

RESELLER GROWTH PROGRAM



The Ingram Micro Solution Design & Services team provides pre-sales technical support to assist you in building end-to-end solutions to help you win the deal.

Our mission is to invest in our value-add resellers (VAR) that do not currently meet our *standard revenue thresholds that Ingram Micro waives the fee of SD&S for. This is done through setting revenue, profitability, and sales/solution ratio goals.

With SD&S, you can be confident in your ability to deliver the right solutions and services to meet your customers' business goals.

Program Details

For this program, your Ingram Micro sales rep must be confident you will grow your business with Ingram Micro by partnering with our SD&S team. Ingram Micro will grant an exception to our *standard revenue thresholds and provide your organization with access to our SD&S team for a full (3) three fiscal months. If you are focused on Cloud or Specialty products, we will work to set a goal that makes sense for Ingram Micro and you.

Goals

Grow account 20%+ Year-over-Year across the (3) three fiscal month period and purchase at least 30% of the products SD&S is supporting you on.

Control/Review

This program will be managed at the end of the three (3) fiscal month period; If goals are met you will maintain access for an additional (3) three fiscal month period. If you are not meeting your goals but have committed to do so in the next sequential quarter, you can be granted a one-time exception, otherwise you will be removed from the program and access to the SD&S team will be revoked. Once removed from the program, you are ineligible to return for one year minimum.

Exception and discussion

Please reach out to [Mark Pantling](#) or your Ingram Micro sales rep for more information on the program or to update program metrics to assist Ingram Micro and Reseller Growth.

*Standard Revenue Thresholds

Ingram Micro provides complimentary SD&S support to partners meeting (1) one of the below revenue thresholds:

1. \$750,000 in revenue over a rolling 12 months
2. \$187,000 in revenue over a rolling 3 months