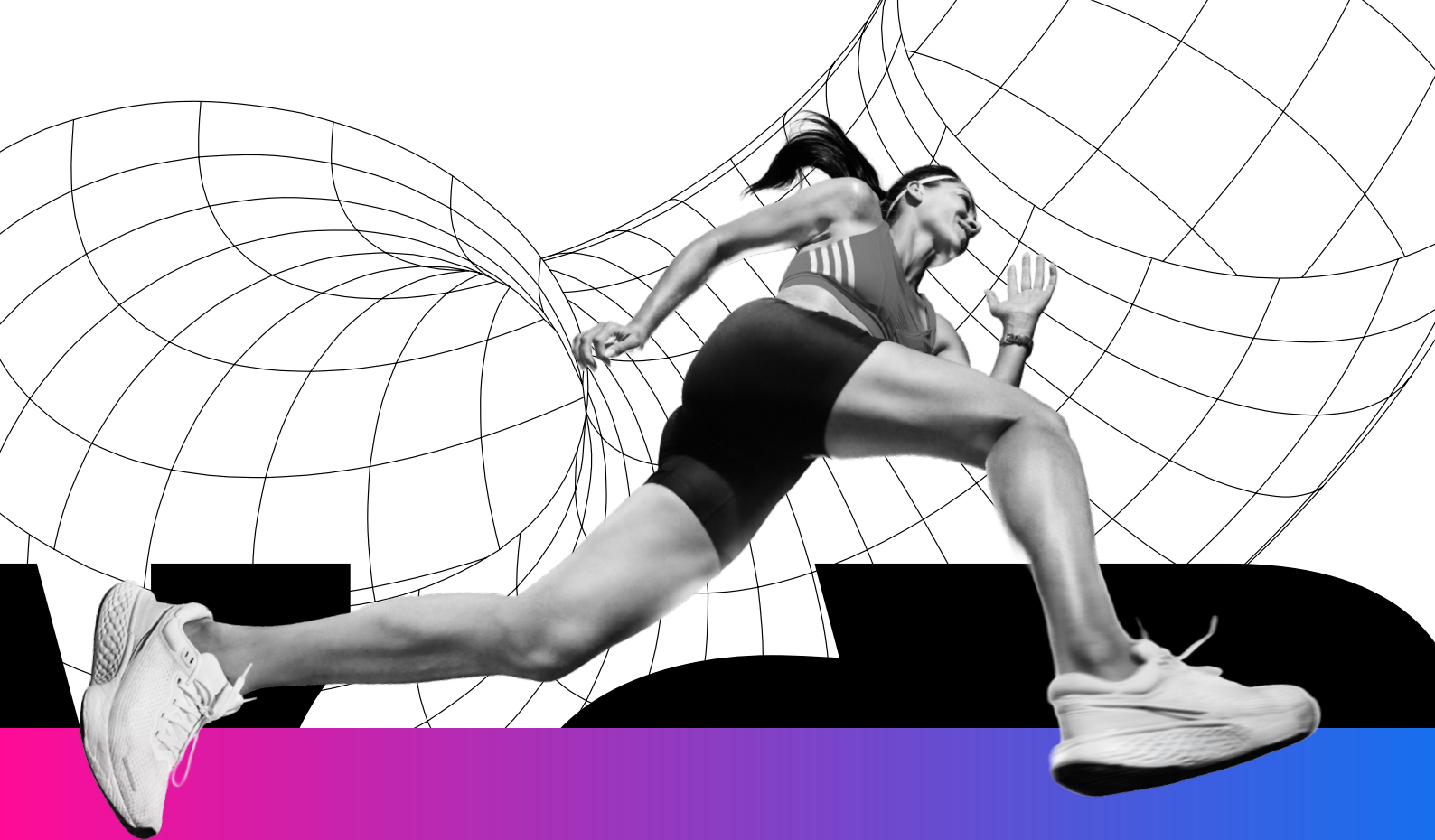




Partnering for success with Ingram Micro and Microsoft



**Providing true
partnership that
uncomplicates
cloud
complexities.**

With Microsoft's CSP program changes on the horizon, we understand the uncertainty many partners are feeling. But with change comes opportunity—especially when you have the right indirect provider by your side.

With over 20 years of cloud experience and over double that time in the IT distribution industry, Ingram Micro strives to foster true partnerships, connecting you with certified cloud experts and decades of industry knowledge to aid in navigating the ebbs and flows of the ever-evolving cloud market. We understand how quickly the world of cloud computing can become complicated and are here to help you find simplicity in it.

The Ingram Micro advantage.

Beyond connecting you with essential cloud service providers and key vendor relationships, Ingram Micro goes even further by giving you the building blocks you need to be successful—across the board. Especially in times of transition, like the evolving Microsoft CSP program, having the right partner by your side makes all the difference. Take advantage of:

Gaining access to dedicated cloud experts in 59 countries and certified professionals worldwide

Viewing personalized recommendations to supporting more upsell and cross-sell opportunities

Professional services to help you develop a strong cloud strategy and deliver solutions efficiently and effectively

Countless unique solution bundles, combining products and services from 245+ IaaS and SaaS solutions and 1,700+ vendor names

Working smarter with the Xvantage™ platform by managing your portfolio from one place—consolidating your quoting, ordering and invoicing processes and giving you a robust dashboard to manage your subscriptions from

Access to financial services to remove limitations and extend potential growth

Reach your definition of success with Ingram Micro as an extension of your team—every step of the way.



Products and as-a-service portfolio



Assessments and strategy



Upskilling resources



Technical services



Ingram Micro Xvantage



Financial services





Cloud products and as-a-service portfolio.



Data management—backup and disaster recovery

A comprehensive backup and disaster recovery (BDR) plan should include reliable, efficient and daily backup of essential information, and a plan for recovering that information. Solutions include both on-premises and hybrid, and involve business continuity, archiving and secure access tools.



Business applications

Enhance efficiency, cut costs, boost sales and so much more. Our global cloud growth solutions enhance business performance, enabling cost reduction, sales improvement and scalability through customer relationship management (CRM), enterprise resource planning (ERP) and low-code application platform (LCAP).



Communications and collaboration

Unlock seamless and secure teamwork beyond borders. Elevate productivity with an all-inclusive suite of collaboration apps, virtual desktops and digital experiences. Embrace adaptable workstyles, transcending limits for enhanced efficiency, and connect with customers from anywhere.



Cybersecurity

We offer diverse security solutions, focusing on endpoint, identity and security operations. Tap into the expanding security market opportunities while benefiting from innovative endpoint protection, identity security and streamlined operations.



Cloud infrastructure—public, private, hybrid and multi-cloud

Enhance agility, cut costs and boost revenue with our IT, app development and hosting solutions. Streamline modernization by migrating legacy apps or optimizing existing ones.



Managed service provider solutions

Connect and create new workflows to enhance productivity. Speed up your time to revenue and improve service delivery with Ingram Micro's cloud-managed services specifically designed for MSPs.



Digital solutions

Drive online traffic to your company website. Utilize online marketing techniques such as building a website and online store, and paid media to connect with customers at the right place and time.



Growth solutions training

Ingram Micro offers you tailored content, courses and global cloud training that drive revenue and scale. Unlock courses tailored to our global cloud growth solutions and lean into a steady path of limitless opportunity.



Data center

Data management and security comes in all different shapes and sizes. Ingram Micro has built out comprehensive advanced solutions to cover a wide range of data center needs, whether on-prem, at the edge, in the cloud or a combination of everything.

Free cloud viability assessment and strategy.

Partnering with cloud experts is easy—even if the complexities of cloud aren't. Knowing when and how to build a strong cloud strategy should be considered an art form, as the implementation must address business imperatives and opportunities unique to your business, your industry and your objectives. It's all about outlining a path of continuous transformation that sets the stage for the company you intend to become. Without it, your cloud journey can be disjointed, growth can be decelerated, and business value can go unrealized. This is where Ingram Micro expertise comes in.

Vendor best
practice solutions

In-depth analysis of existing
IT infrastructure and
business needs

Identification of cloud
readiness and potential
areas of improvement

Service roadmaps for
change management with
actionable milestones

Design a cloud strategy appropriate to your needs, including access to training, continued education, webinars and full support from our team of cloud-certified professionals. You'll never be alone as you navigate through everything cloud related. The more you want to learn and grow, the more support Ingram Micro can provide you.

Deepen your cloud knowledge while maximizing cloud for your business model, no matter if you're looking to expand your portfolio to include all cloud solutions or specialize in a certain cloud vertical.

As your strategic partner, our goal is to support you with:



IT cost reduction



Faster time to market



Better security



Improved reliability and
business continuity



Continually improving
performance



High scalability and
elasticity

Stay ahead of Microsoft's changes with upskilling resources

The tech world moves fast—and Microsoft is no exception. To keep pace, you need a partner who can turn constant change into opportunity.

With a reach that touches nearly 90% of the global population, Ingram Micro plays a critical role in the global IT channel, connecting top technology manufacturers and cloud providers with business-ready solutions.

Our Xvantage platform gives you access to on-demand resources, including educational content, sales and technical training and vendor-specific webinars. We can also connect you with certified cloud experts for one-on-one guidance, help you earn certifications, or support your goals in specific industries or vendor programs.

With the right tools and the right team, we're here to help you build a more confident workforce and drive better business outcomes.





Professional services

Ingram Micro's professional services team delivers cloud migration, management and optimization services tailored to meet the standards and objectives of all businesses. With our expertise and resources, your business can become more agile, stay productive and maximize on cloud potential.

Our customizable cloud services are delivered through a streamlined channel model—meaning you can capitalize on the cloud without draining your budget. Our team of cloud experts will cater to meet your company's unique needs, so you can continue growing your cloud business with ease.

Simplify your Microsoft business with Ingram Micro Xvantage

We're making it easier than ever to do business with Microsoft. Meet Ingram Micro Xvantage—a powerful platform that simplifies your operations by bringing hardware, cloud services and software procurement into one seamless experience. With Xvantage, you can expand your portfolio, offer more complete solutions, strengthen customer relationships and grow your role as a trusted advisor.

Taking advantage of the cloud portfolio on Xvantage delivers paths to grow both your long-term and recurring revenue streams and acquire new customers. With Xvantage, you have the opportunity and support system to build scalable business and more quickly adapt to market changes—all for free. There's no charge to use the platform and there are no hidden fees in your invoices.

Here's just a few of the many benefits Xvantage offers:

- Get relevant and timely business insights by personalizing your home page
- Orchestrate and automate traditional IT and cloud commerce transactions from a single platform
- Quickly convert any of the unlimited quotes you have created to orders with the touch of a button
- Easily invoice and collect payments for a combination of perpetual licenses and cloud subscriptions
- Manage your cloud subscriptions from a robust dashboard that both shows upcoming renewals and upgrade opportunities and allows you to gather, organize and review metrics from monthly, quarterly and annual sales
- Instantly expand your portfolio to include technology solutions and hundreds of cloud products and services
- Find digital marketing resources for your expanded technology and cloud offerings
- Bring platform power to you with robust in-house and cloud-native app integrations
- Utilize the award-winning mobile app that allows you to do business wherever your phone has connection
- Take advantage of a plethora of enablement resources designed to keep you and your team informed and trained

Learn more about how to make the most out of Xvantage for your business:



Exploring the Xvantage platform with Sanjib Sahoo

[Read now](#)



Meet the path to new efficiency

[Watch now](#)



How to use Ingram Micro's game-changing Configure to Order feature

[Learn how](#)

Avoid Microsoft support costs with smart financial solutions

Ingram Micro leads the channel in providing financial guidance and expertise to partners like you. We can help you choose the right options to drive earning potential, increase buying power and maximize cash flow, especially when it comes to Microsoft's CSP transition.

Receive flexible solutions including:



Premier Microsoft Support



End-user financing for technology solutions



Microsoft dedicated pre-sales expertise



Go to Market support



Keep your incentives intact and keep existing rewards



Tap into exclusive promotions to boost your margins



Gain smarter insights to maximize profitability



Industry-leading financial partnerships that give you access to working capital

Work with a financial solutions team that can help you find creative, flexible financial options to help your business succeed.

“Ingram Micro Xvantage was brought to market to bring the best of the B2C experience to the B2B technology market—removing friction, personalizing interactions, and putting actionable AI-driven insights at the fingertips of today’s business and technology decision-makers.”



Sanjib Sahoo

Executive Vice President and
President of Global Platforms
Group, Ingram Micro.

A true partnership—in distribution and beyond



Connect to the right companies that provide the right solutions for your customers by partnering with Ingram Micro. Become a partner today and start leveraging Xvantage to help you navigate the cloud and beyond, accessing the latest solutions, tools and resources you need to get ahead.



For more, visit
[\[insert local X4C instance URL\]](#)

INGRAM MICRO

 **Microsoft**