

AEC Battle Card

Why Sell SMART AEC Solutions?

SMART Technologies collaboration solutions are transforming how architecture, engineering and construction (AEC) project teams coordinate, collaborate and communicate. With SMART solutions from Westcon, you'll be able to deliver any AEC project on time and on budget, without sacrificing project quality.

Why SMART and AEC?

The architecture, engineering and construction community engages in collaborative design processes that can benefit directly and immediately from SMART solutions. You will benefit too, when you partner with SMART and Westcon:

- Bring new and innovative solutions to your customer base
- Gain healthy margins
- Act as an advisor to AEC customers
- Deliver SMART software integrated with AEC software

SMART Offerings for AEC

Flat Panels. Superior next-generation interactive flat panel displays offer an unsurpassed natural touch experience. Available in sizes from 55" to 84", SMART interactive flat panels can fit any AEC work environment, from design coordination rooms to on-site construction trailers.

SMART Boards. An interactive whiteboard system that makes it easy for people to work together and interact with files and applications. The 800 series offers a natural touch and writing experience, making it a great choice for every collaboration environment.

Podiums. Offering the same unique collaboration experience in a podium/desktop design (pen-based).

SMART Bridgit® remote conferencing software.

Keeps the right people collaborating and communicating throughout any project, regardless of the device team members are using and where they are located.

SMART Meeting Pro (Room Edition)™ and SMART Meeting Pro PE (Personal Edition). Deliver unparalleled content creation in an Unbound Workspace, offering collaboration in-room and on personal devices.

Becoming a SMART Reseller

SMART Resellers must:

- Be approved by SMART (PAM and PDEV Group)
- Be a Westcon Reseller
- Complete SCSP and Pre-Sales Technical training
- Purchase demo gear
- Engage ITEC for installs OR complete SMART Factory Trained Installer & SMART Factory Trained Technician Training

Learn More About SMART and Westcon

Westcon SMART US Website

<http://us.westcon.com/content/vendors/smart-technologies>

Westcon SMART Canada Website

<http://ca.westcon.com/content/vendors/smart-technologies>



For questions about SMART Technologies solutions from Westcon, please contact your Westcon Account Manager or John Barrett, Director, at 630-388-0440 or john.barrett@westcon.com