Partner With Park Place

Why Partner?

Park Place Technologies has been the preferred partner for third party management of IT data center equipment since 1991, leveraging insights from its 21,500+ customers and servicing all tier-one OEM equipment. As a single source for award-winning data center hardware maintenance, storage and server monitoring and support (ParkView Hardware Monitoring ™), Network Performance Monitoring (Entuity Software), and Enterprise Operations Centers, Park Place Technologies simplifies the management of complex hybrid environments to maximize Uptime, improve operational speed and accelerate business transformation. Park Place Technologies can be found in 110,000+ data centers in more than 174 countries.

Benefits Of Partnering

Our partnership model is offering-agnostic. Whether you're a VAR, MSP, or anywhere in between – we offer the ability for our partners to enhance their service offering with world-class vendor-agnostic hardware support and monitoring, NOC as service offerings, or a range of new infrastructure service offering and professional services. Some of the ways our Partners benefit are:

- Build stronger relationships with your customers by extending the life cycle of your customers' hardware with extended warranties while providing customizable SLA's and unmatched contract flexibility.
- Increase your account control by putting hardware sold by other vendors under support so you have first opportunity to renew or refresh with your customers.
- Increase revenues with recurring, and predictable revenue streams by offering data center hardware support alternatives. Our opportunity registration rewards you for generating business and provides price protection.
- Extend your product portfolio with data center hardware support and maintenance services and demonstrate a consultative advantage over other vendors.
- Extend your service capabilities and geographic reach to your existing and potential customer base — we provide our services to customers and partners in over 174 countries, globally.

SUPPORTED OEMs

CISCO · DELL EMC · JUNIPER NETWORKS · Quantum.
IBM · NetApp · riverbed · SUPERMICRO
HITACHI · f5 · Sun ORACLE · HPE · intel.
Lenovo · BROCADE · overland storage · FUJITSU

PARK PLACE BY THE NUMBERS

21,500+ CURRENT CUSTOMERS SUPPORTED

174 COUNTRIES SUPPORTED

94% CUSTOMER SATISFACTION RATE

2,400+ SPARE PARTS LOCATIONS

Service Without Compromise

Park Place Technologies will provide you with access to our broad portfolio of services that can be shared with your customers. Our renowned data center hardware support and maintenance services, including our Whole Life Cycle Management and Support services, post-warranty and End of Service Life (EOSL) support for storage, server and networking hardware equipment help truly differentiate not only who we are but what we do.

PARKVIEW HARDWARE MONITORING™

- The industry's only fully automated maintenance service.
- Streamlines hardware support processes and helps data centers everywhere boost Uptime.

PARKVIEW SERVER MANAGEMENT™

- Brings the tools and expertise to support your hybrid infrastructure; physical, virtual and cloud technologies.
- Enterprise Operations Center (EOC) is the nerve center allowing streamlining of IT operations and simplification of compute environment management.
- Alert noise is reduced by 90%, common cause identification by 50% and mean-time-to-repair by 75%.

PARKVIEW NETWORK MANAGEMENT™

- Brings the tools and expertise to deliver exceptional performance, visibility and intelligence to manage your network in today's changing IT environment.
- Enterprise Operations Center (EOC) streamlines network management processes by simplifying the management of hybrid environments.
- Supports new technologies and ensures outstanding end-user experiences.

ENTUITY™

- Automates network discovery and uses intuitive workflows that make it easy to see when something has gone wrong.
- Responsive dashboards provide a high-level view to gauge your network health or drill down to the component level to quickly fix network problems.

PARK PLACE HARDWARE MAINTENANCE™ · PARK PLACE PROFESSIONAL SERVICES™ · ParkView MANAGED SERVICES™ · ENTUITY SOFTWARE™ · curvature A Park Place Technologies Company

ParkPlaceTechnologies.com

Introducing DMSO

Park Place Technologies continues to innovate and invest in processes to deliver excellence to our partners, leading us to deliver new and innovative services and shift from Third-Party Maintenance (TPM) to a new category; Discover, Monitor, Support and Optimize (DMSO). Addressing and providing answers to typical questions that arise in data centers, DMSO gives you a full picture in one single pain of glass:

· What do I have in my environment?

· How do I know that everything in my environment is up and functioning?

· Who do I call to restore availability to my hardware environment?

· Is my IT hardware infrastructure performing as well as it should be?

Whether purchased in a packaged bundle or a la carte as individual modules, Park Place can help partners by providing:

DISCOVER

· Holistic, accurate listing of data center assets across OEMs, with automated IT Asset Discovery and Dependency Mapping and Comprehensive Coverage of Servers (Physical, Virtual, and Cloud) Desktops, Edge Devices and Peripherals

· Further enhancements are planned for applications and cloud-based assets in the future

MONITOR

· Monitoring hardware (storage, server and network), network, and software (OS) monitoring for Linux, Windows, VM

SUPPORT

· Multi-vendor support and maintenance for server, storage and networking hardware

· Event filtering and remediation for Hardware, Operating Systems and Network Hardware (Predictive/Proactive alerting and ticket integration) OS Remediation (Patch Management, Updates) and Network Incidents (Management, Configuration, Root Cause)

OPTIMIZE

· Enable client efficiencies and ensure Uptime with Capacity Management and Network Performance Management

· Forecasting network trends to enable capacity planning

DMSO is a simplified and automated approach to Discovering, Monitoring, Supporting and Optimizing digital infrastructures to maximize Uptime, create cost efficiencies, enable greater infrastructure control and visibility, and enhance asset performance.

With DMSO, Park Place partners will maximize Uptime, improve operational speed, eliminate IT chaos, and boost return on investment – ultimately accelerating their digital transformation.

· · · → **For More Details On Becoming A Potential Channel Partner, Please Contact Us:**

ParkPlaceTechnologies.com | channelpartner@parkplacetech.com

FULL RANGE OF SERVICES

Data Center Hardware Maintenance and Support services including break-fix support for storage, servers and networking equipment

· Whole Life Cycle Management and Support Services to include; Post-Warranty Support, End of Service Life (EOSL) support and IT Asset Disposition (ITAD)

· ParkView Hardware Monitoring™

· ParkView Server Management™

· ParkView Network Management™

· Entuity™

· Managed Services

ADDED BENEFITS

· Sales Toolkit and Materials

· Access to Sales and Marketing support and materials

· Flexible contract agreements

· Focused support and advocacy throughout our organization

· Opportunity Protection

· Our range of services while protecting your customer relationships

· Reduced costs while boosting margins

· Expertise in dealing with IT personnel teams across a wide range of sectors and industries

· Take advantage of our services for your customers, globally — we service customers in over 154 countries

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PARK PLACE
TECHNOLOGIES

Park Place Technologies is your global data center and networking optimization firm. Powered by the world's largest on-the-ground engineering team, a robust group of advanced engineers and our Enterprise Operations Center we leverage a global parts supply chain, automation, machine learning and a comprehensive portfolio of services and products to optimize networking and data center Uptime and performance.

Park Place's industry-leading and award-winning services include Park Place Hardware Maintenance™, Park Place Professional Services™, ParkView Managed Services™, Entuity Software™ and Curvature Hardware sales.