

How can an Intel® Solution Aggregator help?

intel®

An Intel® Solution Aggregator is the Intel Solution Channel to accelerate and scale deployments with a broad set of repeatable Intel solution offerings across the edge to cloud ecosystem.



Assemble

The right suppliers to offer complete edge to cloud solutions that address business needs across multiple applications and vertical markets



Accelerate

Customer value with pre-validated solutions and vast ecosystem connections able to provide last-mile customization and ongoing support



Aggregate

Optimized ingredients and validate for a variety of use cases and verticals for simple integration, either by the Solution Aggregator themselves or in partnership with a local SI



Scale

Solution capabilities on a flexible platform as business needs evolve to help your customers stay ahead in an ever-changing market

Intel® Solution Aggregators have the ability to...

- Aggregate Intel®-based edge to cloud solution stacks from multiple technology vendors and make them readily available to a broad set of IT/OTSI community
- Scale Solutions-Pull with MRS/RRKs to local SIs
- Provide complimentary product offerings, in-country logistics and financial services/models to SIs and end customers

Intel® Solution Aggregators make it easier for...

- Integrators to experience one-stop-shop for multiple MRS/RRKs
- Solution partners to get solutions scale to market
- Localization & customization for SMB Integrators and end customers

For additional details on a specific Solution Aggregator, see next page.

Solution Aggregators At-A-Glance

The Americas

- [BlueStar](#)
- [TD Synnex US](#)
- [Wesco International](#)

Europe, Middle East & Africa

- [Bluestar EMEA](#)
- [TD Synnex EMEA](#)
- [Wesco International](#)

The People's Republic of China

- [Digital China Group Co., Ltd.](#)
- [Ex-Channel Group Limited](#)
- [Highly Information Industry Co., Ltd.](#)
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- [Shenzhen Yeean Computer Co., Ltd.](#)
- [Taiyi Wulian Co. Limited](#)
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- [VSTECS HOLDINGS LIMITED](#)
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Asia, Pacific & Japan

- [Wesco International](#)

The Americas



Solution Aggregator Name: Bluestar



Aerospace Engineering & Construction

Architecture

Agriculture

Data Center

Education

Engineering & Construction

Energy & Utilities

Environmental & Utilities Services

Financial

Government

Health & Life Sciences

Hospitality & Retail

Industrial

Logistics

Manufacturing

Network

Oil & Gas

Security

Smart Buildings & Enterprise

Transportation & Logistics

Utility & Metals Mining

Warehousing & Logistics

Shaded area =
Available market

BlueStar is the leading global distributor of solutions-based Digital Identification, Mobility, Point-of-Sale, RFID, IoT, AI, AR, M2M, Digital Signage, Networking, Blockchain, and Security technology solutions. BlueStar works exclusively with Value-Added Resellers (VARs) to provide complete solutions, custom configuration offerings, business development, and marketing support. The company brings unequaled expertise to the market, offers award-winning technical support, and is an authorized service center for a growing number of manufacturers.

AI practice: Digital Identification, IoT, Digital Signage
Contact: Dean Reverman at: dreverman@bluestarinc.com

Solution Aggregator Name: TD Synnex US



Aerospace Engineering & Construction

Architecture

Agriculture

Data Center

Education

Engineering & Construction

Energy & Utilities

Environmental & Utilities Services

Financial

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Health & Life Sciences

Hospitality & Retail

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Warehousing & Logistics

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Available market

TD SYNnex meets the rapidly evolving needs of our partners and their customers. We build, aggregate and facilitate solutions that bridge key and complex technologies – cloud, data, artificial intelligence (AI), Internet of Things (IoT) and security. As your solutions aggregator, we absorb the complexity of research and development as well as building and testing, and enablement, allowing you to focus on growing your business effectively and providing better outcomes for your customers in the digital transformation era.

AI practice? Yes, Dedicated team focused Destination AI
Contact: Drew Mongoven at: drew.mongoven@tdsynnex.com

Solution Aggregator Name: Wesco International



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Wesco International builds, connects, powers and protects the world. Headquartered in Pittsburgh, PA, Wesco is a leading provider of business-to-business distribution, logistics services and supply chain solutions. With 100+ years of experience, Wesco is transforming into a technology-driven service organization operating at the intersection of global supply chains.

AI practice? Through our combination of IT and OT expertise, deployment support, installation enhancement services, broad portfolio of products and supply chain expertise, Wesco and our partners support our customers from ideation and realization to delivery at scale.

Services: IoT Advisory Services, Lab testing, Specification and engineering

Solutions: Sensors and hardware, Cameras and video analytics, Software and platforms, Gateways and wireless networks, Utility Grade Infrastructure (UTG)

Contact: Aidan Mongan at: aidan.mongan@wesco.com

Europe, The Middle East and Africa



Solution Aggregator Name: Bluestar EMEA



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Health & Life Sciences

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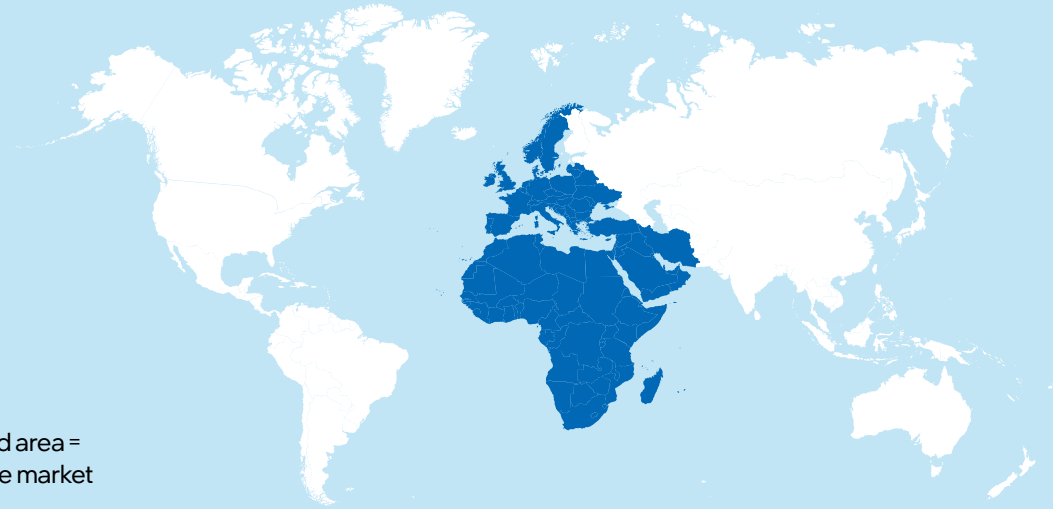
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AI practice? Digital Identification, IoT, Digital signage
Contact: Francisco (Paco) Antona at: fantona@eu.bluestarinc.com
T: +34 93 737 94 57

Solution Aggregator Name: TD Synnex EMEA



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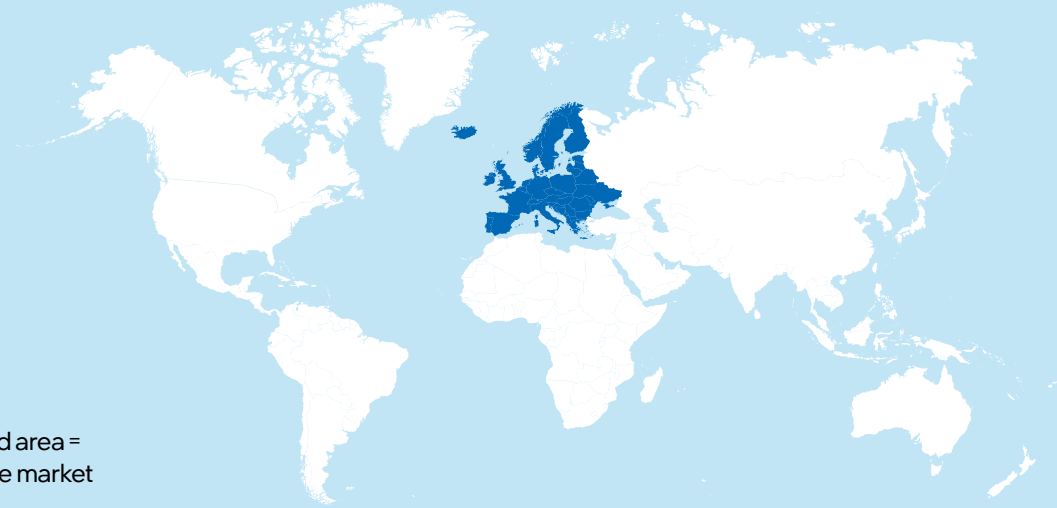
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TD SYNnex' mission as a Solution Aggregator is to simplify complex technology and enable and empower channel partners with the most relevant IT information, solve complex market challenges, aggregate multi-vendor solutions, and ultimately evolve to the next step to unlock growth for the future.

AI practice? IoT, Cloud Analytics Destination AI
Contact: Primary Contact - ian.belton@tdsynnex.com
Data/IOT/AI - evan.unrue@tdsynnex.com
Cloud - tiago.fernandes@tdsynnex.com

Solution Aggregator Name: Wesco International



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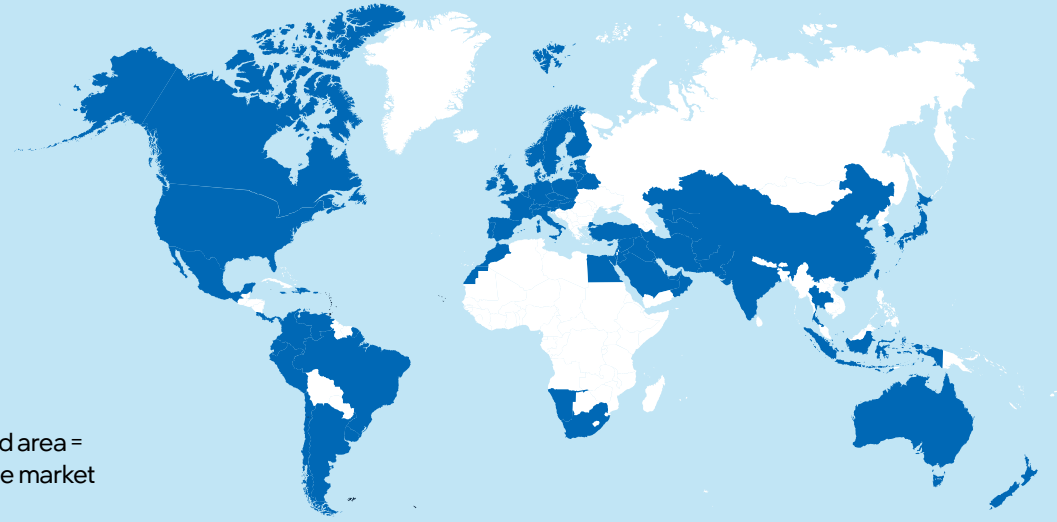
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Contact: Aidan Mongan at: aidan.mongan@wesco.com

The People's Republic of China



Solution Aggregator Name: Digital China Group Co., Ltd.



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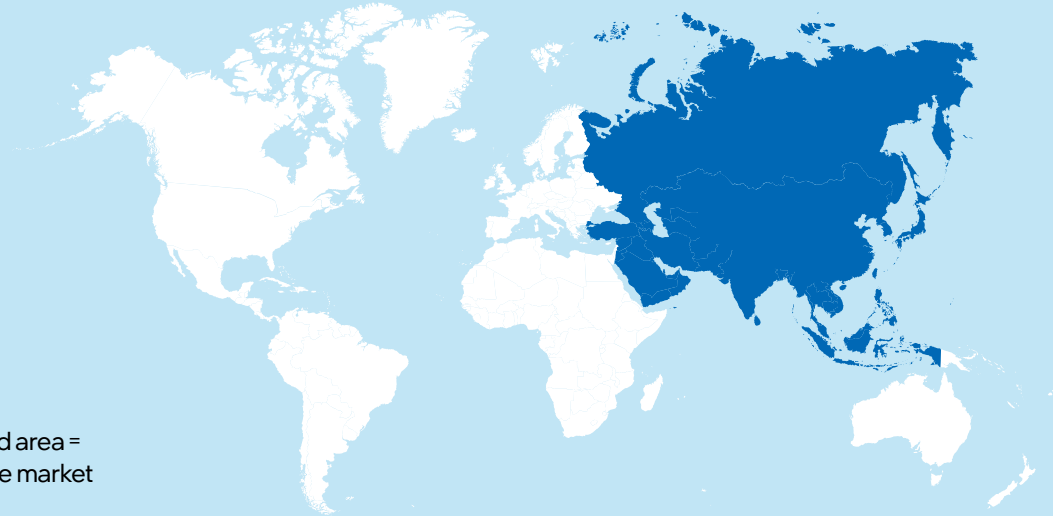
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Since its establishment in 2000, Digital China has been devoting to energizing digital transformation for the industry with independent innovation of core technologies and advancing great rejuvenation of the Chinese nation by digital technologies under the concept of “taking the lead in concepts, technologies & practices”. In 2022, Digital China achieved an annual turnover of 115.88 billion yuan, ranking the 123rd on Fortune China Listed Companies 500 (2023) and 29th on the Forbes 2022 China Digital Economy 100 list.

AI practice: Digital Identification, IoT, Cloud, Intelligent Manufacturing.

Contact: Lei Ma at maleif@digitalchiina.com and Raymond Zhou at zhouyongg@digitalchina.com

Solution Aggregator Name: Ex-Channel Group Limited



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Available market

Ex-channel Group established in 2003, it is a leading provider of intelligent computing modules, which based in China with a global reach. With over 20 years of industry experience, Ex-channel Group specializes in data-centric processor chips and related products, as well as enterprise-side, client-side, storage, network solutions and IoT technologies. Committed to its corporate mission of "creating value and shaping the future," Ex-channel Group has emerged as a prominent force within China's IT intelligent computing industry due to our exceptional upstream resources and professional value-added capabilities.

AI practice: Digital Identification, IoT, Cloud

Contact: Chao Sun at chao.sun@ex-channel.com and Xinyun Guo at xinyuan.guo@ex-channel.com

Solution Aggregator Name: Highly Information Industry Co., Ltd.



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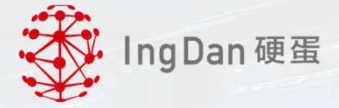
Warehousing & Logistics

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Available market

As a service provider to key e-commerce players, including JD, Tmall, and TikTok, Highly has a dedicated team of over 500 e-commerce specialists offering comprehensive solutions—transaction related services, customer manage related services, digital marketing related services, livestream sales service, and so on. The company operates over 20 professional live broadcasting rooms and delivered over 5,000 live broadcasts in 2021, totaling over 10,000 hours and contributing to a GMV of over 1.3 billion RMB. The company also offers tailored information system modules for retail management, data analysis, and customer management, reinforcing its position as a leading service provider in the distribution industry.

AI practice: Digital Identification, IOT \VR and AR
Contact: Quan Liu at: liuquan@tcl.com

Solution Aggregator Name: IngDan Technology (Shenzhen) Co.LTD



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Available market

IngDan is a prominent platform in China dedicated to fostering innovation and entrepreneurship in intelligent hardware. We specialize in artificial intelligence across the spectrum from edge computing to cloud solutions, offering tailored hardware and software solutions to industry clients. Our expertise spans across Data Centers, Industrial applications, AIOT (Artificial Intelligence of Things), Retail, and other market segments. At Ingdan, innovation is at the heart of everything we do, ensuring we deliver the highest quality service and solutions to customers from all walks of life.

AI practice: Digital Identification, IoT, Retail
Contact: Ruoxin Li at: liruoxin@ingdan.com

Solution Aggregator Name: Shanghai Homedo Industrial Development



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Shaded area =
Available market

Homedo is an industrial Internet platform focusing on intelligent building, smart city, and smart home. Homedo was founded in Shanghai in August 2015 and officially launched in November of the same year. It is committed to providing a one-stop solution of "product procurement + comprehensive service" for system integrators and engineers such as weak current, it and information facilities, and helps users continuously optimize procurement channels, reduce costs, improve efficiency, and upgrade services. It builds a digital sharing platform, which links the upstream and downstream, brings efficiency and value to the partners, and promotes the optimization and upgrading of the whole industrial chain of intelligent buildings.

AI practice: Digital Identification, IoT

Contact: Jinnan Chen at: chenjinnan@homedo.com and Qiong Tan at: tanqiong@homedo.com

Solution Aggregator Name: Shenzhen Yeean Computer Co., Ltd.



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Shaded area =
Available market

Yeean is a high-tech enterprise focusing on software agent, mobile terminal, industry application terminal, Internet of Things system solutions, and is committed to providing competitive and safe products, services and solutions for many industries such as office, education, business, smart home and edge computing. Yeean adheres to all customer value-oriented and builds a win-win industrial ecology through close connection with partners.

AI practice: IoT, Intelligent Manufacturing

Contact: Dongsen Ye at: dongsen.ye@yeean.net and Kevin Ma at: kevin.ma@yeean.net

Solution Aggregator Name: Taiyi Wulian Co. Limited



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Shaded area =
Available market

Taiyi is an Intel Gold Medal Partner and one of the first IoT Solution Aggregators. It is committed to providing software and hardware collaboration solutions and pathway services that meet application scenarios for various vertical sub sectors of the Internet of Things, deeply cultivating industries such as smart communities, smart construction sites, and smart industries. Taiyi with technology as the guide and innovation as the driving force, is committed to providing the highest quality IoT solutions for global customers.

AI practice: Digital Identification, IoT

Contact: Bin Xu at: johnxu@kondoct.com and Jinhui Fu at: sabrinafu@kondoct.com

Solution Aggregator Name: Unisplendour Digital Group



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Warehousing & Logistics

Shaded area =
Available market

UNISPLENDOUR DIGITAL provides a one-stop and three-dimensional solutions for upstream and downstream enterprises, channels, and industry customers in the supply chain, and is committed to building the most professional and the most excellent supply chain comprehensive service network in China. With over two decades of experience in IT distribution, the company boasts a strong business reputation, multiple financial licenses, and collaborative ties with numerous banks, reflecting a robust financial credit rating. It also leverages big data from thousands of SME partners to offer tailored financial services like internet loans and trade finance.

AI practice: Digital Identification, IoT, Retail

Contact: shi xin at: zgsm_shix001@thunis.com and Meng Junru at: zgsm_mengjr@thunis.com

Solution Aggregator Name: VSTECS Holdings Limited



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Shaded area =
Available market

Established in 1991, VSTECS Holdings Limited is the leading IT product channel development and technical solution integrated service provider in Asia Pacific. VSTECS has three major business segments: enterprise systems, consumer electronics and cloud computing. The portfolio of products of VSTECS comprises of 12 fields, including cloud services, AI, mobile internet, network security, network infrastructure, data storage, data analytics/visualization, solution delivery, IoT application, gaming & entertainment, wearables and VR products. VSTECS forms strategic partnership with over 300 global top 500 upstream technology vendors and over 50,000 downstream channel partners.

AI practice: Digital Identification, IoT, Cloud
Contact: Cui Yun at: cui.yunlong@vsteecs.com

Solution Aggregator Name: Wesco International



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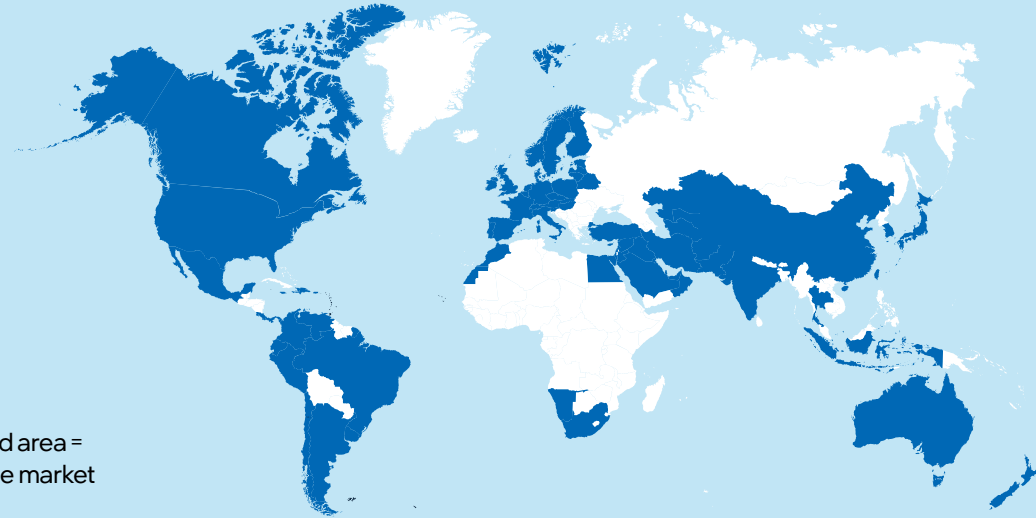
Security

Smart Buildings & Enterprise

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Warehousing & Logistics



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Available market

Wesco International builds, connects, powers and protects the world. Headquartered in Pittsburgh, PA, Wesco is a leading provider of business-to-business distribution, logistics services and supply chain solutions. With 100+ years of experience, Wesco is transforming into a technology-driven service organization operating at the intersection of global supply chains.

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Contact: Aidan Mongan at: aidan.mongan@wesco.com

Solution Aggregator Name: Zhenkunhang Industry Supermarket



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ZKH Industrial Supply (Shanghai) Co., Ltd. (hereinafter referred to as ZKH) is a digital industrial service platform, providing customers with a one-stop solution of industrial products procurement and management, realizing transparency, efficiency, and cost-reduction of industrial supply chain. ZKH provides a wide range of Spare Parts, General Consumables, Office Supplies, Manufacturing Assembly, Chemicals, including 32 dominant product lines with SKUs exceeding 17 million, and has cooperated with more than 100,000 customers. Till now, ZKH has built 32 distribution centers and 96 transit warehouses, establishing a nationwide logistic network to cover the last-mile delivery.

AI practice: IoT, Intelligent Manufacturing

Contact: Yajie Li at: yajie.li@zkh.com and Yin Zhang at: yin.zhang@zkh.com

Intel® Solution Aggregators located in

Asia, Pacific, and Japan



Solution Aggregator Name: Wesco International



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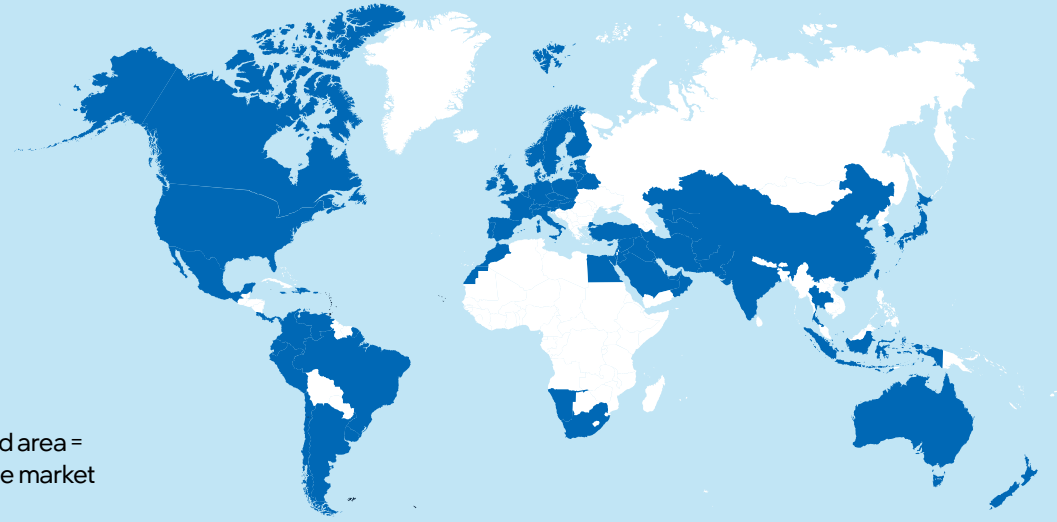
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