

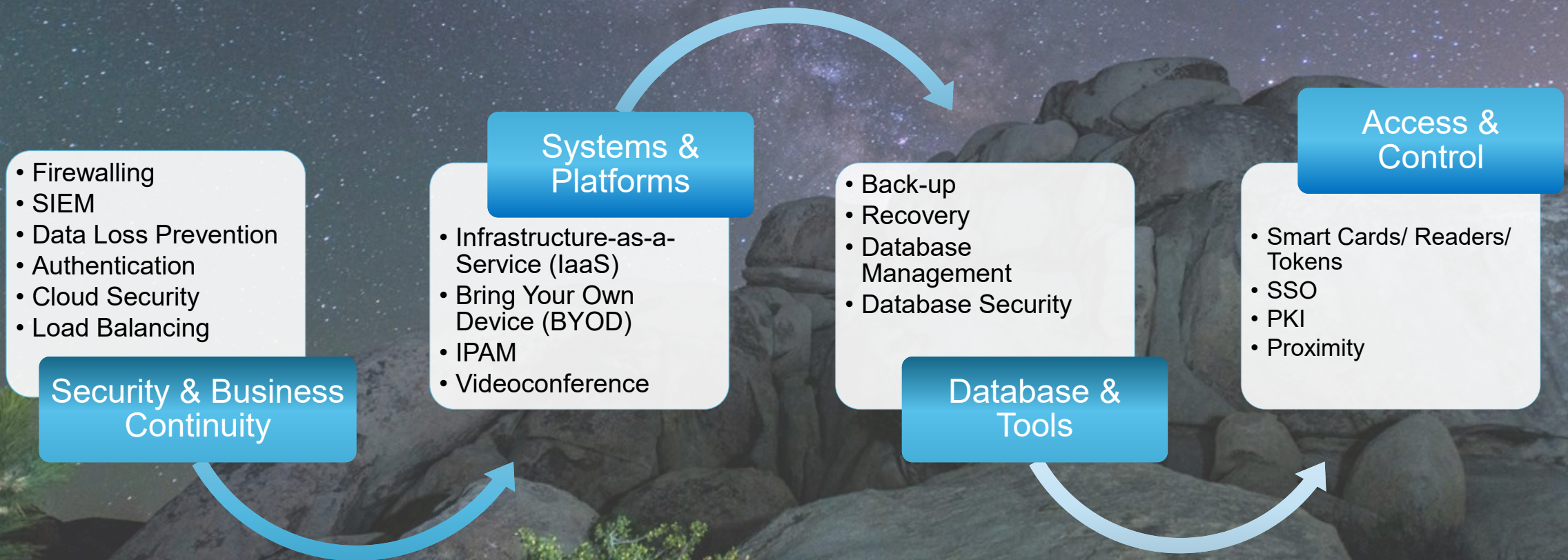
# Company Profile

VALUE ADDED DISTRIBUTOR  
**ITWAY**  
empower your IT



# Itway Hellas

Itway Hellas distributes a large number of world leading IT Vendors' products bringing to the market a high level of expertise in the area of IT Products and Solutions for Large Enterprises, Medium and Small Businesses in public and private sectors through a widely developed Channel of Technology Partners.



# Value Added Distributor

Acronis

 algosec

 ARCHER  
RSA

 CHECK POINT™  
YOU DESERVE THE BEST SECURITY

 CYBERARK®

 FORESCOUT.

imperva

ivanti

 KEYSIGHT  
TECHNOLOGIES

OUTSEER  
An RSA Company

 Progress®  
ipswitch Flowmon kemp  
A Kemp Company

RAPID

RSA

 SCALE  
COMPUTING

 SOCRadars®

 Skyhigh  
Security

 SOLARWINDS™

Trellix  
McAfee Together is power. FIREEYE™

# Itway Hellas

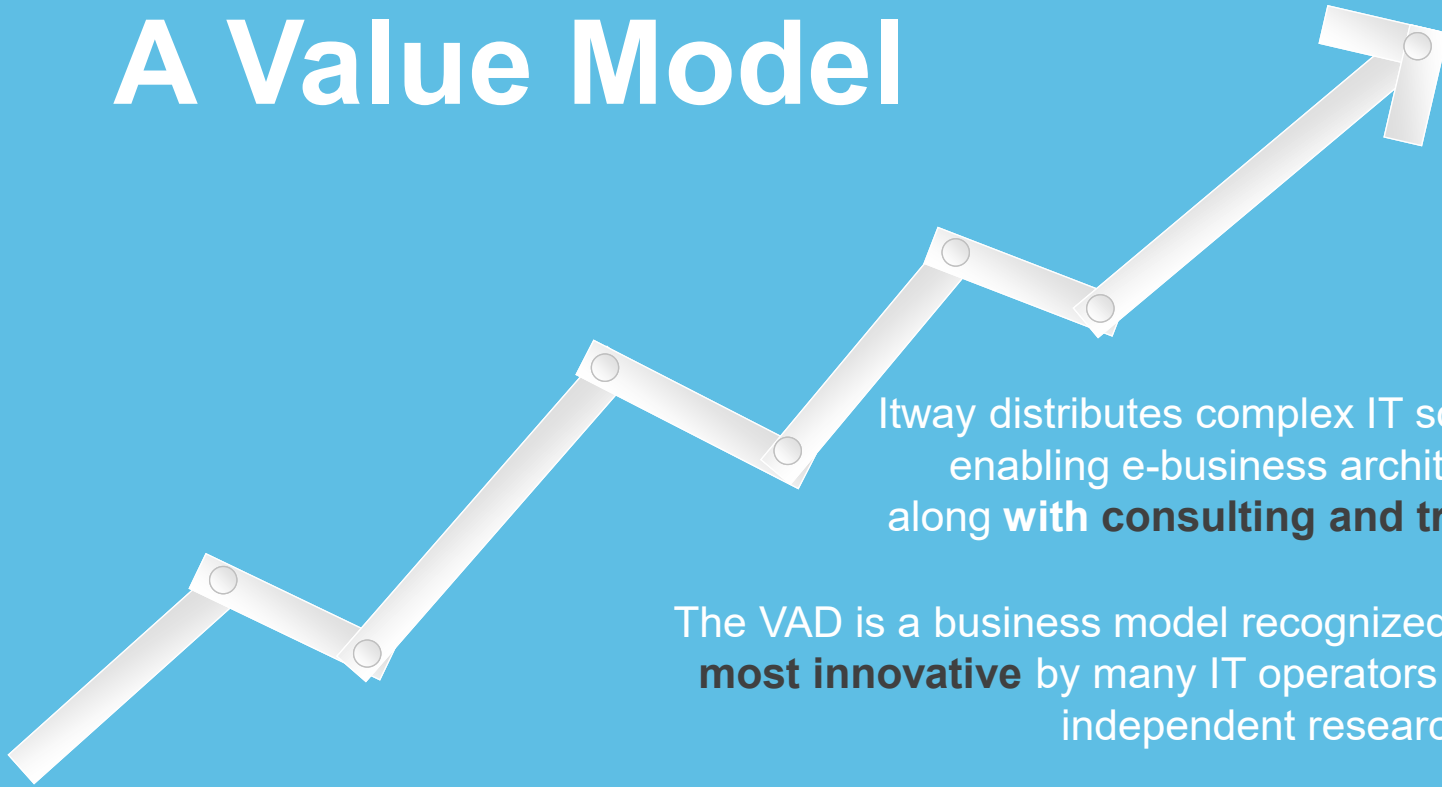
## Value Added Proposition





Business Plan

# A Value Model



Itway distributes complex IT solutions enabling e-business architectures along **with consulting and training.**

The VAD is a business model recognized as the **most innovative** by many IT operators and by independent research firms

**Fundamental link** between Vendors and VARs, SIs, and Telcos.

**Dynamic structure** able to focus on emerging, high-value market segments





# *Learn it. Live it. Pass it on.*



*A changing market requires continuing education, to hold the updated competence that is critical to business success overall.*

*Itway Academy specializes in training and is focused on the transfer of skills, through*

- *Certification Courses*
- *Webinars*
- *Classrooms Hands on ( OpenDays experience)*

*held by selected professionals.*



**ITWAYAC@DEMY**  
m a s t e r   y o u r   k n o w l e d g e

# Business Values



## Mission

Our mission is to **create value** for businesses and satisfy our customers' needs through innovative solutions and services, as result of a recognized scouting capacity of **best-of-breed technology** at international level.

## Vision

Understand IT business trends to manage the change.  
Foresee the Internet boom and understand its importance in the IT business place before other players.  
This is the competitive advantage that led ITWay VAD to its leadership, and that now allows us to offer to our **partners state-of-the-art e-business** technology.  
We see IT as key **competitive advantage** in order to create social and economic wealth.



# Strategy





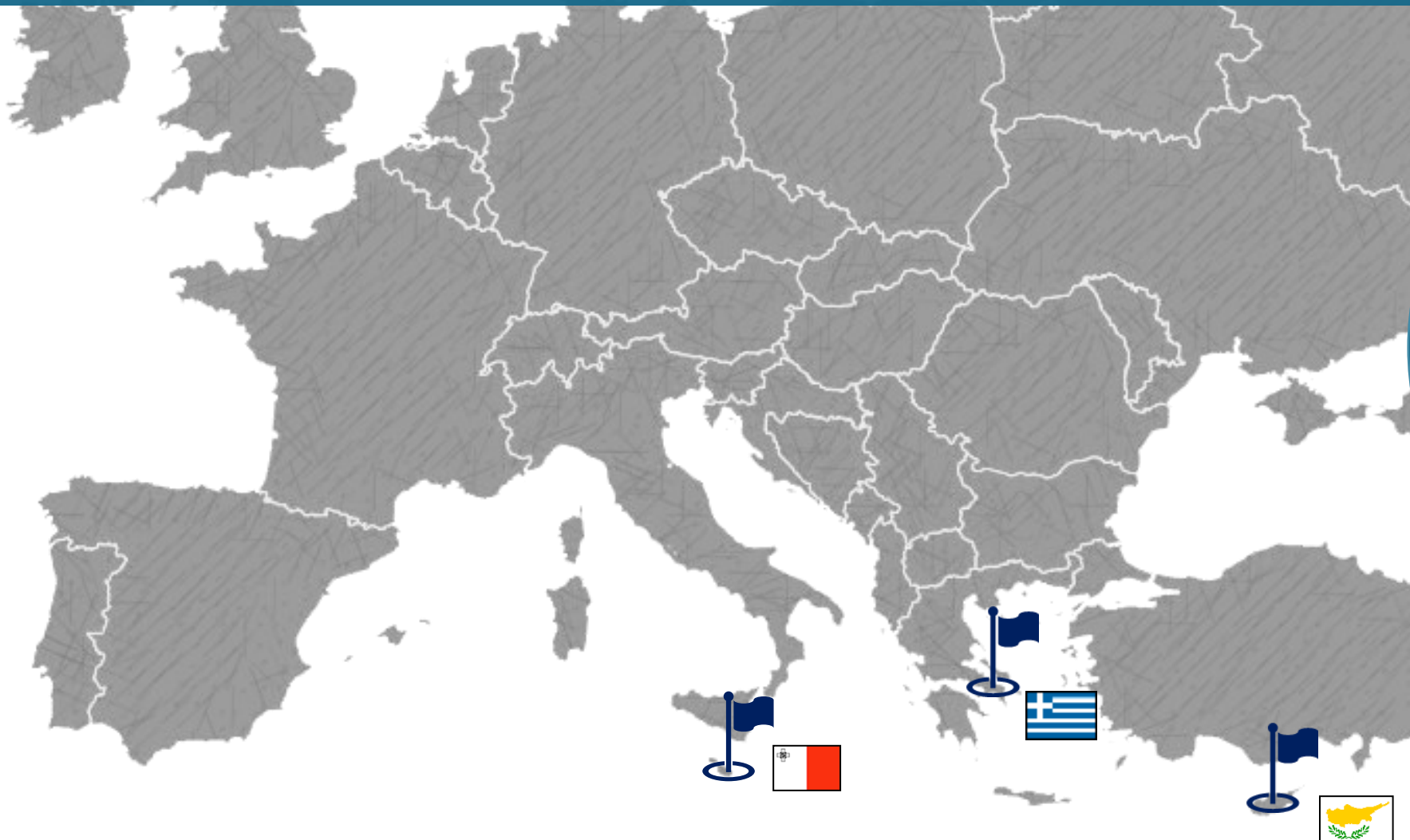
# Organization Tree



- *Sales & Marketing Manager*
- *Product Managers*
- *Account Managers*
- *Business Development Manager*
- *Presales Engineers*
- *Marketing Specialist*
- *Sales Specialists*
- *Chief Financial Officer*

# Covering Markets

*Cyprus, Greece, Malta*





10, Ag. Ioannou str., Halandri, 152 33, Athens, Greece

 +30 210 6801013

 +30 210 6801015

 sales@itway.gr

Follow us:



A stylized world map in a light blue color, centered on the Atlantic Ocean, set against a darker blue background. The map is composed of various geometric shapes representing continents and countries.

**EMPOWER YOUR IT**