

CLIMB PARTNER SUMMIT 2024

Welcome Address



Gerard Brophy
CRO, Climb Channel Solutions





10:30 – 10:50	Welcome Address
10:50 – 11:10	Essential IT Trends and Hot Topics You Need to Know for 2024 and Beyond
11:10 – 11:40	Panel Session 1 – The evolution of Cyber Security to Cyber Resilience (including key insights on NIS2 & DORA)
11:40 – 12:10	Summer Smoothies & Ice Cream!
12:10 – 12:40	Panel Session 2 – To Cloud or not to Cloud – Navigating Hybrid & Multi-Cloud
12:40 – 13:10	Panel Session 3 – AI – cutting through the hype to find real opportunities
13:10 – 14:15	Lunch & Treasure Hunt – Expo Area
14:15 – 14:45	Panel Session 4 – Modern Workspace
14:45 – 15:00	Climb Global Services – What we can do for YOU!
15:00 – 15:30	Guest Speaker: John Volanthen – World record-holding cave diver / played leading role in the 2018 Thailand cave rescue
15:30 – 15:45	Closing Remarks
15:45 – 17:00	Beers & Fizz – Treasure Hunt Prize Giving – Expo Area

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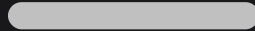
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LOGICGATE

Meet Climb Channel Solutions

- ▶ Transforming global distribution by providing emerging and cutting-edge technologies
- ▶ We create lasting value by prioritising people, speed, channel expertise, and strong partnerships
- ▶ We are fully committed to the success of our partners by:
 - ▶ Providing lightning-speed turnaround times, flexible payment options, and knowledgeable representatives
 - ▶ Using Business Intelligence to improve every aspect of the marketing and sales process

40+
Years in
Business

40+
Focus
Vendor
Partners

#1
Choice for
Emerging
Vendors

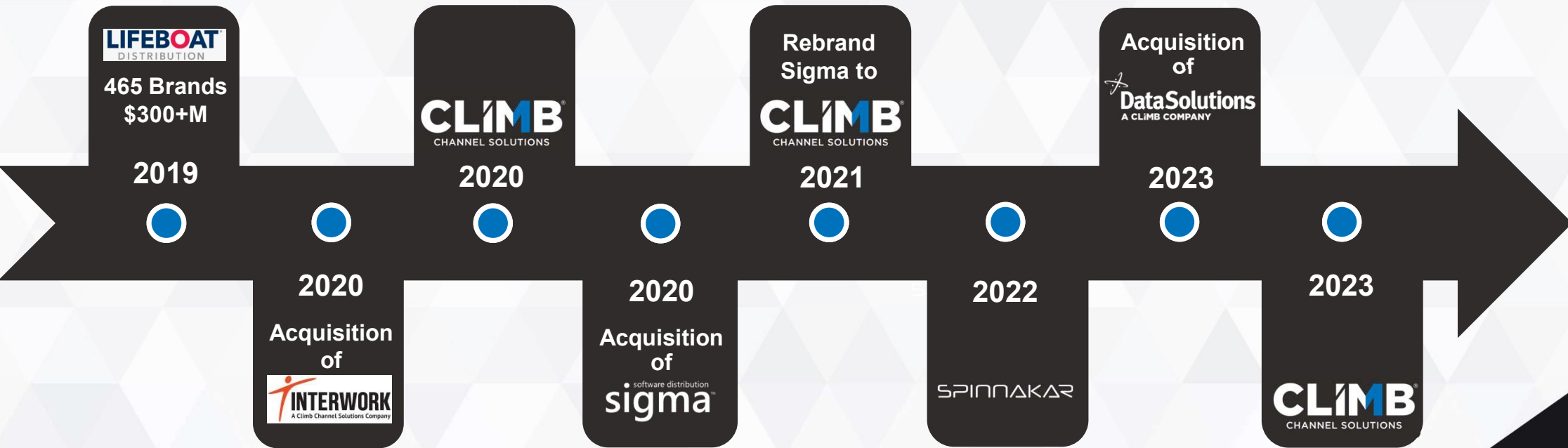
\$1B+
Revenue in
2023

125+
Sales
Resources
Globally



Our Journey

At Climb Channel Solutions our focus is clear: partnering with vetted, innovative vendors and value-add resellers, solution providers, and MSPs to drive efficient and sustainable growth.



Climb's Strategy Focus

Broadline Distributors

- ▶ 4,000 brands
- ▶ Small minority of brands comprise majority of revenue and GP
- ▶ Focus brands: <20
- ▶ 35K VAR/MSP
- ▶ Transaction focused

CLIMB[®] CHANNEL SOLUTIONS

- ▶ Focused line card
- ▶ 100 brands make up 96% of revenue
- ▶ Create and capture new demand
- ▶ Focus brands 70
- ▶ 7K VAR/MSP
- ▶ Strong vendor, MSP, and reseller partnerships

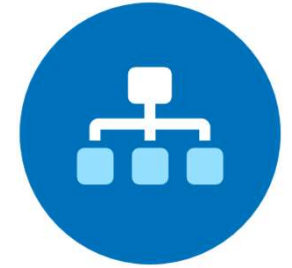
Our Climb DNA



**People-Driven
Success**



**Speed to
Market**



**Redefining
channel dynamics**



**Global Expertise,
Local Impact**



**Ecosystem &
Consultative
approach**



2024

A YEAR OF TRANSFORMATION!

#ClimbGoesBlue

- New Global Identity
- DataSolutions Integration
- EMEA Expansion & Growth



Integration with DataSolutions

- ▶ Climb acquires DataSolutions in October 2023
- ▶ DataSolutions and Climb have the same drive, vision and approach to the channel – that's why it works!



**DataSolutions will fully rebrand to
Climb Channel Solutions in September**

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Country Managers



David Keating
Ireland
Country Manager



Kamel Kerbib
France
Country Manager



Martin Bichler
DACH
Country Manager



Patrick van Arendonk
Benelux
Country Manager

Ascending Together

We create lasting value via:

- ▶ People-Powered approach
- ▶ Sales driven culture
- ▶ Expanding our vendor portfolio
- ▶ Exceptional operational practices
- ▶ Building strong partnerships with our partners and vendors.



Other Events Coming in 2024



Plus, many more across EMEA!

CLIMB
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Thank you!

