



Ingram Micro USC Microsoft Professional Services Catalogue

A practical guide to Microsoft service opportunities for FY27. This playbook brings together key Azure, Copilot, Microsoft 365 Productivity and Security engagements, making it easier to identify the right service, understand the scope and position the most relevant offering for each customer opportunity.



Azure



Copilot



Microsoft 365 Productivity



Microsoft 365 Security





Overview



Azure



Copilot



Microsoft 365 Productivity



Microsoft 365 Security



Scan the QR code or follow the link to speak with the Ingram Micro USC team and discuss the right engagement for your customer.

[Discuss this service](#)

OVERVIEW



Solution Area	Engagement	Service Type	Purpose
Azure	Frontier Accelerator for Azure: Plan (Core)	Microsoft (MCI)	Drive Demand
Azure	Frontier Accelerator for Azure: Implement (Core)	Microsoft (MCI)	Drive Adoption
Azure	Frontier Accelerator for Azure: Implement (SMB)	Microsoft (MCI)	Drive Adoption
Copilot	Frontier Accelerate for Copilot: Envisioning & PoC	Microsoft (MCI)	Drive Demand
Copilot	Frontier Accelerate for Copilot: M365 Copilot Deployment Accelerator	Microsoft (MCI)	Drive Adoption
Copilot	Frontier Accelerate for Copilot: Agent Solution Deployment Accelerator	Microsoft (MCI)	Drive Adoption
Copilot	Copilot Inspire Workshop	Ingram Micro (SPF)	Drive Demand
Copilot	Copilot Readiness Assessment	Ingram Micro	Drive Demand
Copilot	Copilot Getting Started	Ingram Micro	Drive Adoption
Copilot	Copilot Value Accelerator	Ingram Micro	Drive Adoption
M365 Productivity	Frontier Accelerate for AI-Ready Productivity: ME3 Envisioning & PoC	Microsoft (MCI)	Drive Demand
M365 Productivity	Frontier Accelerate for AI-Ready Productivity: CSP ME3 Deployment Accelerator	Microsoft (MCI)	Drive Adoption
M365 Productivity	Frontier Accelerate for AI-Ready Productivity: CSP BP Deployment Accelerator	Microsoft (MCI)	Drive Adoption
M365 Productivity	Frontier Accelerate for AI-Ready Productivity: Cloud Endpoints Envisioning & PoC	Microsoft (MCI)	Drive Demand
M365 Productivity	Frontier Accelerate for AI-Ready Productivity: CSP W365 Deployment Accelerator	Microsoft (MCI)	Drive Adoption
M365 Security	Frontier Accelerate for Security: Envisioning & PoC ME3/ME5	Microsoft (MCI)	Drive Demand
M365 Security	Frontier Accelerate for Security: Envisioning & PoC OE3/EMS	Microsoft (MCI)	Drive Demand
M365 Security	Frontier Accelerate for Security: CSP ME5/ME7 Deployment Accelerator	Microsoft (MCI)	Drive Adoption
M365 Security	Frontier Accelerate for Security: CSP Defender/Purview Suites Deployment Accelerator	Microsoft (MCI)	Drive Adoption
M365 Security	Frontier Accelerate for Security: CSP BP Defender/Purview Suites Deployment Accelerator	Microsoft (MCI)	Drive Adoption
M365 Security	Frontier Accelerate for Security: Microsoft Sentinel Deployment Accelerator	Microsoft (MCI)	Drive Adoption
M365 Security	Frontier Accelerate for Security: Microsoft Defender for Cloud Deployment Accelerator	Microsoft (MCI)	Drive Adoption
M365 Security	Microsoft 365 Security Assessment & Gap Analysis	Ingram Micro (SPF)	Drive Adoption



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Discuss this service

Frontier Accelerator for Azure: Plan (Core)

Notes: Databases / Core Migrate & Modernize / w/MDC & Sentinel / Agentic AI Platform / AI Apps / Data Platform / Migrate & Modernize VMware / VDI Migration. Vendor Funded.



Service Type
Microsoft (MCI)



In-House / Subcontractor
In-House



Purpose
Drive Demand



Languages
EN



Validity
To June 27



USC Service
Yes



Payout Dependent on License Purchase
No

SMB

\$7,500

PROPOSED SCOPE

- High-level environment discovery and assessment
- Comprehensive assessment report
- Right-sized Azure instance and cost baseline

 **Maximum Days Effort**
3

 **Project Size**
\$50k+

Standard

\$15,000

PROPOSED SCOPE

- High-level environment discovery and assessment
- Comprehensive assessment report
- Right-sized Azure instance and cost baseline

 **Maximum Days Effort**
5

 **Project Size**
\$50k-\$250k

Large

\$25,000

PROPOSED SCOPE

- High-level environment discovery and assessment
- Comprehensive assessment report
- Right-sized Azure instance and cost baseline

 **Maximum Days Effort**
10

 **Project Size**
\$250k-\$500k



Scan the QR code or follow the link to speak with the Ingram Micro USC team and discuss the right engagement for your customer.

Discuss this service

Frontier Accelerator for Azure: Implement (Core)

Notes: Databases / Core Migrate & Modernize / w/MDC & Sentinel / Agentic AI Platform / AI Apps / Data Platform / Migrate & Modernize VMware / VDI Migration. Vendor Funded.

**Service Type**
Microsoft (MCI)

**In-House / Subcontractor**
In-House

**Purpose**
Drive Adoption

**Languages**
EN

**Validity**
To June 27

**USC Service**
Yes

**Payout Dependent on License Purchase**
No

XXS

MARKET A PAYOUT

Databases: \$4,000
Agentic AI: \$3,500
VDI: \$1,200
Others: \$2,000

PROPOSED SCOPE

- ▶ High-level solution design
- ▶ Landing Zone deployment
- ▶ Resource migration and testing
- ▶ Production handover

 **Days Effort**
Custom

 **Project Size**
\$5k-\$15k

XS

MARKET A PAYOUT

Databases: \$13,000
Agentic AI: \$11,375
VDI: \$3,900
Others: \$6,500

PROPOSED SCOPE

- ▶ High-level solution design
- ▶ Landing Zone deployment
- ▶ Resource migration and testing
- ▶ Production handover

 **Days Effort**
Custom

 **Project Size**
>\$15k-\$50k

S

MARKET A PAYOUT

Databases: \$30,000
Agentic AI: \$26,250
VDI: \$9,000
Others: \$15,000

PROPOSED SCOPE

- ▶ High-level solution design
- ▶ Landing Zone deployment
- ▶ Resource migration and testing
- ▶ Production handover

 **Days Effort**
Custom

 **Project Size**
>\$50k-\$100k

M

MARKET A PAYOUT

Databases: \$70,000
Agentic AI: \$61,250
VDI: \$21,000
Others: \$35,000

PROPOSED SCOPE

- High-level solution design
- Landing Zone deployment
- Resource migration and testing
- Production handover

 **Days Effort**
Custom

 **Project Size**
>\$100k-\$250k

L

MARKET A PAYOUT

Databases: \$150,000
Agentic AI: \$61,250
VDI: \$21,000
Others: \$75,000

PROPOSED SCOPE

- High-level solution design
- Landing Zone deployment
- Resource migration and testing
- Production handover

 **Days Effort**
Custom

 **Project Size**
>\$250k-\$500k

- Azure

FRONTIER ACCELERATOR FOR AZURE

Plan (Core)

Implement (Core)

Implement (SMB)
- Copilot
- Microsoft 365 Productivity
- Microsoft 365 Security

Frontier Accelerator for Azure: Implement (SMB)

Notes: Databases / Core Migrate & Modernize / w/MDC & Sentinel / Agentic AI Platform / AI Apps / Data Platform / Migrate & Modernize VMware / VDI Migration. Vendor Funded.



Service Type
Microsoft (MCI)



In-House / Subcontractor
Mix



Purpose
Drive Adoption



Languages
EN



Validity
To June 27



USC Service
Yes



Payout Dependent on License Purchase
No

XXS

MARKET A PAYOUT

Databases: \$3,200
Agentic AI: \$2,800
VDI: \$960
Others: \$1,600

PROPOSED SCOPE

- ▶ High-level solution design
- ▶ Landing Zone deployment
- ▶ Resource migration and testing
- ▶ Production handover



Days Effort
Custom



Project Size
\$5k-\$15k

XS

MARKET A PAYOUT

Databases: \$10,400
Agentic AI: \$9,100
VDI: \$3,120
Others: \$5,200

PROPOSED SCOPE

- ▶ High-level solution design
- ▶ Landing Zone deployment
- ▶ Resource migration and testing
- ▶ Production handover



Days Effort
Custom



Project Size
\$15k-\$50k

S

MARKET A PAYOUT

Databases: \$24,000
Agentic AI: \$21,000
VDI: \$7,200
Others: \$12,000

PROPOSED SCOPE

- ▶ High-level solution design
- ▶ Landing Zone deployment
- ▶ Resource migration and testing
- ▶ Production handover



Days Effort
Custom



Project Size
\$50k-\$100k

Scan the QR code or follow the link to speak with the Ingram Micro USC team and discuss the right engagement for your customer.

Discuss this service

 Overview

 Azure

 Copilot

FRONTIER ACCELERATE FOR COPILOT

Envisioning & PoC

M365 Copilot Deployment Accelerator

Agent Solution Deployment Accelerator

Copilot Inspire Workshop

Copilot Readiness Assessment

Copilot Getting Started

Copilot Value Accelerator

 Microsoft 365 Productivity

 Microsoft 365 Security



Scan the QR code or follow the link to speak with the Ingram Micro USC team and discuss the right engagement for your customer.

Discuss this service

Frontier Accelerate for Copilot: Envisioning & PoC

Notes: Vendor Funded.



Service Type
Microsoft (MCI)



In-House / Subcontractor
Mix



Purpose
Drive Demand



Languages
EN



Validity
To June 27



USC Service
Yes



Payout Dependent on License Purchase
No

XXS

\$2000

PROPOSED SCOPE

Focused Copilot Readiness Snapshot covering licensing, tenant baseline, identity/MFA, Secure Score and one priority workload. Includes summary findings, top readiness gaps, recommendations and an executive readout.



Days Effort
2



Entry Point
300+ Office 365 and/or Microsoft 365 seats (includes OE3/OE5/E5/G3/G5, Business Standard & Premium SKUs)

XS

\$5000

PROPOSED SCOPE

Core Copilot Technical & Security Readiness Assessment covering tenant and workload baselines, identity, Conditional Access, Secure Score, and high-level Defender, Purview, Intune and SharePoint data-access governance reviews. Includes prioritized findings and executive readout.



Days Effort
4



Entry Point
500+ Office 365 and/or Microsoft 365 seats (includes OE3/OE5/E5/G3/G5, Business Standard & Premium SKUs)

S

\$10,000

PROPOSED SCOPE

Comprehensive Copilot Technical, Security & Data Readiness Assessment covering licensing, all core M365 workloads, identity/RBAC/PIM, Defender, Purview, DLP, retention, Intune and SharePoint Advanced Management reporting. Includes a full assessment report, prioritized remediation roadmap, technical validation and executive readout.



Days Effort
9



Entry Point
1000+ Office 365 and/or Microsoft 365 seats (includes OE3/OE5/E5/G3/G5, Business Standard & Premium SKUs)

M

\$25,000

PROPOSED SCOPE

Extended Copilot Readiness, Governance & Deployment Planning engagement including the comprehensive assessment, expanded data-governance analysis, Security for AI review, stakeholder and use-case discovery, detailed remediation backlog, licensing and rollout sequencing, pilot definition, adoption roadmap and executive readout.



Days Effort
22



Entry Point
1500+ Office 365 and/or Microsoft 365 seats (includes OE3/OE5/E5/G3/G5, Business Standard & Premium SKUs)

N/A



Scan the QR code or follow the link to speak with the Ingram Micro USC team and discuss the right engagement for your customer.

Discuss this service

Frontier Accelerate for Copilot: M365 Copilot Deployment Accelerator

Notes: Vendor Funded.

**Service Type**
Microsoft (MCI)

**In-House / Subcontractor**
Mix

**Purpose**
Drive Adoption

**Languages**
EN

**Validity**
To June 27

**USC Service**
Yes

**Payout Dependent on License Purchase**
No

XXS

\$2,500

PROPOSED SCOPE

Assisted Copilot launch for one small pilot cohort, including licensing and readiness validation, baseline enablement, review of existing governance controls, one standard onboarding session, basic admin handover and closing recommendations.

 **Days Effort**
2

 **Entry Point**
50+ M365 Copilot seats

XS

\$5000

PROPOSED SCOPE

Focused Copilot pilot deployment for one prioritized cohort, including readiness validation, license assignment, baseline configuration, focused UAT, one role-based enablement session, admin/champion handover and pilot closing readout.

 **Days Effort**
4

 **Entry Point**
300+ M365 Copilot seats

S

\$10,000

PROPOSED SCOPE

Standard M365 Copilot deployment and adoption engagement covering technical readiness, deployment and configuration, agreed governance controls, pilot and UAT, adoption roadmap, champion enablement, user and admin training, documentation, initial usage review and executive readout.

 **Days Effort**
9

 **Entry Point**
500+ M365 Copilot seats

M

\$25,000

PROPOSED SCOPE

Comprehensive multi-cohort Copilot deployment and adoption program covering detailed readiness, phased rollout, Purview/DLP/Conditional Access configuration, structured UAT, role-based scenario discovery, ACM and communications planning, champion community, multiple training sessions, adoption analytics and expansion roadmap.

 **Days Effort**
22

 **Entry Point**
1500+ M365 Copilot seats

L

\$50,000

PROPOSED SCOPE

Enterprise Copilot deployment, governance and adoption transformation covering multiple business units and rollout waves, comprehensive security and compliance configuration, multiple pilots and UAT cycles, enterprise ACM, scalable champion network, persona-based training tracks, early-life support, cohort-level analytics, value realization and enterprise expansion roadmap.

 **Days Effort**
43

 **Entry Point**
3000+ M365 Copilot seats



Scan the QR code or follow the link to speak with the Ingram Micro USC team and discuss the right engagement for your customer.

Discuss this service

Frontier Accelerate for Copilot: Agent Solution Deployment Accelerator

Notes: Vendor Funded.

**Service Type**
Microsoft (MCI)

**In-House / Subcontractor**
Subcontractor

**Purpose**
Drive Adoption

**Languages**
EN

**Validity**
To June 27

**USC Service**
Yes

**Payout Dependent on License Purchase**
No

XXS

\$2,500

PROPOSED SCOPE

Quick-start deployment of one template-based or knowledge-focused Copilot Studio agent for a clearly defined use case, including lightweight workflow definition, one approved knowledge source, basic testing, deployment to one channel and administrator handover.

**Days Effort**
2

**Entry Point**
50+ Office 365 and/or Microsoft 365 seats (includes OE3/OE5/E5/G3/G5, Business Standard & Premium SKUs)

XS

\$5000

PROPOSED SCOPE

Focused deployment of one low-complexity business agent, including workflow discovery, lightweight solution design, standard Copilot Studio build, up to two approved standard data sources, focused testing, deployment and user/admin knowledge transfer.

**Days Effort**
4

**Entry Point**
300+ Office 365 and/or Microsoft 365 seats (includes OE3/OE5/E5/G3/G5, Business Standard & Premium SKUs)

S

\$10,000

PROPOSED SCOPE

Standard end-to-end agent deployment covering value discovery, prioritization of 2–3 opportunities, detailed process mapping, technical design, one Copilot Studio agent with standard integrations and Power Automate actions, structured testing, UAT, production deployment, documentation and value review.

**Days Effort**
9

**Entry Point**
500+ Office 365 and/or Microsoft 365 seats (includes OE3/OE5/E5/G3/G5, Business Standard & Premium SKUs)

M

\$25,000

PROPOSED SCOPE

Advanced integrated agent solution covering multi-workflow discovery, detailed architecture, one advanced agent-enabled workflow, multiple data sources, standard or scoped custom connectors, orchestration, human-in-the-loop controls, optional Azure AI Search or Fabric grounding, multiple test cycles, production deployment and operational handover.

**Days Effort**
22

**Entry Point**
1500+ Office 365 and/or Microsoft 365 seats (includes OE3/OE5/E5/G3/G5, Business Standard & Premium SKUs)

L

\$50,000

PROPOSED SCOPE

Enterprise agent solution and scale foundation covering multi-department discovery, one strategic enterprise-grade agent, advanced integrations, custom connectors, Azure AI Search or Fabric, complex orchestration, governance, ALM and deployment pipelines, comprehensive testing, multi-cohort UAT, early-life support, full documentation, value realization and enterprise agent roadmap.

**Days Effort**
43

**Entry Point**
3000+ Office 365 and/or Microsoft 365 seats (includes OE3/OE5/E5/G3/G5, Business Standard & Premium SKUs)



Scan the QR code or follow the link to speak with the Ingram Micro USC team and discuss the right engagement for your customer.

Discuss this service

Copilot Inspire Workshop

Notes: Ingram Micro Funded.

**Service Type**
Ingram Micro (SPF)

**In-House / Subcontractor**
In-House

**Purpose**
Drive Demand

**Languages**
EN

**Validity**
To Dec 26

**USC Service**
Yes

**Payout Dependent on License Purchase**
No

ALL SIZES

\$750

PROPOSED SCOPE

A business-focused introduction Workshop to Microsoft 365 Copilot, helping organisations understand its capabilities, explore secure AI adoption and identify priority use cases across key departments



Days Effort
1



Scan the QR code or follow the link to speak with the Ingram Micro USC team and discuss the right engagement for your customer.

Discuss this service

Copilot Readiness Assessment

Notes: Customer Funded.

**Service Type**
Ingram Micro (SPF)

**In-House / Subcontractor**
In-House

**Purpose**
Drive Demand

**Languages**
EN

**Validity**
To Dec 26

**USC Service**
Yes

**Payout Dependent on License Purchase**
No

ALL SIZES

\$1,320

PROPOSED SCOPE

A structured assessment of the organisation’s data estate, systems and policies to determine technical readiness for Microsoft 365 Copilot and identify priority risks and remediation actions.

Tangible Deliverables:

- Readiness Rating Scorecard
- Prioritised risk & remediation actions



Days Effort
2

FRONTIER ACCELERATE FOR COPILOT

Envisioning & PoC

M365 Copilot Deployment Accelerator

Agent Solution Deployment Accelerator

Copilot Inspire Workshop

Copilot Readiness Assessment

Copilot Getting Started

Copilot Value Accelerator



Scan the QR code or follow the link to speak with the Ingram Micro USC team and discuss the right engagement for your customer.

Discuss this service

Copilot Getting Started

Notes: Customer Funded.

**Service Type**
Ingram Micro (SPF)

**In-House / Subcontractor**
Subcontractor

**Purpose**
Drive Adoption

**Languages**
EN

**Validity**
To Dec 26

**USC Service**
Yes

**Payout Dependent on License Purchase**
No

ALL SIZES

\$5,280

PROPOSED SCOPE

A structured series of training and enablement workshops designed to help organisations activate their Microsoft 365 Copilot investment, increase user adoption and begin realising practical business value.

 **Days Effort**
5



Scan the QR code or follow the link to speak with the Ingram Micro USC team and discuss the right engagement for your customer.

Discuss this service

Copilot Value Accelerator

Notes: Customer Funded.

**Service Type**
Ingram Micro (SPF)

**In-House / Subcontractor**
Subcontractor

**Purpose**
Drive Adoption

**Languages**
EN

**Validity**
To Dec 26

**USC Service**
Yes

**Payout Dependent on License Purchase**
No

ALL SIZES

\$8,000

PROPOSED SCOPE

A focused engagement that identifies a high-value business process and helps you get started on an AI-powered workflow prototype, demonstrating the practical value of Microsoft 365 Copilot.

 **Days Effort**
7

- Azure
- Copilot
- Microsoft 365 Productivity
- FRONTIER ACCELERATE FOR AI-READY PRODUCTIVITY

ME3 Envisioning & PoC

- CSP ME3 Deployment Accelerator
- CSP BP Deployment Accelerator
- Cloud Endpoints Envisioning & PoC
- CSP W365 Deployment Accelerator

- Microsoft 365 Security

Frontier Accelerate for AI-Ready Productivity: ME3 Envisioning & PoC

Notes: Vendor Funded.

- Service Type

Microsoft (MCI)
- In-House / Subcontractor

In-House
- Purpose

Drive Demand
- Languages

EN
- Validity

To June 27
- USC Service

Yes
- Payout Dependent on License Purchase

No

XXS

\$2,000

PROPOSED SCOPE

- AI Readiness envisioning workshop
- High-level AI adoption roadmap

Days Effort

2

Entry Point

300+ Office 365 E1/E3/E5 OR Microsoft 365 Apps Standalone, AND [Intune seats / (Office 365 + Microsoft 365 seats)] ≤ 50%

XS

\$5,000

PROPOSED SCOPE

- AI Readiness envisioning workshop
- High-level AI adoption roadmap
- M365 data, security, and compliance readiness review

Days Effort

4

Entry Point

500+ Office 365 E1/E3/E5 OR Microsoft 365 Apps Standalone, AND [Intune seats]

S

\$10,000

PROPOSED SCOPE

- AI Readiness envisioning workshop
- Business and technical use case assessment
- High-level AI adoption roadmap
- Data, security, and compliance readiness analysis
- Microsoft 365 Copilot readiness recommendations
- Limited Proof of Concept planning and validation

Days Effort

9

Entry Point

1000+ Office 365 E1/E3/E5 OR Microsoft 365 Apps Standalone, AND [Intune seats]

M

\$25,000

PROPOSED SCOPE

- AI Readiness envisioning workshop
- Detailed business and technical use case assessment
- Comprehensive AI adoption roadmap
- Data estate, security, compliance, and governance review
- Microsoft 365 Copilot readiness and optimization recommendations
- Proof of Concept design and implementation support
- Validation of selected Copilot scenarios and business outcomes
- User onboarding and enablement planning
- Executive findings presentation and next-phase recommendations

Days Effort

22

Entry Point

1500+ Office 365 E1/E3/E5 OR Microsoft 365 Apps Standalone, AND [Intune seats]

N/A



Scan the QR code or follow the link to speak with the Ingram Micro USC team and discuss the right engagement for your customer.

Discuss this service



Scan the QR code or follow the link to speak with the Ingram Micro USC team and discuss the right engagement for your customer.

Discuss this service

Frontier Accelerate for AI-Ready Productivity: CSP ME3 Deployment Accelerator

Notes: Vendor Funded.

**Service Type**
Microsoft (MCI)

**In-House / Subcontractor**
In-House

**Purpose**
Drive Adoption

**Languages**
EN

**Validity**
To June 27

**USC Service**
Yes

**Payout Dependent on License Purchase**
No

XXS

\$2,500

PROPOSED SCOPE

- ▶ Current state assessment of Microsoft 365 tenant
- ▶ High-level deployment plan

 **Days Effort**
2

 **Entry Point**
50+ purchased ME3 seats

XS

\$8,000

PROPOSED SCOPE

- ▶ Current state assessment
- ▶ Deployment planning workshop
- ▶ Core Microsoft 365 E3 configuration validation
- ▶ Baseline security and compliance configuration review
- ▶ Deployment roadmap and recommendations

 **Days Effort**
7

 **Entry Point**
300+ purchased ME3 seats

S

\$13,000

PROPOSED SCOPE

- ▶ Deployment planning workshop
- ▶ Microsoft 365 E3 workload configuration and validation
- ▶ Security baseline implementation guidance
- ▶ Identity and access configuration review
- ▶ Adoption and change management recommendations
- ▶ Knowledge transfer session

 **Days Effort**
11

 **Entry Point**
500+ purchased ME3 seats

M

\$25,000

PROPOSED SCOPE

- ▶ Deployment planning workshop
- ▶ Microsoft 365 E3 deployment and configuration support
- ▶ Identity, security, and compliance baseline implementation
- ▶ Exchange Online, SharePoint Online, and Teams readiness validation
- ▶ User onboarding and adoption planning
- ▶ Administrative knowledge transfer
- ▶ Deployment documentation and operational recommendations
- ▶ Post-deployment review and optimization recommendations

 **Days Effort**
22

 **Entry Point**
1000+ purchased ME3 seats

L

\$40,000

PROPOSED SCOPE

- ▶ Enterprise deployment planning workshop
- ▶ End-to-end Microsoft 365 E3 deployment support
- ▶ Identity, security, compliance, and productivity workload implementation
- ▶ Migration and onboarding guidance for eligible workloads
- ▶ Adoption and change management activities
- ▶ Administrative and operational enablement sessions
- ▶ Detailed deployment documentation
- ▶ Post-deployment optimization and refinement support
- ▶ Executive deployment outcomes review and next-phase roadmap

 **Days Effort**
35

 **Entry Point**
1500+ purchased ME3 seats

- Azure
- Copilot
- Microsoft 365 Productivity

FRONTIER ACCELERATE FOR AI-READY PRODUCTIVITY

- ME3 Envisioning & PoC
- CSP ME3 Deployment Accelerator
- CSP BP Deployment Accelerator
- Cloud Endpoints Envisioning & PoC
- CSP W365 Deployment Accelerator

- Microsoft 365 Security



Scan the QR code or follow the link to speak with the Ingram Micro USC team and discuss the right engagement for your customer.

Discuss this service

Frontier Accelerate for AI-Ready Productivity: CSP BP Deployment Accelerator

Notes: Vendor Funded.

**Service Type**
Microsoft (MCI)

**In-House / Subcontractor**
In-House

**Purpose**
Drive Adoption

**Languages**
EN

**Validity**
To June 27

**USC Service**
Yes

**Payout Dependent on License Purchase**
No

XXS \$2,000 PROPOSED SCOPE - Envisioning workshop - High-level roadmap plan Days Effort 2 Entry Point 50+ Incremental Business Premium Seats
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Scan the QR code or follow the link to speak with the Ingram Micro USC team and discuss the right engagement for your customer.

Discuss this service

MICROSOFT SERVICES ENGAGEMENTS

Frontier Accelerate for AI-Ready Productivity: Cloud Endpoints Envisioning & PoC

Notes: Vendor Funded.

**Service Type**
Microsoft (MCI)

**In-House / Subcontractor**
In-House

**Purpose**
Drive Demand

**Languages**
EN

**Validity**
To June 27

**USC Service**
Yes

**Payout Dependent on License Purchase**
No

XXS

\$2,000

PROPOSED SCOPE

- ▶ Cloud PC Readiness envisioning workshop
- ▶ High-level Cloud PC adoption roadmap

 **Days Effort**
2

 **Entry Point**
≥300 purchased seats Windows 11 Enterprise and Microsoft Intune

XS

\$5,000

PROPOSED SCOPE

- ▶ Cloud PC Readiness envisioning workshop
- ▶ High-level Cloud PC adoption roadmap
- ▶ M365 data, security, and compliance readiness review

 **Days Effort**
4

 **Entry Point**
500+ purchased seats Windows 11 Enterprise and Microsoft Intune

S

\$10,000

PROPOSED SCOPE

- ▶ Cloud PC Readiness envisioning workshop
- ▶ Business and technical use case assessment
- ▶ High-level Cloud PC adoption roadmap
- ▶ Data, security, and compliance readiness analysis
- ▶ Microsoft Cloud PC readiness recommendations
- ▶ Limited Proof of Concept planning and validation

 **Days Effort**
9

 **Entry Point**
1,000+ purchased seats Windows 11 Enterprise

M

\$25,000

PROPOSED SCOPE

- ▶ Cloud PC Readiness envisioning workshop
- ▶ Detailed business and technical use case assessment
- ▶ Comprehensive Cloud PC adoption roadmap
- ▶ Data estate, security, compliance, and governance review
- ▶ Microsoft Cloud PC readiness and optimization recommendations
- ▶ Proof of Concept design and implementation support
- ▶ User onboarding and enablement planning
- ▶ Executive findings presentation and next-phase recommendations

 **Days Effort**
22

 **Entry Point**
1,500+ purchased seats Windows 11 Enterprise and Microsoft Intune

N/A



Scan the QR code or follow the link to speak with the Ingram Micro USC team and discuss the right engagement for your customer.

Discuss this service

MICROSOFT SERVICES ENGAGEMENTS



Frontier Accelerate for AI-Ready Productivity: CSP W365 Deployment Accelerator

Notes: Vendor Funded.



Service Type
Microsoft (MCI)



In-House / Subcontractor
In-House



Purpose
Drive Adoption



Languages
EN



Validity
To June 27



USC Service
Yes



Payout Dependent on License Purchase
No

XXS

\$2,000

PROPOSED SCOPE

- ▶ Current state assessment of Microsoft 365 tenant
- ▶ High-level deployment plan



Days Effort
2



Entry Point
≥300 purchased seats Windows 11 Enterprise and Microsoft Intune

XS

\$5,000

PROPOSED SCOPE

- ▶ Current state assessment
- ▶ Deployment planning workshop
- ▶ Core Windows 365 configuration validation
- ▶ Baseline security and compliance configuration review
- ▶ Deployment roadmap and recommendations



Days Effort
4



Entry Point
500+ purchased seats Windows 11 Enterprise and Microsoft Intune

S

\$10,000

PROPOSED SCOPE

- ▶ Deployment planning workshop
- ▶ Windows 365 workload configuration and validation
- ▶ Security baseline implementation guidance
- ▶ Identity and access configuration review
- ▶ Adoption and change management recommendations
- ▶ Knowledge transfer session



Days Effort
9



Entry Point
1,000+ purchased seats Windows 11 Enterprise

M

\$25,000

PROPOSED SCOPE

- ▶ Deployment planning workshop
- ▶ Windows 365 deployment and configuration support
- ▶ Identity, security, and compliance baseline implementation
- ▶ User onboarding and adoption planning
- ▶ Administrative knowledge transfer
- ▶ Deployment documentation and operational recommendations
- ▶ Post-deployment review and optimisation recommendations



Days Effort
22



Entry Point
1,500+ purchased seats Windows 11 Enterprise and Microsoft Intune

L

\$30,000

PROPOSED SCOPE

- ▶ Enterprise deployment planning workshop
- ▶ End-to-end Windows 365 deployment support
- ▶ Identity, security, compliance, and productivity workload implementation
- ▶ Migration and onboarding guidance for eligible workloads
- ▶ Adoption and change management activities
- ▶ Administrative and operational enablement sessions
- ▶ Detailed deployment documentation
- ▶ Post-deployment optimization and refinement support
- ▶ Executive deployment outcomes review and next-phase roadmap



Days Effort
26



Entry Point
1,500+ Windows 365 Enterprise or Business Seats

- Azure
- Copilot
- Microsoft 365 Productivity
- Microsoft 365 Security

FRONTIER ACCELERATE FOR SECURITY

Envisioning & PoC ME3/ME5

Envisioning & PoC OE3/EMS

CSP ME5/ME7 Deployment Accelerator

CSP Defender/Purview Suites
Deployment Accelerator

CSP BP Defender/Purview Suites
Deployment Accelerator

Microsoft Sentinel Deployment
Accelerator

Microsoft Defender for Cloud
Deployment Accelerator

Microsoft 365 Security Assessment
& Gap Analysis



Scan the QR code or follow the link to speak with the Ingram Micro USC team and discuss the right engagement for your customer.

Discuss this service

MICROSOFT SERVICES ENGAGEMENTS

Frontier Accelerate for Security: Envisioning & PoC ME3/ME5

Notes: Vendor Funded.



Service Type
Microsoft (MCI)



In-House /
Subcontractor
In-House



Purpose
Drive Demand



Languages
EN



Validity
To June 27



USC Service
Yes



Payout Dependent
on License Purchase
No

XXS

\$2,000

PROPOSED SCOPE

- Zero Trust workshop & report



Days Effort
2



Entry Point
300 ME3 seats

XS

\$5,000

PROPOSED SCOPE

- Zero Trust workshop & report
- Configuration of 1x ZT pillar
i.e. Identity, data or devices
- Close out workshop



Days Effort
4



Entry Point
500 ME3 Seats

S

\$8,000

PROPOSED SCOPE

- Zero Trust workshop & report
- Configuration of 2x ZT pillars
- Close out workshop



Days Effort
7



Entry Point
1k ME3 Seats

M

\$15,000

PROPOSED SCOPE

- Zero Trust workshop & report
- Zero Trust Assessment
- Configuration of 3x ZT pillars
- Close out workshop



Days Effort
13



Entry Point
1.5k ME3 Seats

N/A

- Azure
- Copilot
- Microsoft 365 Productivity
- Microsoft 365 Security

FRONTIER ACCELERATE FOR SECURITY

Envisioning & PoC ME3/ME5

Envisioning & PoC OE3/EMS

CSP ME5/ME7 Deployment Accelerator

CSP Defender/Purview Suites
Deployment Accelerator

CSP BP Defender/Purview Suites
Deployment Accelerator

Microsoft Sentinel Deployment
Accelerator

Microsoft Defender for Cloud
Deployment Accelerator

Microsoft 365 Security Assessment
& Gap Analysis



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Discuss this service

Frontier Accelerate for Security: Envisioning & PoC OE3/EMS

Notes: Vendor Funded.



Service Type
Microsoft (MCI)



In-House /
Subcontractor
In-House



Purpose
Drive Demand



Languages
EN



Validity
To June 27



USC Service
Yes



Payout Dependent
on License Purchase
No

XXS

\$2,000

PROPOSED SCOPE

- ▶ Zero Trust workshop & report



Days Effort
2



Entry Point
300 ME3/O365 E3 + EMS seats

XS

\$5,000

PROPOSED SCOPE

- ▶ Zero Trust workshop & report
- ▶ Configuration of 1x ZT pillar
i.e. Identity, data or devices
- ▶ Close out workshop



Days Effort
4



Entry Point
500 ME3/O365 E3 + EMS Seats

S

\$8,000

PROPOSED SCOPE

- ▶ Zero Trust workshop & report
- ▶ Configuration of 2x ZT pillars
- ▶ Close out workshop



Days Effort
7



Entry Point
1k ME3/O365 E3 + EMS Seats

M

\$15,000

PROPOSED SCOPE

- ▶ Zero Trust workshop & report
- ▶ Zero Trust Assessment
- ▶ Configuration of 3x ZT pillars
- ▶ Close out workshop



Days Effort
13



Entry Point
1.5k ME3/O365 E3 + EMS Seats

N/A

- Azure
- Copilot
- Microsoft 365 Productivity
- Microsoft 365 Security

FRONTIER ACCELERATE FOR SECURITY

Envisioning & PoC ME3/ME5

Envisioning & PoC OE3/EMS

CSP ME5/ME7 Deployment Accelerator

CSP Defender/Purview Suites
Deployment Accelerator

CSP BP Defender/Purview Suites
Deployment Accelerator

Microsoft Sentinel Deployment
Accelerator

Microsoft Defender for Cloud
Deployment Accelerator

Microsoft 365 Security Assessment
& Gap Analysis



Scan the QR code or follow the link to speak with the Ingram Micro USC team and discuss the right engagement for your customer.

Discuss this service

Frontier Accelerate for Security: CSP ME5/ME7 Deployment Accelerator

Notes: Vendor Funded.



Service Type
Microsoft (MCI)



In-House /
Subcontractor
In-House



Purpose
Drive Adoption



Languages
EN



Validity
To June 27



USC Service
Yes



Payout Dependent
on License Purchase
Yes

XXS

\$3,000

PROPOSED SCOPE

- Discovery workshop
- High-level roadmap planning



Days Effort
3



Entry Point
50+ Seats ME5/ME7

XS

\$15,000

PROPOSED SCOPE

- Discovery workshop
- High-level roadmap planning
- Design and pilot deployment of 3x services e.g. MDE, Conditional Access, MDO etc,



Days Effort
13



Entry Point
300+ Seats ME5/ME7

S

\$25,000

PROPOSED SCOPE

- Discovery workshop
- High-level roadmap planning
- Design and pilot deployment of services across all ZT pillars



Days Effort
22



Entry Point
500+ Seats ME5/ME7

M

\$40,000

PROPOSED SCOPE

- Discovery workshop
- High-level roadmap planning
- Design and pilot deployment of services across all ZT pillars
- Org wide adoption support



Days Effort
35



Entry Point
1000+ Seats ME5/ME7

L

\$50,000

PROPOSED SCOPE

- Discovery workshop
- High-level roadmap planning
- Design and pilot deployment of services across all ZT pillars
- Org wide adoption support



Days Effort
43



Entry Point
1500+ Seats ME5/ME7

- Azure
- Copilot
- Microsoft 365 Productivity
- Microsoft 365 Security

- FRONTIER ACCELERATE FOR SECURITY
- Envisioning & PoC ME3/ME5
- Envisioning & PoC OE3/EMS
- CSP ME5/ME7 Deployment Accelerator
- CSP Defender/Purview Suites Deployment Accelerator
- CSP BP Defender/Purview Suites Deployment Accelerator
- Microsoft Sentinel Deployment Accelerator
- Microsoft Defender for Cloud Deployment Accelerator
- Microsoft 365 Security Assessment & Gap Analysis



Scan the QR code or follow the link to speak with the Ingram Micro USC team and discuss the right engagement for your customer.

Discuss this service

Frontier Accelerate for Security: CSP Defender/Purview Suites Deployment Accelerator

Notes: Vendor Funded.

**Service Type**
Microsoft (MCI)

**In-House / Subcontractor**
In-House

**Purpose**
Drive Adoption

**Languages**
EN

**Validity**
To June 27

**USC Service**
Yes

**Payout Dependent on License Purchase**
Yes

XXS	XS	S	M	L
\$2,000	\$3,500	\$5,500	\$11,500	\$17,000
PROPOSED SCOPE - Envisioning workshop - High-level roadmap plan	PROPOSED SCOPE - Envisioning workshop - High-level roadmap plan	PROPOSED SCOPE - Envisioning workshop - High-level roadmap plan - Base configuration of classifier, label and DLP policy (limited to 3 policies / labels etc.)	PROPOSED SCOPE - Envisioning workshop - High-level roadmap plan - Base configuration of classifier, label and DLP policy (limited to 5 policies / labels etc.) - Configuration of eDiscovery - Design documentation	PROPOSED SCOPE - Envisioning workshop - High-level roadmap plan - Base deployment of classifier, label and DLP policy (limited to 5 policies / labels etc.) - Configuration of eDiscovery - Design documentation - Pilot deployment support
 Days Effort 2	 Days Effort 3	 Days Effort 5	 Days Effort 10	 Days Effort 15
 Entry Point 50+ Seats Defender/Purview Suites	 Entry Point 300+ Seats Defender/Purview Suites	 Entry Point 500+ Seats Defender/Purview Suites	 Entry Point 1000+ Seats Defender/Purview Suites	 Entry Point 1500+ Seats Defender/Purview Suites

- Azure
- Copilot
- Microsoft 365 Productivity
- Microsoft 365 Security

FRONTIER ACCELERATE FOR SECURITY

- Envisioning & PoC ME3/ME5
- Envisioning & PoC OE3/EMS
- CSP ME5/ME7 Deployment Accelerator
- CSP Defender/Purview Suites Deployment Accelerator
- CSP BP Defender/Purview Suites Deployment Accelerator
- Microsoft Sentinel Deployment Accelerator
- Microsoft Defender for Cloud Deployment Accelerator
- Microsoft 365 Security Assessment & Gap Analysis



Scan the QR code or follow the link to speak with the Ingram Micro USC team and discuss the right engagement for your customer.

Discuss this service

Frontier Accelerate for Security: CSP BP Defender/Purview Suites Deployment Accelerator

Notes: Vendor Funded.

**Service Type**
Microsoft (MCI)

**In-House / Subcontractor**
In-House

**Purpose**
Drive Adoption

**Languages**
EN

**Validity**
To June 27

**USC Service**
Yes

**Payout Dependent on License Purchase**
Yes

XXS \$2,000 PROPOSED SCOPE - Envisioning workshop - High-level roadmap plan Days Effort 2 Entry Point 50+ Seats Defender/Purview Suites	N/A	N/A	N/A	N/A
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- Azure
- Copilot
- Microsoft 365 Productivity
- Microsoft 365 Security

FRONTIER ACCELERATE FOR SECURITY

Envisioning & PoC ME3/ME5

Envisioning & PoC OE3/EMS

CSP ME5/ME7 Deployment Accelerator

CSP Defender/Purview Suites
Deployment Accelerator

CSP BP Defender/Purview Suites
Deployment Accelerator

Microsoft Sentinel Deployment
Accelerator

Microsoft Defender for Cloud
Deployment Accelerator

Microsoft 365 Security Assessment
& Gap Analysis



Scan the QR code or follow the link to speak with the Ingram Micro USC team and discuss the right engagement for your customer.

Discuss this service

Frontier Accelerate for Security: Microsoft Sentinel Deployment Accelerator

Notes: Vendor Funded.

**Service Type**
Microsoft (MCI)

**In-House / Subcontractor**
In-House

**Purpose**
Drive Adoption

**Languages**
EN

**Validity**
To June 27

**USC Service**
Yes

**Payout Dependent on License Purchase**
No

XXS

\$2,000

PROPOSED SCOPE

- ▶ Envisioning workshop
- ▶ High-level roadmap plan

 **Days Effort**
2

 **Entry Point**
\$5k-\$15k ACR

XS

\$6,500

PROPOSED SCOPE

- ▶ Envisioning workshop
- ▶ Current state assessment
- ▶ High-level roadmap plan
- ▶ Configuration of Microsoft services connectors
- ▶ High-level design documentation

 **Days Effort**
6

 **Entry Point**
\$15k-\$50k ACR

S

\$15,000

PROPOSED SCOPE

- ▶ Envisioning workshop
- ▶ Current state assessment
- ▶ High-level roadmap plan
- ▶ Configuration of Microsoft services connectors
- ▶ High-level design documentation

 **Days Effort**
13

 **Entry Point**
\$50k-\$100k ACR

M

\$35,000

PROPOSED SCOPE

- ▶ Envisioning workshop
- ▶ Current state assessment
- ▶ High-level roadmap plan
- ▶ Configuration of Microsoft services connectors
- ▶ 3rd party service connectors
- ▶ High-level design documentation

 **Days Effort**
30

 **Entry Point**
\$100k-\$250k ACR

L

\$75,000

PROPOSED SCOPE

- ▶ Envisioning workshop
- ▶ Current state assessment
- ▶ High-level roadmap plan
- ▶ Configuration of Microsoft services connectors
- ▶ 3rd party service connectors
- ▶ High-level design documentation

 **Days Effort**
65

 **Entry Point**
\$250k-\$500k+ ACR

- Azure
- Copilot
- Microsoft 365 Productivity
- Microsoft 365 Security

FRONTIER ACCELERATE FOR SECURITY

Envisioning & PoC ME3/ME5

Envisioning & PoC OE3/EMS

CSP ME5/ME7 Deployment Accelerator

CSP Defender/Purview Suites
Deployment Accelerator

CSP BP Defender/Purview Suites
Deployment Accelerator

Microsoft Sentinel Deployment
Accelerator

Microsoft Defender for Cloud
Deployment Accelerator

Microsoft 365 Security Assessment
& Gap Analysis



Scan the QR code or follow the link to speak with the Ingram Micro USC team and discuss the right engagement for your customer.

Discuss this service

Frontier Accelerate for Security: Microsoft Defender for Cloud Deployment Accelerator

Notes: Vendor Funded.

**Service Type**
Microsoft (MCI)

**In-House / Subcontractor**
In-House

**Purpose**
Drive Adoption

**Languages**
EN

**Validity**
To June 27

**USC Service**
Yes

**Payout Dependent on License Purchase**
No

XXS

\$2,000

PROPOSED SCOPE

- ▶ Envisioning workshop
- ▶ High-level roadmap plan

 **Days Effort**
2

 **Entry Point**
\$5k-\$15k ACR

XS

\$6,500

PROPOSED SCOPE

- ▶ Envisioning workshop
- ▶ High-level roadmap plan
- ▶ High-level design documentation

 **Days Effort**
6

 **Entry Point**
\$15k-\$50k ACR

S

\$7,500

PROPOSED SCOPE

- ▶ Envisioning workshop
- ▶ High-level roadmap plan
- ▶ High-level design documentation

 **Days Effort**
7

 **Entry Point**
\$50k-\$100k ACR

M

\$17,500

PROPOSED SCOPE

- ▶ Envisioning workshop
- ▶ High-level roadmap plan
- ▶ High-level design documentation
- ▶ Onboard subscriptions to eligible DfC plans

 **Days Effort**
15

 **Entry Point**
\$100k-\$250k ACR

L

\$37,500

PROPOSED SCOPE

- ▶ Envisioning workshop
- ▶ High-level roadmap plan
- ▶ High-level design documentation
- ▶ Onboard subscriptions to eligible DfC plans
- ▶ Post onboarding support and refinements

 **Days Effort**
33

 **Entry Point**
\$250k-\$500k+ ACR

- Azure
- Copilot
- Microsoft 365 Productivity
- Microsoft 365 Security

- FRONTIER ACCELERATE FOR SECURITY
- Envisioning & PoC ME3/ME5
 - Envisioning & PoC OE3/EMS
 - CSP ME5/ME7 Deployment Accelerator
 - CSP Defender/Purview Suites Deployment Accelerator
 - CSP BP Defender/Purview Suites Deployment Accelerator
 - Microsoft Sentinel Deployment Accelerator
 - Microsoft Defender for Cloud Deployment Accelerator

Microsoft 365 Security Assessment & Gap Analysis



Scan the QR code or follow the link to speak with the Ingram Micro USC team and discuss the right engagement for your customer.

Discuss this service

Microsoft 365 Security Assessment & Gap Analysis

Notes: Customer Funded.

**Service Type**
Ingram Micro (SPF)

**In-House / Subcontractor**
In-House

**Purpose**
Drive Adoption

**Languages**
EN

**Validity**
TBA

**USC Service**
Yes

**Payout Dependent on License Purchase**
No

ALL SIZES

\$4,000

PROPOSED SCOPE

- Kick-off workshop
- Tenant assessment
- Playback session
- Report handover



Days Effort
2

N/A

N/A

N/A

N/A