



ACAPacific

Value-Added Specialist Technology Distributor

Connecting Partners to
modern technology
in an evolving IT channel.



Data Storage, Protection
and Management



Cyber Security & System
Monitoring + Protection



Document Scanners, Capture
& Information Management



Business Improvement
Technologies

True value-add at every step of the distribution lifecycle.

Connecting the IT Channel — Resellers/VARs, MSPs, SIs, ISVs, Consultants, Retailers/eRetailers, Bureaus, Solution Providers — with modern technology from leading-edge Vendors.

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 linked Solution Providers with Vendors throughout the Asia Pacific region, identifying markets and technologies that shape the ICT industry. We proactively engage in market development via an activated Reseller Partner network, strong Vendor alliances and our best-of-breed solutions ecosystem.

We aim to make the complex simple — by combining traditional distribution services with next generation flexible and agile growth strategies — enabling Partners to meet the challenges of today's business environment.

Value-Add is not just a buzzword for us —

It's at the core of everything we continue to do. Emphasising end-to-end customer service, ACA Pacific provides unparalleled levels of product sales, marketing and technical knowledge and a continued commitment to the profitability of all channel partners - Vendors, Resellers and End Users alike. Our dedicated and experienced team provide Partners with the tailored support services they need to develop business opportunities and serve their clients better, driving optimal outcomes and empowering revenue growth.

ACA Pacific has shown the resilience and flexibility needed to maintain our position as one the most successful specialised value-added distributors with offices in Australia, New Zealand, Singapore, Malaysia, Thailand and Indonesia.



PARTNER
ENABLEMENT



TAILORED
MARKETING



MARKET
KNOWLEDGE



TECHNICAL
EXPERTISE



SIMPLIFIED
OPERATIONS

100% 'outcome-driven' channel business philosophy.



You & Our Company

We genuinely value-add in every channel Partner interaction. Our aim is to seamlessly connect you to the latest technology through proactive education/training sessions and sales/marketing/technical onboarding programs.

- Simplified channel engagement - with a personal touch
- National ANZ coverage (inc regional areas)
- Value-added sales and marketing promotions and services
- Technical pre-and-post-sales consultation
- Streamlined, competitive finance and logistics options
- On-site Demonstration and Training facilities for your use.



You & Our Team

Our passionate team of experts live and breathe technology. We take the initiative to help drive positive outcomes by transferring knowledge to our channel Partners, enabling them to grow their business and bottom-line.

- Highly trained experts — simplify complex IT solutions
- Pre-sales collaboration (POC, Tender support etc.)
- Complete sales-cycle management to ensure total satisfaction and successful implementation of our solutions
- Installation and customer training programs.



You & Our Regional Strength

With Asian and ANZ region-wide experience and integrity, we are able to provide depth of solution offering as well as knowledge sharing with our channel partners - Resellers and Vendors alike.

- Strategic alliances with global channel partners
- Dedicated Partner resources and support agreements
- Continuous improvement in service levels & solution offering
- Professional Services.



Next Generation Data Storage & Management

Cloud / Hybrid / Disk / Flash / Tape / Data Centre — Complete Data Management & Storage Infrastructure. A leader in this field, our experience enables you to deliver proven solutions for your clients - from Desktop to SMB to Enterprise.

Quantum®

- High Performance Data Storage
- Tape, Object Storage
- Enterprise Backup & Archive
- Solutions for HPC & Scientific Research, Surveillance & Physical Security, Media & Entertainment

OVERLAND TANDBERG

- Data Storage Solutions: Network Attached Storage, Storage Area Network, Direct-Attached, Hyperconverged Infrastructure
- Tape Archive Storage
- RDX - Removeable Disk Storage

StorageCraft®

- Converged Data Platform that unifies enterprise-class data protection with Scale-Out Storage in an affordable, easy-to-use, configurable solution.

FUJIFILM

- Tape Media & Peripherals
- Ultrium LTO and legacy system - DLT, SDLT, S4 Media

drobo

- Network Attached Storage, Direct-Attached Storage, iSCSI SAN Storage
- Optimised Data Storage for Small and Medium Businesses and Individual Professionals

QLOGIC®

- Storage Area Networking & High Performance Connectivity
- Fibre Channel Adapters and Controllers

LSI™

- Storage Area Networking
- SAS Host Bus Adapters (HBA)
- RAID Controllers

ConduSiv Technologies

- Windows Server I/O Acceleration
- Solution for fast data, increased throughput and accelerated I/O performance so systems and applications run at sustained peak performance





Data & System Protection + Cyber Security

Ensure enterprise-grade Data Protection, Monitoring, Security and Authentication for your clients data and systems. Our range of business continuity solutions keep organisations — from SMBs to Enterprises — up and running 24x7x365.



- Complete Data Protection for Business Continuity
- Backup & Disaster Recovery
- Converged Scale-out Storage
- Cloud/SaaS Based Protection
- Unified Management



- Backup and Migration for Large File Storages
- File Archiving
- Endpoint & Laptop Protection
- Data Protection Appliance



- Single-phase Uninterruptible Power Supplies (UPS)
- 600VA - 20kVA Protection
- Distributed or centralised protection against voltage fluctuations and power outages



- Trusted Identity and Secure Transaction/Access
- Public Key Infrastructure (PKI) - Authentication and Encryption
- On-premises or managed PKI model



- Cyber Resilience Platform
- Combines third-party security ratings, vendor questionnaires, and threat intelligence capabilities for a complete cyber risk solution



- Endpoint Security Solutions – a BUFFERZONE between Criminals and the Enterprise
- Protect against Zero-Day Exploits, Ransomware, Drive-by Downloads, Malvertising



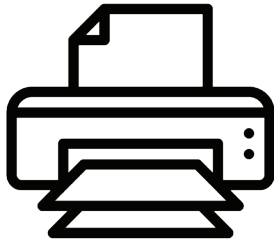
- Compete Cyber Security Awareness Training
- Email, SMS, Voice Phishing Simulation program - improve user awareness of potential threats and minimise cyber attacks



- Remote Network Monitoring & Management for an IoT World
- Built for IT Pros and MSPs
- Monitor and manage end points remotely, proactively prevent issues and solve problems in real-time



- IoT Device Intelligence
- Home or Business Network Security and Monitoring device



Document Scanners, Capture & Information Management

Your fast track to Digital Transformation — Digitise just about any size and type of document using dedicated scanners, capture software & content intelligence technologies, making it easy to store, share and manage business-ready information.

Kodak alaris

- High-speed A4/A3 Portable, Desktop, Networked, Departmental and Production-level Document Scanners
- Award-Winning Capture Software (on-prem/web based)

ABBYY®

- Process & Content Intelligence
- AI based Robotics Process Automation (RPA)
- Business Process Automation
- OCR/ICR Document Conversion
- Data Capture

Colortrac

Our Business is Your Image

- A1, A0 Wide Format Scanners
- Ideal for CAD Drawings, Blueprints or any Wide-Format Technical Documents

contex

WHEN IMAGING MATTERS

- A1, A0 Large Format Scanners
- Ideal for Artwork/Photos, Books, CAD & Engineering, Documents to Archive, Maps & GIS

DATA IN DOCUMENTS
Critical data is stored in various organisational documents



SCAN, CAPTURE, DIGITISE
Create enhanced images for use in digital business systems



WORKFLOW INTEGRATION
Scan direct to files, cloud services for seamless workflow integration



Solutions for any Organisation...

Our solutions have been implemented in many industries; Banking & Finance, Government, Healthcare, Education, Mining and Natural Resources, Legal Services, Defence, Transport & Logistics, Utilities, Business Process Outsourcing + many more

Solutions for any Need...

Customers can overcome some of the toughest challenges for document-intensive work - Accounts Payable, Mailroom Automation, Records Management, Forms Processing, Customer Onboarding, Mobile Capture, Business Process Automation.



Business Improvement Technologies

Business and process improvement solutions to help with organisation-critical tasks. Data Analytics & BI, Observability & Log Management, Specialised Encryption, Disc Publishing, Digital Transformation and I/O Acceleration.



- Business Intelligence Reporting Tools - SAP Crystal Reports
- Dynamic Business Reporting to Accelerate Decision-making



- Unified Observability & Log Management Platform
- DevOps, DevSecOps
- Designed for modern application development & deployment



- Key Management Platform fulfilment
- Single, Central Platform.
- Manage Cryptographic Keys and Applications



- Disc Publishing Systems
- CD/DVD/Blu-Ray Disc Duplication, Printing & Publishing
- Applications for Media, Medical, Education, Law Enforcement...



- Windows Server I/O Acceleration
- Solution for fast data, increased throughput and accelerated I/O performance so systems and applications run at sustained peak performance



We're here to help you grow your business.

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