



Selling Apple with Ingram Micro

Discover Ingram Micro's Partner Growth Program.
Create more Apple sales and build your margins.

START →



Contents

| | |
|---|----|
| Ingram Micro's Growth Program for Apple | 3 |
| Mac does that | 4 |
| Performance | 5 |
| Compatability | 6 |
| Mac + iPhone | 7 |
| Security | 8 |
| iPad for business | 9 |
| Ingram Micro Services | 10 |
| Technology Trade-In | 11 |
| Ingram Micro Lifecycle Services | 12 |
| Financing | 13 |
| Configuration Tools | 14 |
| Next Steps | 15 |



Become part of Ingram Micro's Growth Program for Apple

The Ingram Micro Growth Programme helps you jump-start your Apple enterprise business to ensure you have the tools and support to create more Apple sales and build your margins.

- ✓ Online and onsite **training** on Apple propositions
- ✓ Services to **maximise your revenues and margins**
- ✓ Day-to-day access to a **dedicated program leader**
- ✓ Bespoke marketing campaigns tailored to your requirements
- ✓ **Extend your sales** of Apple products
- ✓ Exclusive **events and promotions**
- ✓ Access supported **pricing** from Apple
- ✓ Dedicated helpline for enquirers and support

Join the Ingram Micro Growth Program for Apple →

Fast. Secure. Supercharged. Mac means business

Next-generation performance that lets your customers teams run all the crucial business apps and multitask across devices? A battery that can last for up to 22 hours?¹ Security built in and easy for their IT to manage? Mac does that.

¹ *Battery life varies by use and configuration. See apple.com/batteries for more information



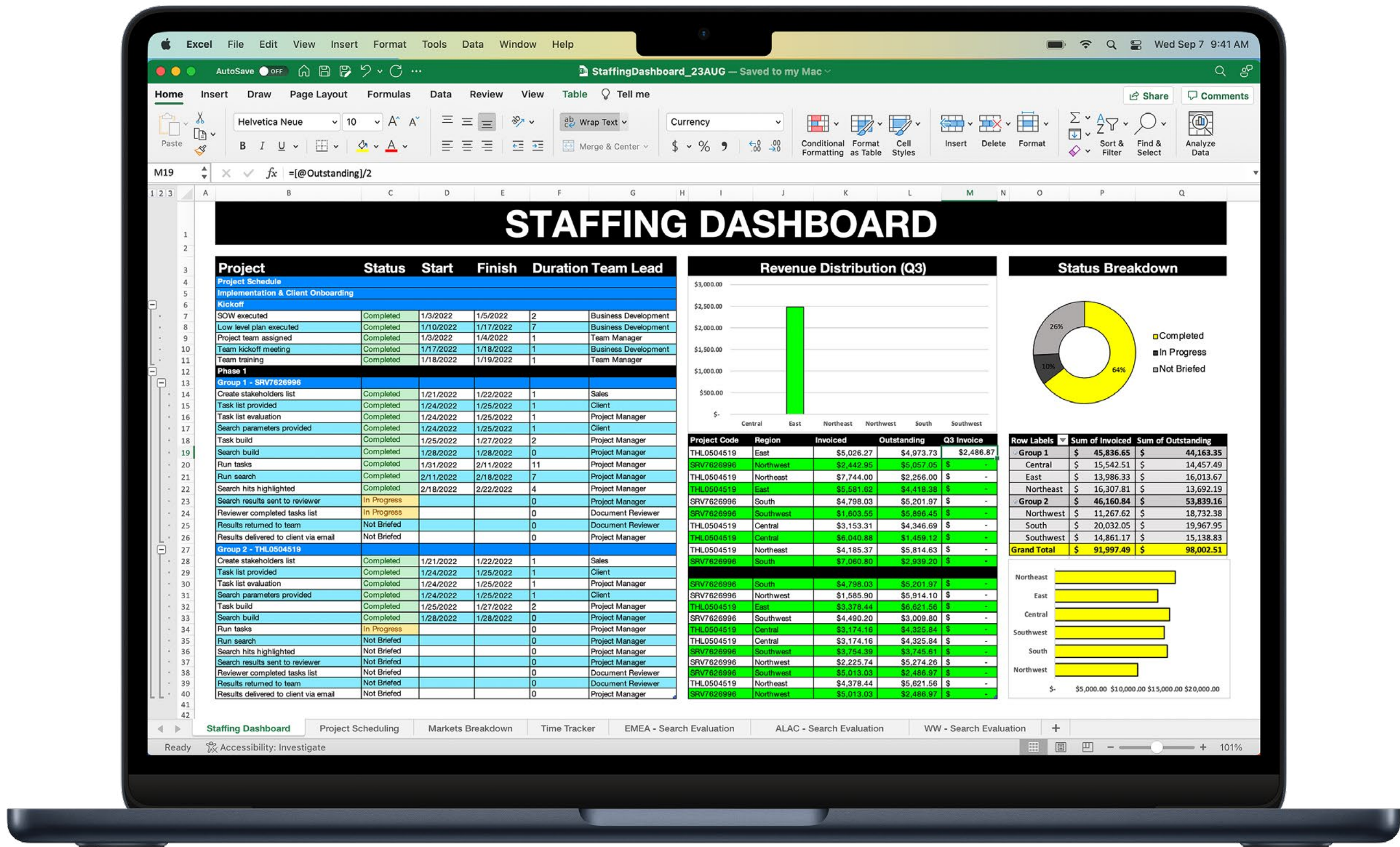
Email. Zoom. Excel. Run them all day with the M2 chip.

Give your customers the power to rip through their workflows with a Mac supercharged by the next-generation M2 chip. It starts up in a flash and multitasks like a beast. If there's a deadline and need to review a lead in Salesforce, use Slack with coworkers, or touch up that PowerPoint presentation—all while videoconferencing? Mac does that.



Adobe to Zoom and everything in between runs on Mac.

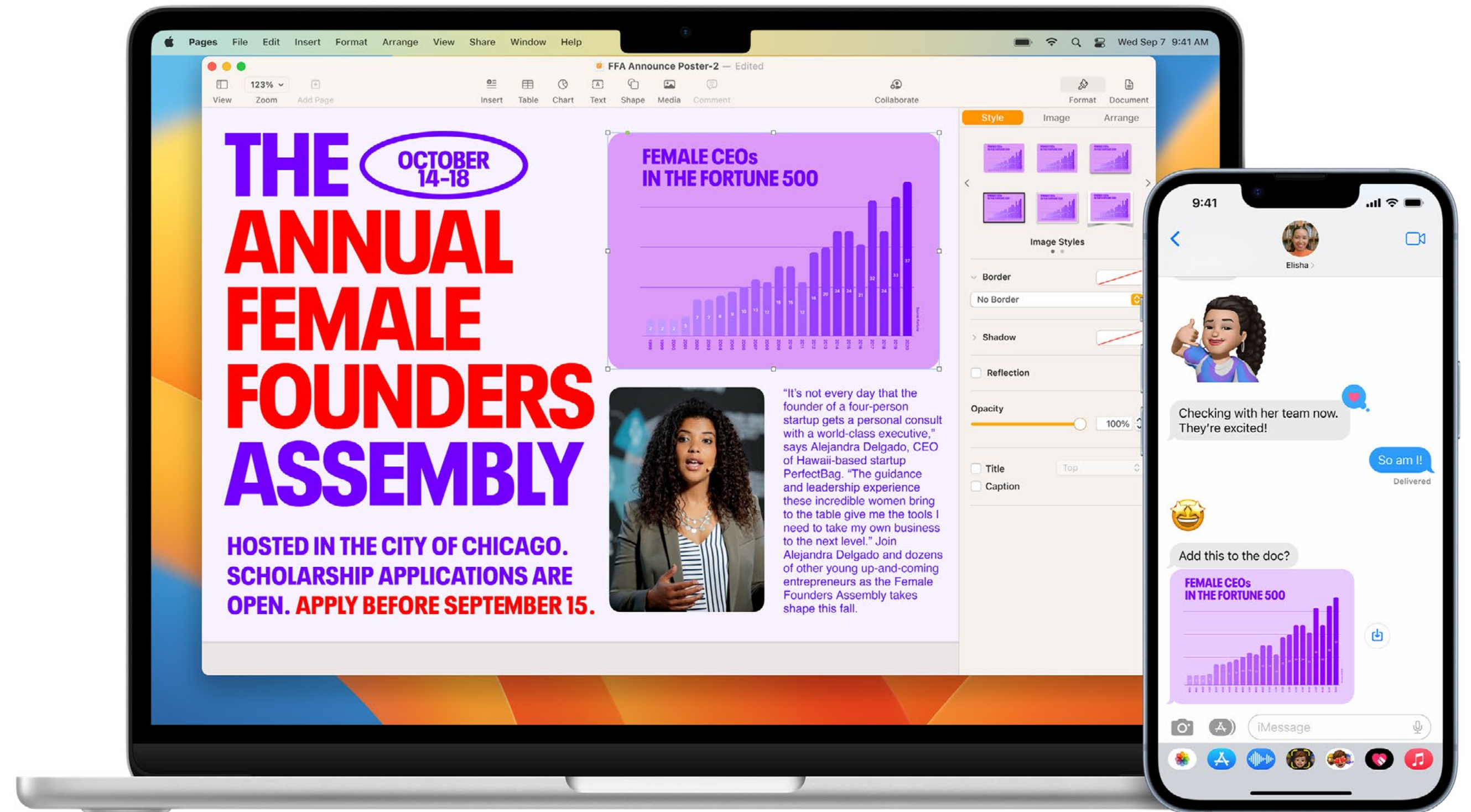
The software that your customers run helps run their business. So whether customers need Excel experts, PowerPoint pros, or Salesforce savants, Mac can run the software they need to get the job done. Mac does that.



Mac + iPhone.

A productive partnership.

Mac and iPhone work even better together, giving your customers employees the benefit of one seamless work experience. Use iPhone as a webcam? Cut and paste between devices? Hand off an open web page from your Mac to your iPhone? Mac does that.



Encrypted. Protected. Secure. Straight out of the box.

There's little more important than the safety of your customers business data. With built-in features like hardware-verified secure boot, Gatekeeper, and on-the-fly encryption, Mac is a secure choice for your customers from the moment the box is opened. Mac does that.



iPad. Bring limitless possibilities to work.

iPad is built for your customers, with powerful Apple-designed chips that can run all your go-to apps like Microsoft 365, Tableau and Slack. Every iPad offers versatility, portability and ease of use, so their workforce can get it all done, even on the go.



Ingram Micro Services

We supply our partners with all the training, finance options, marketing support and infrastructure support they need to sell Apple.



Lead generation



Financing and credit
facility terms



Enablement tools



Center of Excellence



IoT and AI Consulting
Practice



Customer success
team



Trade-In



White Label Cloud
Marketplace



Accreditations and
funding



Training

Technology Trade-In

**Good for profits.
Good for the planet.**

Grow your business with Ingram Micro Trade-In. At the end of the lifecycle, Ingram Micro ethically recycle devices and safely remove data while you see a return in the value of the device and start the sales process all over again.

Ingram Micro enables a more sustainable supply chain by extending the lifecycle of your customers Apple products. Our services enable operators, retailers, insurers, enterprises and OEMs to maximise the life of Apple technology through a suite of environmentally responsible solutions.

Talk to us about Trade In →

INGRAM MICRO[®]



Authorised
Distributor

Ingram Micro Lifecycle Services



Reverse logistics

We provide fault/fix customer support and specialise in preparing devices for reuse. Secure chains of custody and compliant data wiping help to decrease the cost of servicing devices.



Asset Management

Robust IT inventory management and reporting, designed to integrate with existing processes. A one-stop-shop lifecycle solution makes transitioning to new devices as efficient as possible.



IT Asset Disposition

Protect your customer's end-of-use IT assets by ensuring risks are mitigated, equipment's value is preserved, and your customer's sustainability initiatives are supported.

Financing makes deals happen

Ingram Micro Financial Services

Create custom, highly effective deal structures to enable you to sell while protecting financial objectives and reputation. Get your customers to say YES to Apple.

- Save cash and spread the cost over time
- IT and non-IT asset inclusion
- Nearly any transaction size
- Accelerated revenue recognition
- Recurring earnings and locked in pricing
- Terms up to 5+ years

Works straight out-of-the-box.

Ingram Micro Configuration Tool

From preloaded software and profiles to physically engraved devices. Make your customers lives easier, increase loyalty and drive profit.

INGRAM MICRO[®]



Authorised
Distributor

Over to you

Talk to your Ingram Micro Account Manager today about how you can start selling Apple products and grow your business.



INGRAM