

Why VARs Choose Guardian

One nationwide execution partner. More services. More value from every customer project.

Guardian helps VARs simplify complex refresh projects, expand their services, and capture more value—without adding complexity or headcount.

THE TRADITIONAL MODEL

Multiple Vendors. More Complexity. More Risk.



More vendors. More coordination. More risk.
Higher operational cost. Less visibility.

THE GUARDIAN MODEL

One Partner. Everything Covered.



One partner. One quote. One project manager.
One chain of custody. One consolidated report.
Simplicity that drives results.

The Guardian Advantage

1

Expand Your Service Portfolio

Offer more high-value services without adding headcount.



- Data Center Services
- Secure Data Destruction
- IT Packing & Logistics
- Smart Hands
- Asset Remarketing Support

2

Simplify Project Execution

Stop managing multiple vendors. We handle it all—end to end.



One partner. One process. One point of contact.

3

Increase Customer Value

Turn every refresh project into more opportunities and revenue.

- ✓ Deployment & Installation
- ✓ Decommissioning
- ✓ Secure Data Destruction
- ✓ Logistics & Packing
- ✓ Remarketing Support



4

Reduce Operational Complexity

We make it easy for your team.



- ✓ One quote
- ✓ One project manager
- ✓ One chain of custody
- ✓ One nationwide partner
- ✓ One consolidated reporting process

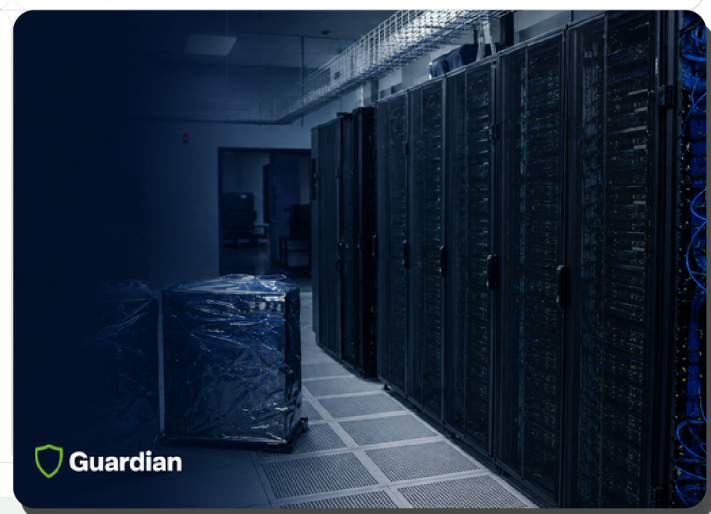
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Nationwide Coverage

Support your customers anywhere in the U.S.



- ✓ Consistent execution
- ✓ Consistent documentation
- ✓ Consistent experience



WHAT'S IN IT FOR YOU?



Sell more complete projects



Spend less time coordinating vendors



Deliver a better customer experience



Add services without expanding your team



Capture additional value through remarketing



READY TO SIMPLIFY YOUR NEXT PROJECT?

Let's build a smarter, more profitable partnership.



guardiandata.com



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