



## Scale Computing Vendor Manager

**Hugh Fleming**

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Supporting Scale from Denver, CO



### How Can Hugh Help You?

- Assist with Business Development activities
- Onboarding new partners
- Review of Partner Program
- Assist with Quotes and Orders
- Sales Trainings
- Joint Calls with Partner and their Customers
- Assist with licensing questions/upsell opportunities
- Provide Reseller Training

*Hugh is dedicated to driving partner enablement and enhancing customer success through a consultative approach tailored to solution-based products and applications. In a world full of complexity, Hugh is committed to simplifying the dynamics between partners and their relationships with Climb and Scale Computing. With a focus on clarity and efficiency, Hugh strives to foster seamless collaboration and streamlined processes, empowering customers and partners to navigate the intricacies of growth with ease.*