

Why choose Cisco-based data center infrastructure solutions from Ingram Micro?

Cisco-based data center infrastructure solutions are renowned for business applications, virtualization, high-performance compute, data protection and more. Pairing Cisco unified computing system (UCS) servers with Nexus and Cisco multilayer director switches (MDS) powers solutions like Intersight, Nexus Dashboard and AppDynamics. Together, they improve flexibility, simplify management and allow your customers to scale securely.

Uplevel your Cisco data center investment with Ingram Micro

Ingram Micro has a team of associates ready to assist with Cisco networking, compute and UCS with Nutanix hyperconverged configurations. We can demonstrate the management platforms and professional services deployments for Nutanix hyperconverged infrastructures.

Not sure you're getting the best prices? Contact Ingram Micro to review promotions and the possibility of turning a la carte licensing into an Enterprise Agreement (EA) through our Empower EA program, which can save you thousands by extending price protection over the life of the agreement.

Get expert support from Ingram Micro at every step

Our tenured team of dedicated Cisco data center experts is here to empower you:

- **Carol Wright** (carol.wright@ingrammicro.com), **Technical Enablement Architect**
 - 30 years' experience at Ingram Micro in pre-sales engineering, consulting partners in strategic enablement through Cisco's ever-expanding array of solutions, partner levels and product portfolios
- **John McNelly** (john.mcnelly@ingrammicro.com), **Sr. Technical Enablement Engineer**
 - 5 years' experience at Ingram Micro and 20-plus years' industry experience in pre-sales engineering, consulting partners in strategic enablement through Cisco's ever-expanding array of solutions, partner levels and product portfolios

Increase your Cisco data center knowledge

- **Webinars:** Gain insights into Cisco data center offerings, value propositions and the latest features through our Data Center Foundations and Data Center Expanded series webinars. Earn \$50 in reseller rewards for each completed Expanded session.
 - **Cisco Foundations:** Geared to net new partners, our Foundations webinars help sales and technical employees understand how to increase their business opportunities with Cisco data center solutions, including the offering, value proposition and positioning.
 - **Cisco Expanded:** Take the next step beyond the foundations as we dive deeper into specific Cisco products and solutions. These sessions will be driven through demonstrations to put technology and working solutions on display.
- **Recorded Cisco Virtual Learning (CVL) on-demand sessions:** Access in-depth [data center trainings](#) at your convenience:
 - **Cisco Expanded: Data center modernization**—Cisco has upcoming last day of support products, as well as the expiring Advanced Data Center Architecture Specialization. In this session, we focus on the Cisco DC products reaching end of support and how to modernize these products and specializations.
 - **Cisco Expanded: Cisco and Nutanix are driving multicloud adoption and growth**—Cisco is evolving its hybrid, multicloud strategy with the strategic Nutanix partnership. Review the migration opportunity to the new UCS M7 and Nexus platforms, and learn how this alignment changes Cisco’s hyperconverged offerings and drives new business avenues around infrastructure and application delivery.
 - **Cisco Expanded: Check your blind spots with Cisco Full Stack Observability (FSO)**—Cisco launched solution specializations to help differentiate your practice from competitors and strengthen your knowledge to provide the best solutions possible. This session reviews Cisco’s FSO Specialization requirements and benefits, discusses the solutions covered in the specialization and demos ThousandEyes and Intersight Workload Optimizer.

Ingram Micro Business Transformation Center (BTC)

Our BTC lab is configured with Cisco’s Intersight platform, enabling our team to provide demonstrations, training and consultations for you and your customers. We are currently deploying a Nutanix HCI cluster—contact the BTC if you want to see it in action and learn more.

Data Center external resources:

- Search “Partner Promotion Cheat Sheet” at <https://salesconnect.cisco.com/sc/s/> (login credentials required) to stay current on Cisco’s promos and offers.
- Browse the Cisco Data Center homepage at <https://salesconnect.cisco.com/DataCenter/s/> for the latest architecture updates and announcements.
- Cisco Hybrid Cloud specializations are free and have replaced the Advanced Data Center Architecture Specialization. Get specialized in Cisco’s [Solution Specialization tracks](#), including Hybrid Cloud Computing, Hybrid Cloud Networking, Hybrid Cloud Software, and Full-Stack Observability tracks.



Ingram Micro Cisco services and enablement resources

- **[Solution Design & Services \(SD&S\) concierge](#)**: This service includes:
 - Pre-sales technical assistance
 - 1-on-1 Webex meetings with you and your customers (up to 1 hour)
 - Quoting assistance for items discussed on 1-on-1 calls
 - Use the [SD&S contact menu](#) for immediate engagement
- **[BTC demo bookings](#)**: Improve your demos, trainings and more by utilizing the hands-on experience of our BTC engineers. The BTC team allows you to:
 - Access our full stack of the latest Cisco solutions in our hands-on lab.
 - Leverage our real-world product experience and expertise.
 - Get deeper insights into the solutions you want to sell.
 - View how solutions function in a working lab environment.
- **[Technical enablement consultation](#)**: Receive pre-sales engineering, training and strategic guidance to help grow your business. Speed up business growth with proven methods that include:
 - Partner sales training and pre-sales education
 - Solution-centric ways to sell business outcomes
 - Maximize Cisco discounts via strategic enablement
 - Partnership certification and specialization road mapping

Let Ingram Micro be your partner in building a thriving Cisco data center practice. Contact us today.

