



# ACA Pacific

'Excellence since 1988'

## Value-Added Specialist IT Distributor

Connecting you to a comprehensive range of industry-leading technology solutions



### DATA STORAGE, PROTECTION & MANAGEMENT

ACA and our vendor partners have a rich tradition in these fields and our experienced team can help you understand and deliver proven solutions for your clients - from SMB to Enterprise.

Data Storage - Cloud / Hybrid / Disk / Flash / Tape / Data Centre - Complete Data Storage Management. Backup & Recovery, Business Continuity and Archiving solutions. Power Management including Uninterruptible Power Supply (UPS) to critical loads.



Data Management



Unified Enterprise Storage



Storage Networking



Innovative Power Solutions



Storage Media



Storage Archiving



Backup & Recovery + Business Continuity



Email Archiving



RDX Storage



### CYBER SECURITY

Cybersecurity is important and our vendor partner solutions can help to prevent data breaches, identity theft, and other types of cybercrime. All businesses today must have strong cybersecurity measures to protect their data and customers.



Boundless Cyber-Security



Securing Global Commerce



Security Key Management



Information Security



Application Security



System Management



Compliance & Encryption



Vulnerability Management



Extended Detection & Response



### DOCUMENT & INFORMATION MANAGEMENT

Digital Transformation - Data & Document capture, A4/A3 document scanners, large format scanning, document conversion, information management - scan, digitise and manage just about any type and size document.



Document Scanners & Capture Software

Content Capture & Intelligence



Wide Format Scanners



Large Format Scanners and Software



### BUSINESS SOLUTIONS

A range of business productivity improvement solutions to help you with organisation-critical tasks.

- Quantum-ANZ secure local cloud storage
- Data Migration Services
- Backup Cloud Services
- Vulnerability Assessment
- Maintenance and Professional Services
- License Compliance
- Backup Media Refresh



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# Specialist Technology Distribution - Made Easy.

Connecting Partners to modern technology in an evolving IT Channel.

ACA Pacific is a pioneer in the value-added supply of specialist information technology hardware and software solutions. Since our inception in 1988, we have connected solution providers with vendors throughout the Asia Pacific region, identifying markets and technologies that shape the ICT industry. We engage in aggressive market development with an activated reseller network, strong vendor alliances and our best-of-breed solutions ecosystem.

Value-Add is not just a buzzword for us - it's at the core of everything we do. Emphasising end-to-end customer service, ACA Pacific provides unparalleled levels of product sales and technical knowledge and a continued commitment to the profitability of all channel partners - Vendors, Resellers and End Users alike. We have shown the resilience and flexibility needed to maintain our position as one of the most successful specialised value-added distributors with offices in Australia, New Zealand, Singapore, Malaysia, Thailand, and Indonesia.

In the fast-moving technology world of today our reseller and vendor partners benefit from the stability of consistent ownership since 1988 and local management delivers; this allows our team to make decisions fast with any bureaucratic red tape.

Genuine value-added channel business philosophy...



## OUR COMPANY

We genuinely value-add at every step of the distribution lifecycle. Our aim is to seamlessly connect modern technology with our Channel Partners through proactive market development programs and sales/technical consulting services.

- ✓ Simplified Channel Engagement
- ✓ National Coverage
- ✓ Value-Added Sales Advice
- ✓ Marketing Services



## OUR STAFF

Our passionate, experienced team lives and breathes technology. We take the initiative to drive sales lead development and ensure the knowledge of our channel partners allows them to grow their business.

- ✓ Highly Trained Experts
- ✓ Fast, Reliable Customer Service
- ✓ Valued Pre-Sales Engagement
- ✓ Sales Cycle Management



## OUR REGIONAL STRENGTH

With region-wide experience and integrity, we offer greater depth of solution offering as well as knowledge sharing with our channel partners reseller and vendors alike.

- ✓ Six Countries
- ✓ Strategic Partnerships
- ✓ Dedicated Partner Resources
- ✓ Channel Demand & Lead Generation
- ✓ Professional Services



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