

# Cloud Harmonics Pre-Sales Services



Looking to qualify leads and scope opportunities better? Need help understanding exactly what the latest updates to technologies in your portfolio can do for your customers? Trying to anticipate what's next for your customers? Cloud Harmonics pre-sales offerings can help - giving you the tools and knowledge you need to successfully scope, bid and win.

## Take Advantage of Our Services to Close Deals

Cloud Harmonics offerings help you do the upfront sales preparation to accelerate your sales process, improve your productivity and generate greater, faster revenue growth.



**BPA/SLR Assessments:** One-hour sessions to discuss the customer's existing security controls and how they can increase coverage and effectiveness.



**Ultimate Test Drives:** Let your customers get hands-on experience with a solution. We can help facilitate a seamless, personalized UTD experience by hosting one of these half-day events to move key prospects to evaluations or SLR assessments.



**Free Partner Training:** We offer exceptional training to our partners for free! Get the technical capabilities to help customers select the right product, solution, or service by attending our courses.



**Health Checks/Shadowing:** Keep an expert in your back pocket. Our technical engineers can shadow you on your customer calls or join you when performing health checks, SLRs, or BPAs as a technical resource.



**vSandbox:** Use our dedicated lab environment to evaluate, learn, test and try products in a production environment without the hassle involved in shipping and installing a device/software, purchasing software licenses and acquiring the technical expertise and advice you need to successfully evaluate a solution.



**Solution Design:** Let our experts help you size the appropriate solution for your customers.

*Contact your Cloud Harmonics account manager or email us at [info@cloudharmonics.com](mailto:info@cloudharmonics.com) for more information.*