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# Advancing the role of the reseller

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May 2023



# Operational challenges

Restricted Travel

Hiring Talent

Supply Chain Constraints

Operating globally,  
coordinating centrally



# The role of the VAR

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Vendor relations

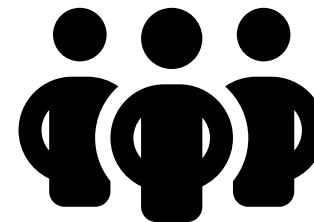
Aiding deployments

Logistics

IOR capability

Delivering Value-Add

- Warehousing
- Staging / Pre-Configuration



# How can we help financial firms?

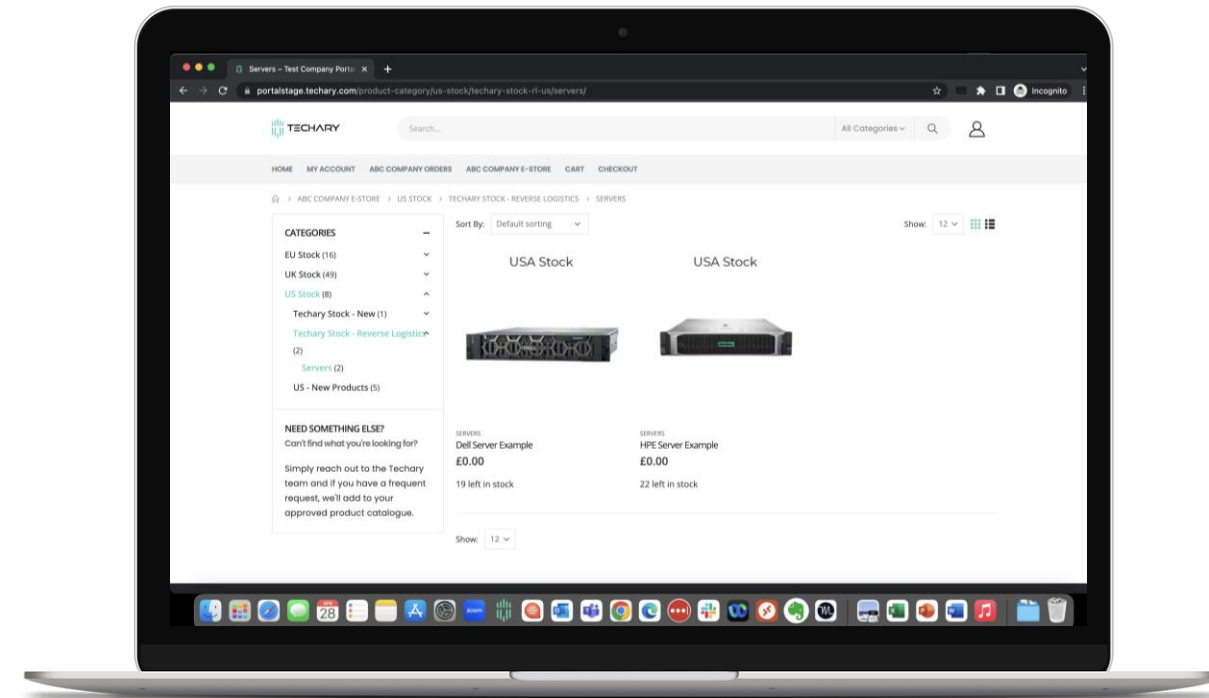
Reduce the operational latency

Act globally, working locally

Become a strategic partner

Innovate and deliver value-add

Assist with specific expertise and knowledge





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Thank you STAC!

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