to industry expertise in a truly non-competitive manner.

We are partner obsessed. We transact and deliver services exclusively through and with our partners. Our success is based on achieving outcomes for you and your clients. We partner with some of the industry's most trusted organisations including Data#3, Dell, Dimension Data, NTT, UXC and XCentral.

Partnering with Insentra provides our partners:

- A safe pair of hands: our team are some of the best in the industry and can augment your capability when your teams are fully occupied, or we can be your skillset in areas that are not core to your business
- Pre-sales assistance at no cost: enabling you to increase sales efficiency and success in qualified opportunities
- Increased opportunities: When end user organisations contact us directly we explain our model and ask them for their preferred partner, enabling us to bring you incremental opportunities
- A trusted partner with skin in the game: our non-compete model ensures your clients remain your clients

Our dedication to you is based on our vision to be the number one channel services company on the planet. We do this by being the best version of ourselves, creating an outstanding environment for our team, loving the work we do and amazing each other, our partners and their clients in every way.

We are and always will remain a partner obsessed company.

## WHAT WE DO

### APPLICATION DELIVERY AND MOBILITY

As Citrix Services Partner of the Year 2017 for APAC, our Application Delivery and Mobility Practice delivers solutions to enable the mobile and virtual enterprise. We are a Citrix Validated Solutions (CVS) partner with 6 Citrix Most Valued Professionals (MVP's) and employ the only Citrix Technology Professional (CTP) in Australia. We have delivered over 150 Citrix projects and are highly experienced across the entire portfolio of Citrix solutions including XenDesktop, XenApp, XenClient, Mobility – XenMobile, Cloud Services – Citrix Cloud and Network Security Optimisation – SDWan, NetScaler ADC and NetScaler App Firewall.

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### CLOUD AND COLLABORATION

Our Cloud and Collaboration practice leverages Microsoft solutions and technologies. As a Gold Cloud Productivity and Silver Enterprise Security and Mobility Partner, we deliver services for Office 365, Azure, Exchange, Active Directory, Skype for Business, EM+S, SharePoint, SCOM and SCCM. We have delivered over 100 Microsoft engagements globally in some of the largest public and private organisations.

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## CYBER SECURITY

Our Cyber Security Practice delivers solutions to keep hardware, software and information secure. We have been recognised as the Symantec Services Partner of the year for four consecutive years as well as having delivered in excess of 500 Symantec projects for some of the most recognised corporate brands including Westpac, ANZ, News Corp, Rio Tinto and Macquarie Bank. Our capabilities include, but are not limited to; vulnerability and risk assessments, Data Loss Prevention, Identity Management and Access Control, Compliance Risk Management, Encryption, Endpoint and Threat Protection, Cloud Email and Data Centre security. We work extensively with Symantec, Bluecoat and UpGuard to deliver our solutions.

## DATA MIGRATIONS

Our Data Migrations Practice is focused on the migration of data including email archives, PST consolidations, NAS migrations and Centera replacements. As global email archive migration leaders, we have completed over 180 projects, migrated over 1.5 million archives to Office 365 and migrated in excess of 4 Petabytes of email archive data to and from an extensive list of archiving platforms. We are the highest certified partner for the world's leading archive migration vendors including QUADROtech and TransVault, having received Global Partner of the Year awards from each of these vendors.

## INFORMATION AVAILABILITY

Insentra's Information Availability practice ensures that data and information is always available no matter where it resides. As the Veritas Consulting Partner of the year 2016 we have delivered in excess of 200 projects and have extensive experience and certifications in VRP, InfoScale, NetBackup, Information Map, Velocity, Enterprise Vault, Backup Exec and Data Insight. Our services spread across the entire Veritas portfolio and we have delivered projects for brands including Westpac, ANZ, News Corp, Rio Tinto and Macquarie Bank.

## MANAGED SERVICES FOR PARTNERS

Our Managed Services offerings are designed to assist partners and their clients to exploit the ongoing value of technology solutions. We deliver tangible business benefits by improving reliability, performance and proactive management of both on-premises and cloud based solutions. Our services include;

- Enhanced Support Services for Citrix, Microsoft, Symantec and Veritas solutions
- Predictive Insights and Analytics for virtual environments
- Office 365 Backup as a Service\*
- Office 365 Administration as a Service
- Office 365 Reporting as a Service
- Office 365 Discovery and Audit as a Service
- Microsoft Azure

\*Free Office 365 migration service with every 12, 24 or 36 month Backup as a Service contract

## WHERE ARE WE?



LONDON  
BRISBANE  
PHOENIX  
SYDNEY  
MELBOURNE  
DENVER  
AUCKLAND

## CONTACT US

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