



DISCOVER YOUR PATH



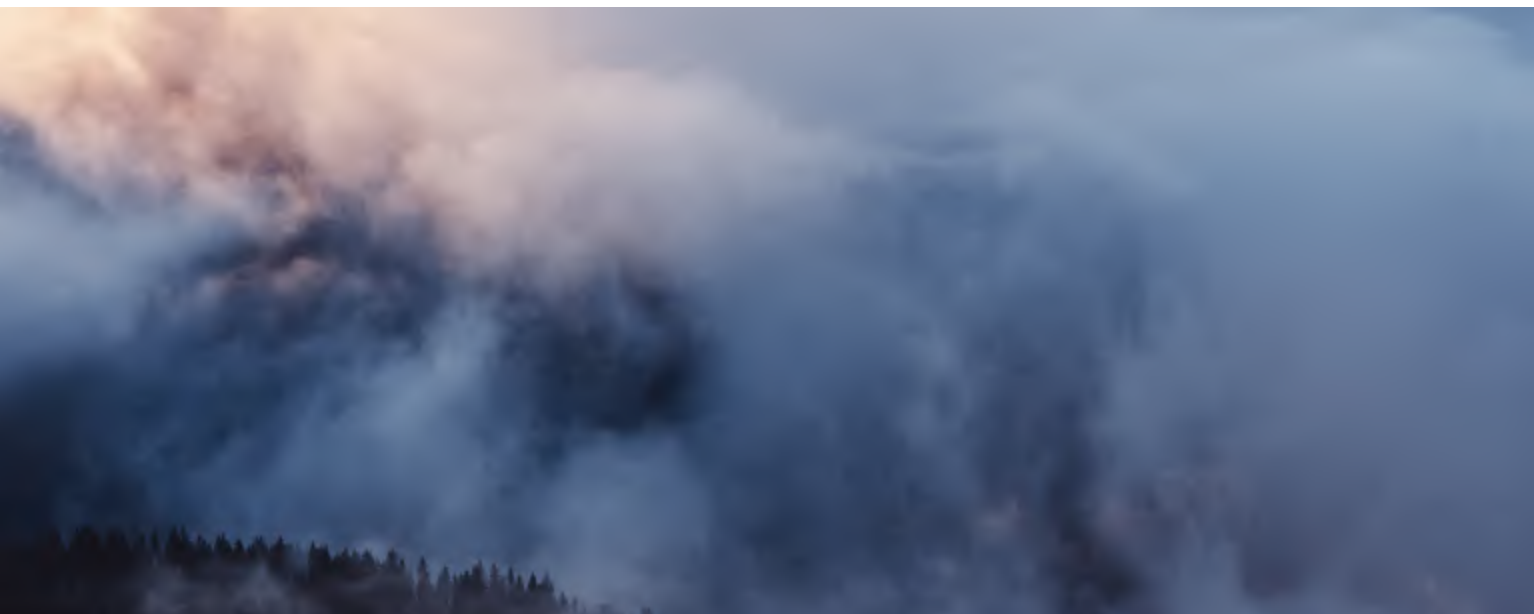


Ingram Micro and IBM's Mission

To succeed in today's dynamic global environment, modern organizations must be adaptable, formidable and able to flex when and where it counts. Successful business partners understand the challenge—and know that a one-size solution does not fit all.

You need the broadest solutions and the most brilliant teams. That's where the power of Ingram Micro and IBM comes in.

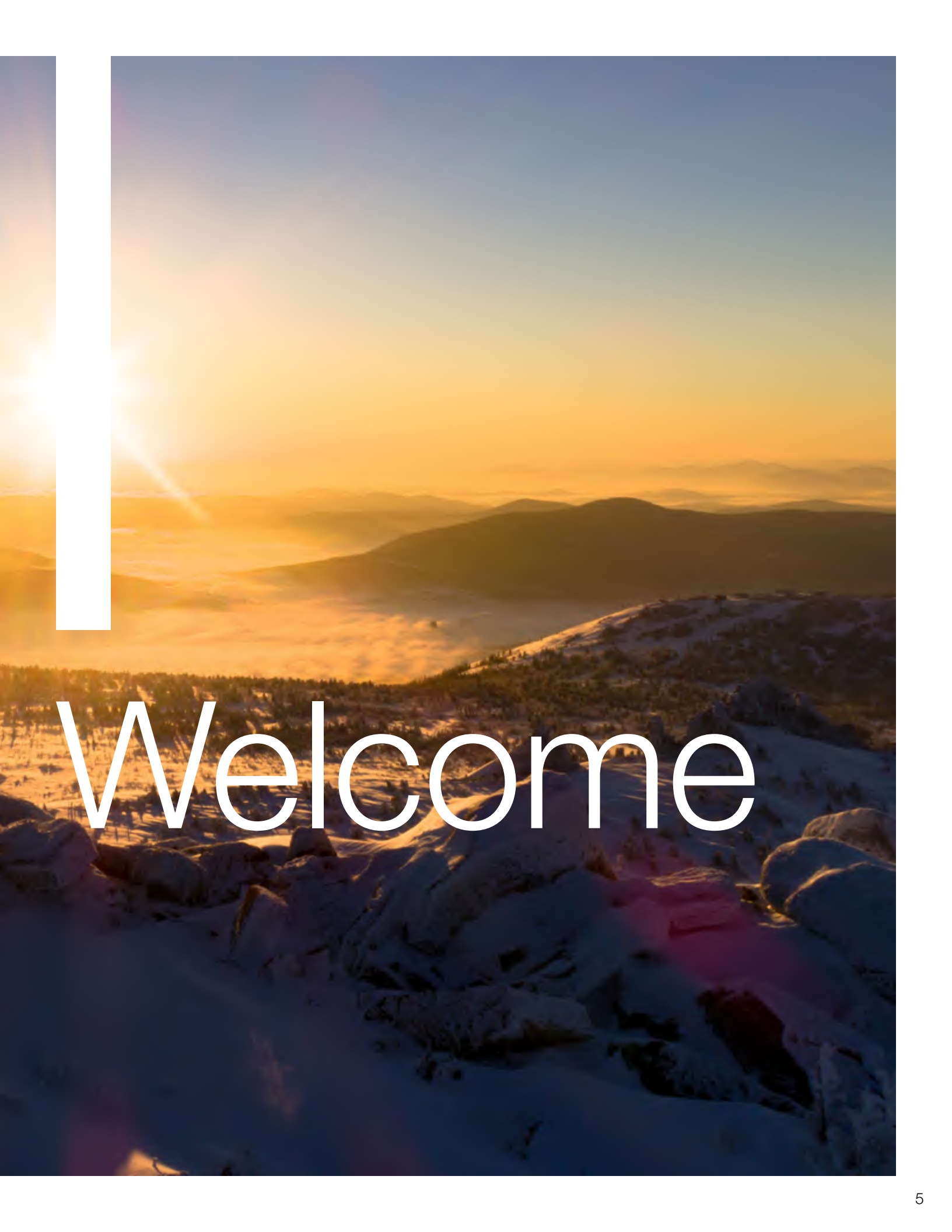
The global strength of Ingram Micro—together with the full IBM portfolio—creates a partnership like none other. It allows us to help business partners like you discover your path, forge new ground and come out stronger than you've ever been.



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Welcome

Our Leadership Team: The Pathfinders

Cheryl Rang

Executive Director, Advanced Solutions



Cheryl Rang leads the Data Center business strategy, business partner development and vendor relationships at Ingram Micro. Additionally, Cheryl is responsible for Unified Communications & Collaboration/Communication Solution Services and Secure Payment Solutions. She reports directly to Ingram Micro's Vice President of Advanced Solutions Jeff Yelton and her team is comprised of over 200 sales and vendor dedicated associates whose expertise encompasses the areas of vendor management, marketing, field sales, recruiting, technical consulting and inside sales.

Sven Groot

Director, Global Vendor Management



Sven is the global director for IBM and Red Hat at Ingram Micro. In this role, he is responsible for defining the global strategy and managing the relationship between Ingram Micro, IBM and Red Hat.



John Kinnan

Director, IBM & Red Hat

John Kinnan is responsible for the overall go-to-market strategy of the IBM and Red Hat practice. John leads a team of vendor management personnel, technical consultants, as well as field and inside sellers. John reports directly to Ingram Micro's Executive Director of Data Center Cheryl Rang.



Jeff Yelton

VP, Technology Solutions

Jeff Yelton is the vice president of Ingram Micro's U.S. Technology Solutions organization. In this role, he oversees all vendor relationships in the United States. This includes P&L responsibility and go-to-market strategy for Ingram's four main categories: Modern Infrastructure, Modern Workplace, Networking and Security and Business Applications and Specialty Technologies



Dennis Crupi

VP, Marketing

A 23-year veteran of Ingram Micro, Dennis serves as vice president, Marketing, and leads the marketing business for Ingram Micro U.S. Agency Ingram Micro focuses on data, digital and differentiation to bring innovative marketing services to IT manufacturers, solution providers and Ingram Micro business units. Dennis and his team work to bring timely services, with real ROI, to help businesses grow in ways they haven't imagined.



Why IBM through Ingram Micro

Our experienced team knows how to lead the way with IBM solutions. We'll leave no stone unturned to ensure your success. Ingram Micro offers free consultations and access to more than 65 IBM-dedicated technology experts in the U.S. These experts can look at any business challenge holistically, identify the right solutions and steer reseller

partners toward the right services to help organizations continue to innovate, drive opportunity and be ready for what's next.

Ingram Micro makes the IBM journey attainable and fruitful—helping reseller partners “discover their path” to greater success better than any other distributor.





Award-Winning Expertise

Industry Awards:

2020 IBM Distributor of the Year
2020 Red Hat Distributor of the Year
2019 IGF Distributor of the Year
2018 IBM Cloud VAD of the Year

Ingram Micro Awards:

2022 Agency Ingram Micro - IBM
2020 Ingram MVP Award - IBM
2019 Ingram Data Center - IBM
2018 Ingram Sales Engagement - IBM
2018 Ingram Data Center Software - IBM



Where Business Is Headed

IBM is present where the resellers want to serve their clients: whether that's traditional licensing models, embedded solutions, or Ingram Micro's Cloud Marketplace or AWS Marketplace.

It's a new world—with data at the core.

As leaders seek to reengineer how things get done, the efficiency metric becomes increasingly important; and the shift from passive to proactive intelligence is leading to a new normal where data analytics drive everything. Today's businesses no longer want data that tells them what's happening (or what already happened); they want to get in front of the data to become more predictive, more fast-acting and able to know what to do next.

Businesses want easy migration of workloads between cloud environments.

Today's savvy customer wants choice and to avoid vendor lock-in and a long-term commitment. Since acquiring Red Hat, IBM now has the unique capability to help companies create multi-cloud environments, and with Red Hat OpenShift, they can move workloads easily from one cloud to another.

Companies want agility balanced with enterprise-grade security.

Many organizations are seeking cost optimization in the "new normal" environment. In addition to data processing speed, efficiency and agility, they want to confidently host apps and workloads in the cloud and be able to demonstrate regulatory compliance significantly faster and more effectively than they are today. An open, hybrid platform enables them to securely build, run and manage applications in a consistent way, across virtually any environment.

More businesses are choosing open hybrid cloud.

The acquisition of Red Hat allowed IBM to build an open and secure hybrid cloud platform that cuts across all the places that organizations do computing—on-premises, private and publicly operated public cloud environments (such as IBM Cloud, AWS, Azure and Google Cloud Platform to name a few).







Discover Your Path

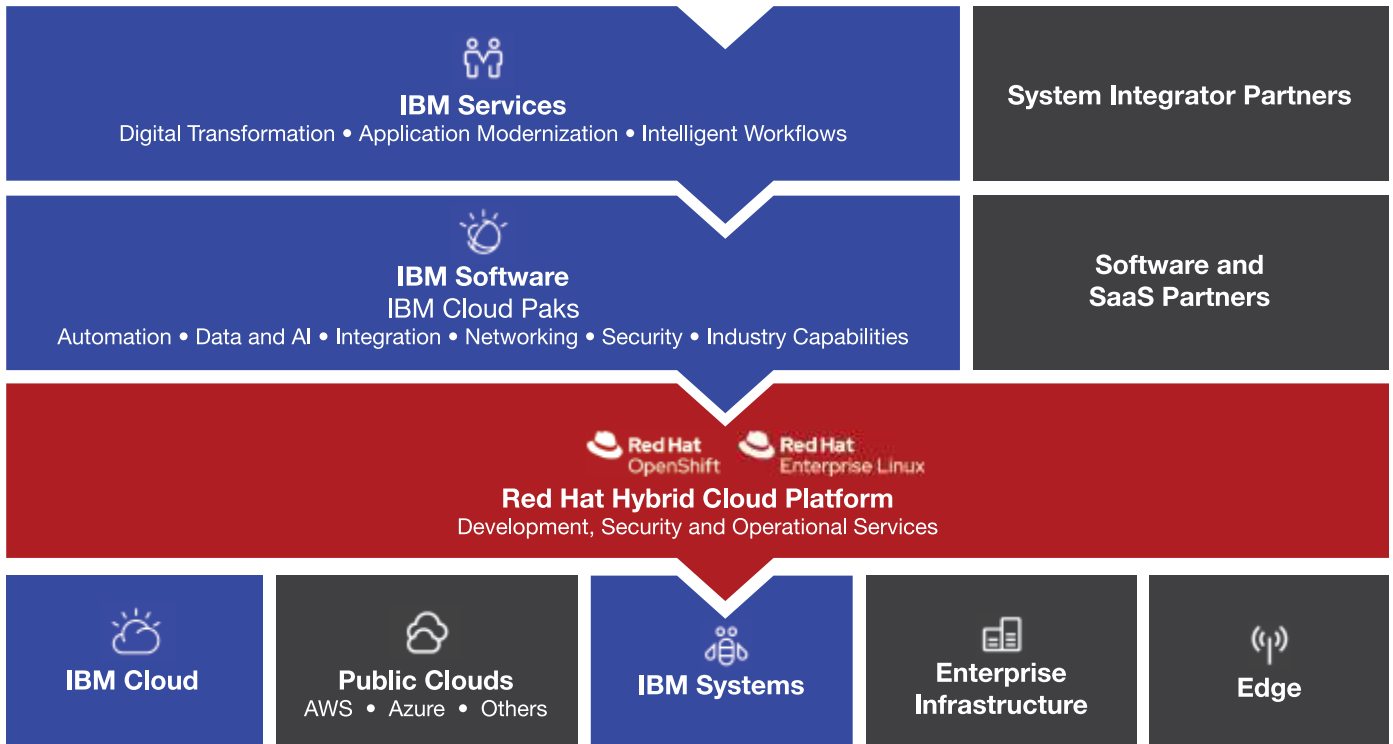
An Expert Ecosystem: the IBM Stack

Are you ready to blaze new trails—and grow your business in ways you never imagined?

IBM believes that all your business data and applications should be open and secure. Software should be able to run on any infrastructure base that your company uses today. But how can you ensure that software will run effectively whether it's on-prem, on a public cloud, on a private cloud or at the edge? The answer is to create a platform that allows software to become portable so it can run anywhere. That's the beauty of the IBM stack.

IBM software is designed to run on an open hybrid cloud platform called Red Hat OpenShift. That platform can be deployed on any infrastructure base your company uses today. From there, IBM can help you design, build and accelerate the adoption of an open, hybrid cloud architecture and apply best practices to reimagine your workplace as a digital enterprise.

What is the stack?





Why sell the stack?

The new generation of hybrid cloud enables you to build and manage across any cloud with a common platform. That means you get skilled once, build once and manage everything from a single pane of glass.

What challenge does it solve?

In today's dynamic markets, cloud and data center solutions are evolving quickly. Businesses everywhere need to future-proof their operations, but it can be stressful to navigate to the unfamiliar.

To help you make the most of every opportunity, Ingram Micro helps you sell the entire stack. The process starts by determining where data will be located—either on-premises, in the cloud, at the edge or a combination of all three.

From there, we help you build layers of infrastructure and software to support that data in the most optimized and cost-efficient way. Finally, we help you wrap the entire solution with the right services and funding options for your consumption model, whether managed services, “as a service” offerings or annuities.

Our guidance helps you create a full data center solution that may consist of multiple vendors in a financially feasible way.





IBM Cloud

What challenge does it solve?

In today's world, the path forward relies heavily on the cloud; but you need an expert guide to lead the way.

Following a global pandemic—and massive economic impact on businesses of all sizes—the new focus is on cloud strategies and, specifically, cost optimization. Digital transformation has become a matter of survival, and with ever-tightening finances, organizations large and small are taking a critical look at their IT environments for opportunities to eliminate cost, drive efficiency and maximize every dollar spent.

Recent events have become a leading driver to the cloud and is also driving changes within cloud environments.

Cloud adoption is on the rise and it's a trend that's likely to accelerate. In the months ahead, countless businesses will reevaluate their operations and scrutinize costs, seeking new ways to ensure their current infrastructure is fully optimized, whether in the cloud, on-premises or in a hybrid model.

Why IBM Cloud?

The IBM Cloud platform combines platform as a service (PaaS) with infrastructure as a service (IaaS) to provide an integrated experience. The platform scales and supports both small development teams and organizations, and large enterprise businesses. Globally deployed across data centers around the world, the solution you build on IBM Cloud spins up fast and performs reliably in a tested and supported environment you can trust.

IBM Cloud provides solutions that enable higher levels of compliance, security and management, with proven architecture patterns and methods for rapid delivery for running mission-critical workloads.

Available in data centers worldwide across 19 countries with multi-zone regions in North and South America, Europe, Asia and Australia, you can deploy locally with global scalability.

You can also take advantage of:



Double-digit partner margins – some of the highest margins in the industry



Easy partner onboarding – no accreditations are required to transact IBM Cloud



Cloud credits are available for proof of concept and testing



Extensive library of education and enablement resources



Security IBM Public Cloud offers many of the most secure public cloud solutions on the market:

- Only cloud solution that is FIPS 140-2 Level 4 certified
- Keep your own key—IBM cannot access your data



Enterprise-grade solutions to handle mission-critical workloads:

- Options for bare metal, virtual servers, power virtual servers, Red Hat OpenShift and VMware
- Certified for SAP on multiple platforms



VMware – IBM is the #1 VMware public cloud with 2,000 clients, is cost-effective for clients of all sizes and includes many flexible options



Akasia – third-party solution for VMware-based cost comparisons across IBM, AWS, Azure, Google and Oracle Clouds



PowerVS – IBM Power virtual servers for applications, redundancy, hybrid cloud, development and other purposes



Financial Services Cloud – financial services-grade security infrastructure on IBM Cloud that addresses regulatory compliance issues



Dizzion – high-security desktop as a service (DaaS) on IBM Cloud



Skytap + – easily migrate x86, AIX, IBM i, and Linux apps and infrastructure onto IBM Cloud





IBM Cloud Paks

What challenges does it solve?

As cloud-native technologies like containers and Kubernetes mature rapidly, they are becoming the preferred way to build new software experiences and modernize existing apps at scale and across clouds.

As developers and technology teams race to meet the demand for cloud-native applications, several factors will dictate which platform providers will lead the pack. Among those factors: developer experience and development services, distributed infrastructure operations, and rich ecosystem partnerships and integrations. IBM Cloud Paks address all these needs.

Why IBM Cloud Paks?

For organizations seeking modernization for long-term success, finding the balance between speed, flexibility and dependability is incredibly challenging. IBM Cloud Paks provide a range of technology and services that can support your customers' IT and development needs.

Choose from:

IBM Cloud Pak for Data

- Access data up to 4.3x faster

IBM Cloud Pak for Business Automation

- Reduce manual processes up to 80%

IBM Cloud Pak for Integration

- Eliminate 33% of integration cost

IBM Cloud Pak for Security

- Resolve security incidents 8x faster

IBM Cloud Pak for Watson AIOps

- Connect the dots across data and diagnose problems faster

IBM Cloud Pak for Network Automation

- Zero-touch network operations with AI-powered automation

With Cloud Paks, you can:

- Take key steps toward infrastructure and application modernization
- Replace aging on-premises infrastructure with high-performance hardware and public cloud environments
- Implement Linux across on-premises and public cloud infrastructure
- Deploy solutions to monitor, manage and automate hybrid and multicloud infrastructure as a centralized hybrid cloud
- Launch self-service automation and service catalogs to deploy containerized environments and services quickly
- Create automated CI/CD software-delivery pipelines to eliminate manual processes and increase release frequency
- Containerize legacy, monolithic applications and shift them into the Linux-based private and public cloud environments
- Develop new applications exclusively with a Linux-based containerized microservice approach
- Break down existing monolithic applications incrementally into containerized microservices



Red Hat

What challenge does it solve?

When creating a cloud strategy, today's organizations face several imposing challenges:

They need to future-proof their infrastructure.

They've invested heavily in infrastructure, applications, processes and policies. Even though they're being pressured to adopt new platforms and technologies, they can't just throw out existing assets. They want to balance new technologies and approaches with support and modernization efforts for critical existing systems.

They need to architect for any cloud.

Businesses must prepare for the future while leveraging their existing infrastructure. They need to provide consistency across footprints, drive collaboration, use data to generate new business insights, and support security and compliance measures.

They want to run and manage applications anywhere.

Organizations want to enable innovation for developers and business leaders who need the latest and greatest tech, while delivering efficiency, built-in management and enhanced security. They can support their drive for innovation with a Kubernetes-based container platform that runs across all their IT footprints including IBM Cloud, AWS, Azure, Google Cloud Platform and on-premises.

Shifting workloads among disconnected clouds is cumbersome.

In our open hybrid cloud, apps and data move fluidly across environments: public cloud, private cloud, on-premises and virtualized.

Why Red Hat?

Red Hat delivers hardened, open source solutions that make it easier for enterprises to work across platforms and environments, from the core data center to the network edge. By operating transparently and responsibly, Red Hat continues to be a catalyst in open source communities, helping you build flexible, powerful IT infrastructure solutions.

Open hybrid cloud

Standalone cloud deployments based on proprietary technology inhibit clouds from interacting with one another. An open hybrid cloud strategy brings the interoperability, workload portability and flexibility of open source software to hybrid enterprise environments.

Linux leadership

Red Hat is one of the leading contributors to the Linux kernel. Red Hat engineers help improve features, reliability, and security to make sure an infrastructure performs and remains stable—no matter the use case and workload.

Digital transformation

Open source values like meritocracy, community building and transparency are changing the way the world approaches business and life. Red Hat offers tooling, principles and standards that deliver a foundation for flexibility and innovation.



The image features a dark blue background with a mountain range at the bottom. The IBM logo, consisting of seven vertical stripes, is positioned in the upper left. The text 'IBM by the Brand' is written in a large, white, sans-serif font across the middle of the image.

IBM by the Brand

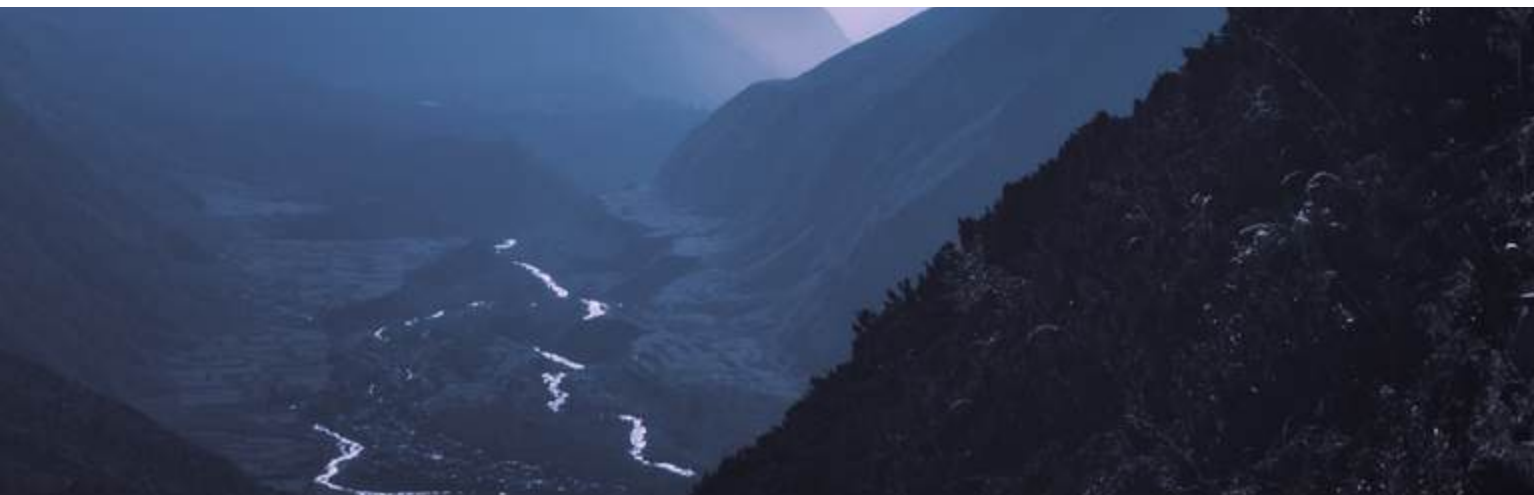


IBM Data and AI

What challenge does it solve?

Artificial intelligence (AI) is the biggest opportunity of our time; and yet, the reality is that companies of all sizes and across all industries are struggling to adopt it. You need an experienced partnership to help you reach your destination.

At its core, AI represents a powerful new set of software and data engineering techniques for making sense out of vast masses of unstructured data. But it isn't a magic wand that can do anything, and it must be applied to problems that it is well suited to solve. To make it work, organizations need to understand the business problems they are trying to solve, get a handle on their data, realize their shortage of skilled workers and overcome the issue of trust by ensuring all AI recommendations or decisions are fully traceable.





Collect:

Make data simple and accessible.

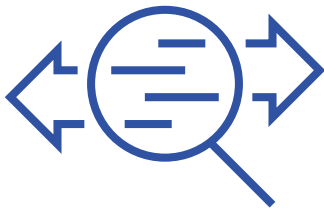
With IBM, organizations can collect data of every type regardless of where it resides, enabling flexibility in the face of ever-changing data sources.



Organize:

Create a business-ready analytics foundation.

IBM also organizes all data into a trusted, business-ready foundation with built-in governance, protection and compliance.



Analyze:

Build and scale AI with trust and transparency.

With IBM, organizations can analyze data in smarter ways and benefit from AI models that empower them to gain new insights and make better, smarter decisions.



Infuse:

Operationalize AI throughout the business.

IBM also helps organizations apply AI across the enterprise in multiple departments and within various processes—drawing on predictions, automation and optimization.



IBM Security

What challenge does it solve?

The recent pandemic and shift to remote work/cloud environments has created a whole new playground for cybercriminals. And their tactics keep evolving as they become smarter by the day. It's no longer about classic threats like weak passwords and phishing. Today's cybersecurity threats are a lot more advanced and a lot more sinister.

Modern businesses need new levels of security that:

- Are fully aligned and integrated with business priorities
- Can manage your defenses against growing threats
- Can detect, coordinate, measure and report efforts to contain an attack
- Provide full visibility, in real time, into who is accessing business systems and applications
- Regularly review the way data is shared among applications and systems, including IoT devices
- Provide confidence in the ability to protect data wherever it resides
- Update security and risk architectures per regular assessments, metrics, projections and dashboards
- Allow users to assess, build and deploy secure applications and workloads to the cloud intrusive to the user that are secure—IBM supports security standards such as FedRAMP, ISO 27001 and others

Why IBM Security?

Cyberthreat intelligence can help organizations analyze risks, allocate resources, and understand threats relevant to their industry and geography. IBM Security solutions do just that—helping businesses align, protect, manage and modernize their entire security landscape.

Cloud Pak for Security –

Cloud Pak for Security not only brings large volumes of security data together from multiple vendors and products, it does so without having to move any of the data.

QRadar SIEM –

The market-leading QRadar SIEM is now available as a service on AWS, enhanced with the new unified analyst interface that provides shared insights and workflows with broader security operations toolsets. By using AI, network and user behavior analytics, along with real-world threat intelligence, analysts are now empowered with more accurate, contextualized and prioritized alerts.

QRadar SOAR –

Recent winner of a Red Dot Design Award for interface and user experience, QRadar SOAR helps organizations automate and orchestrate incident response workflows and ensure their specific processes are followed in a consistent, optimized and measurable way.

X-Force Threat Management –

X-Force Exchange is a cloud-based threat intelligence-sharing platform enabling research on security threats, aggregation of intelligence and collaboration with peers. Supported by human and machine-generated intelligence, you can leverage it to help users stay ahead of emerging threats.

QRadar Log Insights –

QRadar Log Insights is a cloud-native log management and security observability product that provides simplified data ingestion and rapid search, investigations and visualizations. By using an elastic security data lake, analysts can now perform analytics on terabytes of data with greater speed and efficiency.

Guardium Data Security –

Databases are vulnerable, particularly when trusted user credentials have been compromised and used to steal data. Guardium protects databases and can stop these requests before they succeed.

Verify –

IBM Security Verify Identity and Access Management (IAM) is a portfolio with single sign-on, multifactor authentication, adaptive access, user lifecycle and provisioning, and identity analytics capabilities.

Trusteer SaaS Solutions –

Used by banks, financial institutions, insurers, retailers, telco, travel and transportation industries, IBM's Trusteer SaaS solutions manage digital identity risk.

MaaS360 with IBM Watson –

MaaS360 not only manages mobile devices, it also manages Mac and Windows desktops/laptops. BYOD devices are managed safely and securely without being intrusive to the user, and it's secure—it supports security standards such as FedRAMP, ISO 27001 and others

IBM Security QRadar EDR –

Protect your endpoints against previously unknown zero-day threats using automation and hundreds of machine learning and behavioral models to detect anomalies and respond to attacks in near real time. By using a unique approach that monitors operating systems from the outside, organizations can now avoid manipulation or interference by adversaries.

IBM Security Randori Recon –

This solution views your attack surface like an attacker. Just like real threat actors, it continuously monitors your external perimeter, uncovering blind spots, shadow IT, misconfigurations and process failures that would otherwise be missed.





IBM Storage

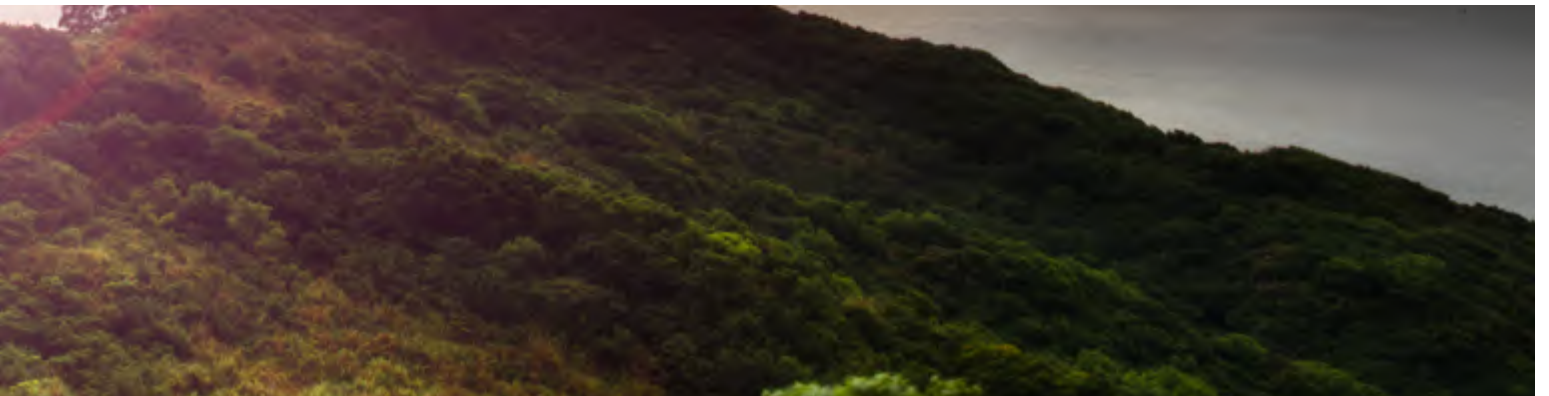
What challenge does it solve?

With the integration of new technologies, an organization's approach to storage is critical to controlling business outcomes. The number of hybrid and flash storage options out there can be overwhelming. How can you figure out which solution works best with an organization's infrastructure and fits its hybrid cloud strategy and budget to support innovation now and into the future?

The fact is, IT is more complex than ever. Higher data volume, increasing application sophistication and new, evolving technologies are leading drivers of this complexity. You need a storage platform that can help organizations stay one step ahead.

Why IBM Storage?

With IBM FlashSystem storage, you get a one-platform system that lets you seamlessly and securely manage data across your entire IT infrastructure. Simplifying storage helps you stay ahead of growing workload demands while keeping costs down.



With IBM Storage, you can:

Accelerate performance –

Faster data access is always better for business. The high speeds of flash storage, combined with end-to-end NVMe technology, can give companies the power to quickly mine deeper insights and respond to customers almost instantaneously—all while using fewer resources.

Harness existing applications –

As you strive for better performance, you might consider replacing your applications or doing expensive and time-consuming optimizations just to seek out small improvements. But flash storage lets you boost performance while using your existing applications, no overhaul needed.

Achieve data reduction –

To improve storage efficiency, look for a solution with data reduction technologies, like pattern removal, deduplication and compression. Thin provisioning and space-efficient snapshots are additional functions that make the most of your storage capacity.

Attain maturity –

Flash storage has capabilities, new protocols and data services that match and often surpass those of disk-based offerings. As a reliable storage solution, flash is increasingly considered to be the new storage standard.

Maintain hybrid cloud flexibility –

The right flash solution will give you the flexibility to deploy your apps and data where it makes most sense and a consistent experience across hybrid cloud deployments.

Harness real-time analytics –

If an organization hasn't made the leap to real-time analytics, they'll need to do it soon. They can stay competitive and speed innovation with a storage system like NVMe flash that pulls information from multiple sources in microseconds.

Support virtual desktop infrastructure (VDI) –

To make this technology successful, you need strong system performance. Flash not only delivers high-performance standards and lowers the cost per desktop, it also handles the extreme spikes in data traffic that are common with VDI implementations.

Move to container storage –

The underlying storage infrastructure you choose should unify traditional and container workloads, be open and agile to support modern workloads, cloud-native applications and public cloud integration, and provide data cyber-resiliency features.

Enhance security and resiliency –

In today's world of cyberattacks, you need to make sure your data is available and encrypted and that your organization is 100% compliant, especially as you transition to a hybrid multicloud environment. IBM delivers high availability flash storage solutions that can support systemwide encryption, securing data wherever it resides without affecting performance.

Have one hardware, one software platform—

Imagine if you wished to bring data to and from the cloud, but you could do it with the same interface. That's IBM FlashSystems. Spectrum Virtualize, the operating system for IBM FlashSystems can also be used on AWS, Azure, IBM and Google clouds. This simply and seamlessly reinvents the way that you interact with your data, both on-premises and in the cloud.





What challenge does it solve?

Made for the most data-intensive workloads, IBM Power Systems deliver enterprise-class compute with the flexibility of hybrid cloud deployment across traditional on-premises, private cloud and public cloud. With Power VC, advanced virtualization and cloud management help you build private cloud on the Power Systems servers.

Why IBM Power?

IBM Power10 servers can help create business agility with flexible and secure hybrid cloud infrastructure to address some of today's most demanding business needs and concerns. Protect data with persistent security: With data residing in an increasingly distributed environment, you cannot set a perimeter to it anymore. This reinforces the need for layered security across IT stack. The Power10 family of servers introduces a new layer of defense with transparent memory encryption. Transparent memory encryption is designed to simplify encryption and support end-to-end security without impacting performance by leveraging hardware features for a seamless user experience. Since this capability is enabled at the silicon level, there is no additional management setup and performance impact. Power10 also includes 4X more crypto engines in every core compared to Power9 to accelerate encryption performance across the stack. For example, the widely used AES encryption performance is improved by 2.5X¹ over POWER9. With these innovations along with new in-core defense against programming attacks and support for post-quantum encryption and fully homomorphic encryption, IBM Power E1080 makes the most secure platform even better.

Streamline insights and automation

As more AI models are deployed in production, the challenges around the AI infrastructure are coming to the fore. The typical AI deployment involves sending data from an operational platform to a GPU system. This usually induces latency and may even increase security risks with more data in network. Power10 addresses this challenge with in-core AI inferencing and machine learning. The Matrix Math Accelerator (MMA) in Power10 core provides the computational strength (at multiple levels of precision) and data bandwidth to tackle demanding AI inferencing and machine learning. Power E1080 delivers 5X faster AI inferencing per socket for high-precision math over Power E980.²

Maximize reliability and availability:

Power has been leading the industry in infrastructure reliability with 25% lower downtime vs. comparable high-end server.³ With Power E1080 we are making the most reliable server platform in its class even better with advanced recovery, diagnostic capabilities, and Open Memory Interface (OMI) attached advance memory DIMMs. The continuous operations of today's in-memory systems depend on memory reliability because of their large memory footprint. Power10 memory DIMMs deliver 2X better memory reliability and availability than industry standard DIMMs.⁴

1 AES-256 in both GCM and XTS modes runs about 2.5 times faster per core when comparing Power10 E1080 (15-core modules) vs. POWER9 E980 (12-core modules) according to preliminary measurements obtained on RHEL Linux 8.4 and the OpenSSL 1.1.1g library

2 5x improvement in per socket inferencing throughput for large size 32b floating point inferencing models from POWER9 E980 (12-core modules) to Power10 E1080 (15-core modules). Based on IBM testing using Pytorch, OpenBLAS on the same BERT Large with SqUAD v1.1 data set

3 Based on "[ITIC 2022 Global Server Hardware, Server OS Reliability Report](#)", August 2022

4 Based on IBM's internal analysis of the IBM product failure rate of DDIMMS vs. Industry Standard DIMMs

IBM Cloud Pak solutions –

Power Systems provides superior performance and economics for containerized workloads like IBM Cloud Pak enterprise-ready containerized software solutions for modernizing existing applications and developing new cloud-native apps that run on Red Hat OpenShift.

Flexible, efficient utilization –

You can manage spikes in demand and support more cloud workloads per server with IBM PowerVM hypervisor on-demand CPU capacity. It manages demand by sharing pools of CPU cores across Red Hat OpenShift CoreOS nodes. All this flexibility guarantees an 80% utilization on an IBM Power10.

Superior performance for your enterprise data –

Running Red Hat OpenShift in a virtual machine adjacent to your AIX, IBM i or Linux virtual machines provides low-latency secure communication to your enterprise data with PowerVM Virtual I/O Server. This provides superior performance due to fewer network hops. It also allows for highly secure communication between your new cloud-native apps and your enterprise data stores as network traffic never has to leave the physical server.

Trusted and proven foundation –

Kubernetes provides the core foundation for modernizing enterprise applications. As the premier open-source container orchestration platform, it benefits both developers and IT administrators. Developers have access to the latest software innovations to build software faster while IT administrators can easily observe, operate and manage the platform and infrastructure—helping to deliver high-value, high-quality software faster to end users.

Innovate with an extensive container software ecosystem –

Now more than ever, open-source communities are playing a significant role in organizations' modernization journeys. IBM Power Systems not only run your core business applications, but also a wide range of popular open-source and commercial container software.

More performance from software with fewer servers –

You can buy fewer Power Systems servers to run an equivalent set of applications at comparable throughput levels than on competing platforms. That's because it enables you to use 3.2X more containers per core with more CPU threads, achieve 2.6X better price performance (based on the number of containers), and colocate cloud-native apps with AIX, IBM i and Linux virtual machine-based apps and enterprise data to exploit low-latency API connections to business-critical data.

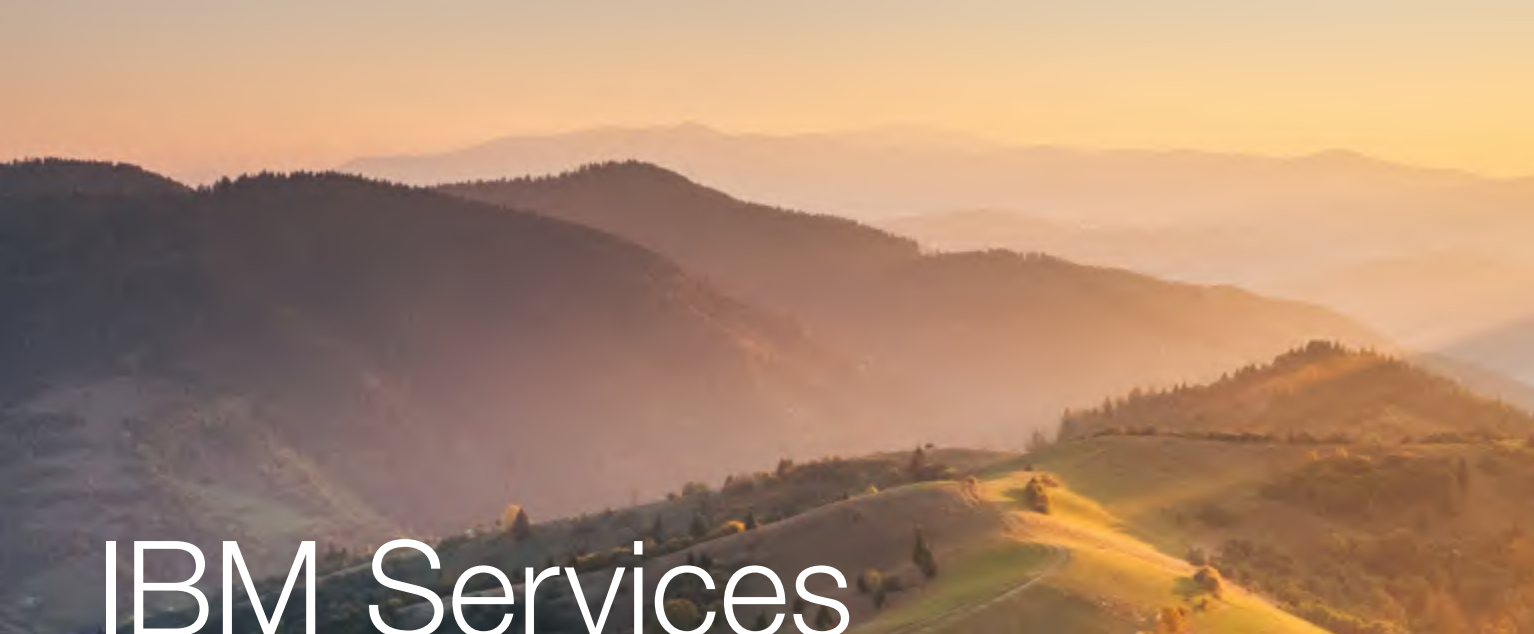
Proven security and resiliency –

To meet today's security challenges, it's essential that every layer of your company's IT hardware and software stack remains secured. IBM Power Systems' multi-layered approach to security gives you full visibility of your hardware and software. It protects the stack with comprehensive end-to-end security at every layer—including functionality that allows containers to remain secure, during and after deployment—all with a simple web-based UI.

Red Hat OpenShift Container Platform –

Red Hat OpenShift is an enterprise-ready Kubernetes container platform with full-stack automated operations to manage hybrid multicloud deployments. Red Hat OpenShift is optimized to improve developer productivity and promote innovation; it is fully supported on all IBM Power Systems servers (IBM POWER8 processors or later).





IBM Services

What challenge does it solve?

Like never before, organizations are faced with lingering challenges from the global pandemic—including the loss of skilled internal IT resources, steep declines in revenue and the lack of actionable analytics to mitigate issues. The need for technology support services is a critical factor in ongoing system performance and long-term productivity.

Single-source technology support services from IBM can help keep your systems operating at peak performance. It can also increase availability while simplifying IT support management for your IBM and multi-vendor hardware and software environment.

Why IBM Technology Lifecycle Services?

With 58 support centers worldwide, IBM Technology Lifecycle Services (TLS) continues to develop unique ways to add value to your business. That's our core mission. Partnering exclusively with IBM Systems, IBM delivers “stuff with their stuff” and often IBM TLS is the secret ingredient to your technology solutions.

IBM TLS solves customer information technology problems in three ways: reactive, proactive and predictive.

Reactive:

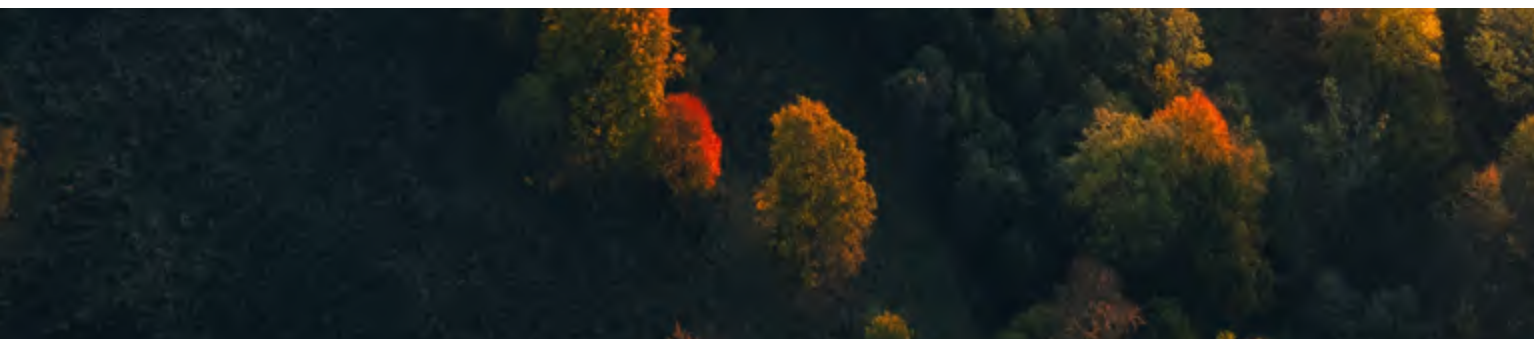
We fix a problem if something breaks.

Proactive:

We can schedule maintenance ahead of time.

Predictive:

We can use analytics to identify future problems before they happen.



Buy, renew or expand IT support services for IBM hardware and operating system software. Choose from a range of IT maintenance contract options for IBM zSystems, Power and Storage Systems, customized to your needs. Keep your mission-critical systems running smoothly with IBM hardware and software support. We offer customized IT maintenance options during warranty and post warranty for IBM zSystems, LinuxONE, Power and Storage Systems. Our analytics, AI and automation capabilities can resolve issues faster, reduce risk and prevent issues before they happen. Get IT infrastructure services across the technology lifecycle for hybrid cloud and enterprise IT data centers. IBM Technology Services offers deep expertise in IBM Systems, Red Hat and open source.

- Optimize IT availability and reduce costs through simplified, flexible services and support tiers.
- Anticipate and avoid IT problems with AI-infused analytics and dedicated IBM support specialists.
- Extend support for your IBM hardware or software that has reached its effective end-of-service date.

IBM Expert Care Service

IBM Expert Care – A simplified, flexible and standard support approach to optimize availability and reduce costs. Choose the right support level and duration for business needs. Leverage enhanced service levels and predictive analytics. Protect mission-critical systems with remote code load, technical account manager and enhanced response times.

IBM Expert Care offers you a new way of attaching services and support at the time the product is purchased. Some systems are more critical than others and choosing more proactive support options can help clients maintain higher availability as well as reduce deployment and operating risks of their mission-critical systems.

In addition, this approach to support services helps ensure more predictable maintenance costs. Choose the right support level and duration for business needs. Expert Care is a modular approach that allows clients to choose the duration, service response times and options that are most important to support their IBM Systems. Expert Care may have up to three tiers to choose from, depending on the system—Basic, Advanced and Premium. This enables clients to select the appropriate support tier which best meets the needs of the business.



IBM IoT

What challenge does it solve?

More and more high-value physical assets, such as manufacturing equipment, gas turbines and electric utility transformers are digitally connected. And it's no wonder.

Smart, connected assets feed industries geared toward more efficient use of resources—and reducing costs. Continuously, in real time, these assets provide data on their current operating conditions, which opens the door to upending the traditional model for operations and maintenance. Organizations that don't keep pace will have difficulty responding to real-time changes and disruptions to their operating environments.

Even with all their benefits, connected assets can also complicate things: As organizations seek to consume all this data and use it to glean valuable insights, they also need to continue resilient and uninterrupted operations. The software connecting these devices also creates its own set of failure points to be managed; for example, what to do when a sensor “dies.”

Why IBM IoT?

New operating models can use predictive analytics and a “digital twin” version of a physical asset to anticipate how an asset is operating today, when it might fail in the future and under what conditions.

With IBM IoT solutions, you can help organizations:

- Build more resilient business operations with intelligence and insights
- Optimize performance, adapt to changing circumstances and help ensure business continuity
- Separate the signal from the noise
- Make more resilient decision-making by sorting through massive amounts of real-time and continuous data to cull previously untapped value from connected assets
- Evolve an organization to address future challenges and opportunities



IBM Sustainability

What is it?

Every company has a responsibility to Environmental, Social and Governance (ESG) compliance. This includes:

- **Environmental** – How a company performs as a steward of nature
- **Social** – How a company manages relationships with employees, suppliers, customers and communities where it operates
- **Governance** – How a company is managed by leadership

What problem does it solve?

On March 21, 2021, the U.S. Security and Exchange Commission proposed a Corporate Sustainability Reporting objective, which will soon impact public companies. However, committing to corporate sustainability goals is not just an additional mandate—adopting environmentally conscious objectives is a goal of the United Nations Paris Agreement and is a win-win for people, profit and the planet. Here’s how the latest trend toward sustainability impacts today’s businesses:

- **57% of businesses** said their organizations are facing significant pressure from investors to report on climate-related risk and management.
- **80% of CEOs** expect sustainability investments to produce improved business results within five years.
- **77% of consumers** surveyed said that buying from sustainable or environmentally responsible brands is important.
- **49% of global consumers** paid a premium for goods produced by sustainable companies.

Why IBM Sustainability?

IBM can help you build a strategic roadmap to help customers be more responsible and profitable. It starts by making the most of data. IBM solutions for sustainability include:

- **Services (Expert Labs)** to assist in reporting and reaching sustainable goals
- **Envizi** – GHG reporting templates and guidelines
- **Maximo** – Facility management software
- **Tririga** – Building management software

IBM Observability

What is it?

In IT and cloud computing, observability refers to software tools and practices for aggregating, correlating and analyzing a steady stream of performance data from a distributed application along with the hardware and network it runs on, in order to more effectively monitor, troubleshoot and debug the application and the network to meet business requirements.

What problems does it solve?

With all other things being equal, a more observable system is easier to understand, easier to monitor, easier and safer to update with new code, and easier to repair than a less observable system. More specifically, observability directly supports the Agile/DevOps/SRE goals of delivering higher quality software faster by enabling an organization to:

- **Discover and address “unknown unknowns”—issues you don’t know exist.** A chief limitation of monitoring tools is that they only watch for “known unknowns”—exceptional conditions you already know to watch for. Observability discovers conditions you might never know or think to look for, then tracks their relationship to specific performance issues and provides the context for identifying root causes to speed resolution.
- **Catch and resolve issues early in development.** Observability bakes monitoring into the early phases of software development process. DevOps teams can identify and fix issues in new code before they impact the customer experience or SLAs.
- **Scale observability automatically.** For example, you can specify instrumentation and data aggregation as part of a Kubernetes cluster configuration and start gathering telemetry from the moment it spins up, until it spins down.
- **Enable automated remediation and self-healing application infrastructure.** Combine observability with AIOps machine learning and automation capabilities to predict issues based on system outputs and resolve them without management intervention.

Why IBM Observability?

IBM Observability solutions help customers quickly and accurately navigate from an identified performance problem to its root cause. IBM solutions include:

- **IBM Instana Observability** – Improves application performance management and accelerates CI/CD pipelines no matter where applications reside.
- **IBM Turbonomic** – Helps organizations continuously ensure application performance at the lowest possible cost.
- **IBM Databand** – Delivers trusted data by detecting data incidents earlier and resolving them faster with continuous data observability.
- **IBM Envizi ESG Suite** – Simplifies the capture, consolidation, management, analysis and reporting of environmental, social and governance (ESG) data.

In-house demos are available.





The Value of Ingram Micro



Partner Resources

Partner Digital Transformation Portal

In today's complex and competitive technology and business climate, partners need high attention to detail to ensure the accuracy of each customer's order. With literally thousands of SKUs to choose from, quoting and ordering can become a daunting and time-consuming endeavor.

To help IBM partners simplify these processes, Ingram Micro introduced the Partner Digital Transformation Portal. This online portal gives partners instant, anytime visibility into their IBM direct shipments through Ingram Micro, enabling partners to focus on growing their businesses.

The portal saves time by providing information that used to require emails or phone calls. Think of it as a one-stop shop for:

- Order status and tracking
- Automated notifications for status changes in real time
- Autoquotes and quote visibility
- Easy quote-to-order process



Partner Networking

Find connections. Explore the possibilities.

For growth-minded IBM partners, Ingram Micro brings even more value—giving you the opportunity to collaborate with other proven IBM partners across the Ingram Micro network. Whether you want to cross sell solutions across the entire IBM portfolio, tap into specialized services or leverage the right partner to fill a solution gap, we can help you locate just the right skilled resource.

This strong IBM partner community and collaborative spirit to deliver the best solution, is just one more reason Ingram Micro is the partner of choice for all things IBM.

Ingram Micro Xvantage™

The next level of business transformation

IBM is proud to be part of Ingram Micro Xvantage—a fully digital and intelligent, self-learning global experience platform. It's used by Ingram Micro associates, solution providers and vendor partners—each having their own view—to connect, collaborate, learn and manage Ingram Micro's entire business of products, services, software, cloud and business solutions in one “single pane of glass.”

The platform's intelligent and customized user interface, combined with Ingram Micro's world-class personal touch, elevates and differentiates Ingram Micro Xvantage's learning, partnering and buying experience for everyone engaged.



Marketing Resources to Help You Navigate Success

Agency Ingram Micro (AIM) is a 200-person in-house marketing agency that empowers you to grow your business using our branding, advertising and digital marketing services. Our experts help you develop strategic customer relationships and enhance profits. We offer end-to-end marketing services to help your business thrive.

Our services include:

- Branding and advertising
- Content marketing
- Digital marketing
- Analytics and optimization
- Channel media strategy
- Video production
- Event services

Field Marketing

Specific support for IBM

Marketing strategy consultation

Develop all-encompassing annual marketing strategies, but also the tactics to support them that are based on every partner's unique set of objectives and resources.

Event development

Conceptualize event details from strategy to execution on an as-needed basis.

Demand generation

Get advice on a plethora of demand-generation tactics, including, but not limited to, content marketing, lead nurturing, web insights, email marketing and webinars.

IBM marketing knowledge

Gain up-to-date information on IBM marketing resources and trends in the marketing industry to maximize IBM partner marketing efforts and ROI.

Ingram Micro co-marketing

Get help leveraging Ingram Micro's co-marketing funds to support various IBM marketing tactics and initiatives.

IBM co-marketing

Engage in discussions on IBM co-marketing campaigns, offerings and the requirements to achieve, maintain and maximize program eligibilities and benefits.



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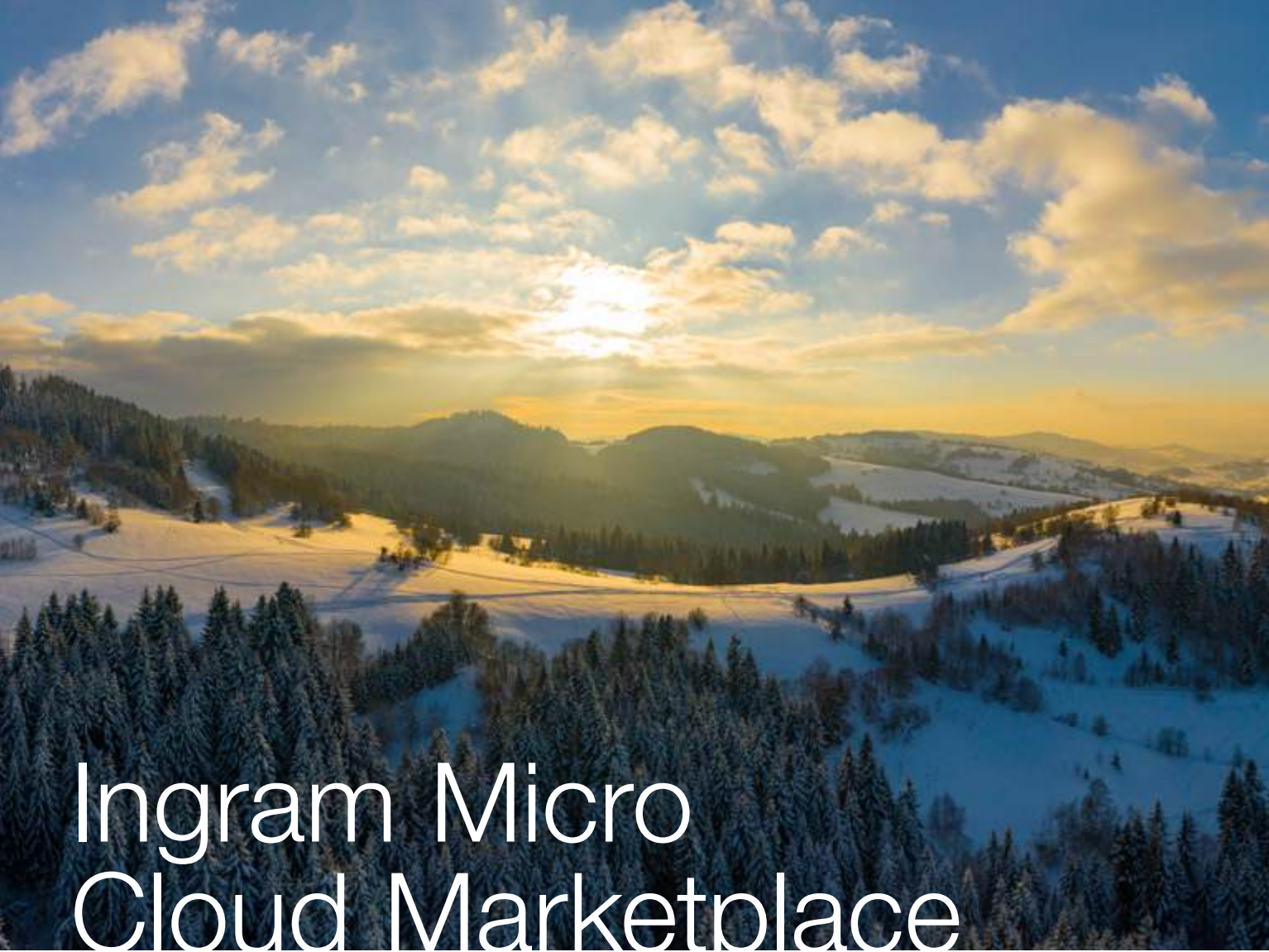
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Routes to Market



Ingram Micro Cloud Marketplace

Ingram Micro Cloud offers the biggest global marketplace with a full range of unique and innovative SaaS and IaaS products, end-to-end solutions and services, and go-to-market automation. Using our broad cloud ecosystem, you can deliver top offerings to your customers while providing expert support.

You'll be able to reduce touchpoints and streamline how customers do business with you, making it easy for you and your customers to evolve and scale as needs change. And by providing the solutions and capabilities your customers want, you'll expand your customer base, minimize churn and ultimately become your customers' trusted advisor. At the same time, you'll also be able to sell more products and solutions to grow your recurring revenue and reduce the cost of sale for each new cloud solution sold.

With Marketplace and go-to-market automation, your time to market, time to revenue and operating expenses will shrink. Overall, you'll build a scalable business that will allow you to quickly adapt to market changes.

IBM MaaS360 with Watson

IBM MaaS360 with Watson is a secure enterprise mobility management (EMM) platform that quickly and seamlessly deploys devices, delivers productivity apps and enables content collaboration across endpoints, users, apps, docs and data. With the power of insights and analytics from Watson, MaaS360 can help IT reduce mobile security risks, increase employee productivity, boost the efficiency of operations and make more informed mobility decisions.

IBM SPSS Statistics

Leading statistical software that helps you quickly and easily find new insights in your data. IBM SPSS Statistics Subscription delivers the power of SPSS Statistics' predictive analytics capabilities. With the introduction of SPSS Statistics Subscription, organizations, groups and individuals can take advantage of predictive analytics capabilities to deliver the maximum amount of value to the user.

Blueworks Live

IBM Blueworks Live is a cloud-based software that provides a dedicated, collaborative anywhere environment to build and improve business processes through process mapping. Teams can work together through an intuitive and easily accessible web interface to document and analyze processes to help make them more efficient. No download required.

IBM Public Cloud (including support)

This is not just any cloud. This is the IBM Cloud. Built for all your applications. AI ready. Secure to the core. IBM Cloud is the cloud for smarter business, offering a choice of scalable and flexible compute and deployment models. Our cloud combines platform as a service (PaaS) with infrastructure as a service (IaaS) and includes a rich catalog of cloud services that easily integrate with PaaS and IaaS.

IBM Cognos Analytics

Cognos Analytics is an AI-fueled business intelligence platform that supports the entire analytics cycle, from discovery to operationalization. Visualize, analyze and share actionable insights about your data with anyone in your organization.

QRadar EDR

IBM Security QRadar EDR is an industry-leading endpoint detection and response (EDR) and endpoint protection platform (EPP) solution that provides organizations with autonomous, near real-time and fully customizable endpoint protection, minus the complexity.

Verify

Modernized, modular IBM Security Verify solution provides deep, AI-powered context for both consumer and workforce identity and access management.

Stay Tuned to the Cloud

Cloud solutions evolve quickly—and we're always adding more options. Check back frequently to learn about new cloud resources that can expand your solution offering.



IBM Embedded Solution Agreement (ESA)

IBM's ESA model allows technology partners like you to leverage IBM's cutting-edge technology with open standards and combine it with your intellectual property so you can deliver a total solution to your customers under your brand, your terms and your conditions.

When working together with IBM, you can create a commercially available business partner-branded solution that is distinct from the IBM offerings.

With an ESA, you can:

- Accelerate your sales cycle
- Access IBM offerings at a competitive price
- Increase profit potential
- Get upgrade protection
- Leverage IBM technology and expertise
- Explore co-marketing initiatives to help reach new customers and increase sales



You also receive a wealth of benefits to help you build faster, sell smarter and receive advocacy and support.

Those benefits include:

- Access to IBM technical experts
- IBM Cloud credits
- Education discount vouchers
- IBM Garage to advance innovation and scale new ideas quickly
- Event sponsorship discounts
- A Business Partner mark
- Client success stories
- Digital content marketing
- Market and competitive intelligence
- ESA growth funds and co-marketing funds
- Competitive sales support
- Access to Business Partner Connect
- Connection to senior IBM executive roundtables
- PartnerWorld concierge support
- Partnership Executive Program

Learn more at <https://partner.ingrammicrocloud.com/ibm/esa/>.

IBM Global Financing (IGF)

Most companies have a plan for hybrid cloud, AI and where they're headed next—
is your financial strategy ready?

If budget is holding you back from your next IBM or Red Hat project, find out how a low-rate payment solution may help. IBM and Red Hat Global Financing partners with you to help build a flexible and innovative financial strategy to fuel your hybrid cloud and AI journey—but these funding options aren't just for cloud. IBM and Red Hat Global Financing can also provide funding options for your digital transformation with IBM storage, security, analytics, power services or IoT.

Options include:

- Low-rate payment plans for IBM software
- IBM SaaS, S&S and Red Hat payment plans
- Leasing and payment plans for IBM Z, power systems, storage solutions and TLS
- Payment plans for IBM Certified Pre-Owned servers and storage systems
- Cross business unit payment plans

Learn more at financialsolutions@ingrammicro.com.





Let's Begin the Transformation

Are you ready to blaze new trails—and grow your business in ways you never imagined?

Only Ingram Micro can show you the path to becoming adaptable and formidable with IBM. And we're ready to help you take the first steps today.

Let's start your journey the best way we know how ... by working together.

