

# Q1 VENDOR UPDATES & Educational Opportunities



View our vendor partner educational opportunities and vendor updates to start boosting your learning today.

## DELL TECHNOLOGIES



### It's here: New Dell Pro laptop family with Windows 11 Pro.

Dell just made it easier to refresh to its AI-enabled PCs. With a new streamlined client brand portfolio, you'll get a clear understanding of each product line, so you can quickly identify the right products for your customers' business challenges.

The Dell Pro laptop family with Windows 11 Pro is a simple end-to-end PC portfolio for the AI era, offering cleaner delineation and a unified approach across client PCs, displays, peripherals and services.

Plus, this new product line is fully integrated with the Dell Partner Program, allowing you to continue to work towards the next metal tier in 2025.

For details, contact our dedicated Dell team at [dellemc-csg@ingrammicro.com](mailto:dellemc-csg@ingrammicro.com).

## ERICSSON



### Connect better: Ericsson Enterprise Wireless at-a-glance.

Give your customers the freedom to connect to more experiences, new ways to work and better business results. With cloud-managed 5G and LTE solutions, Ericsson Enterprise Wireless delivers Wireless WANs (WWAN) and private cellular networks that are reliable, secure and agile.

As a partner-centric company, Ericsson boasts a world-class ecosystem of global distributors, resellers, managed service providers, integrators and technology alliances.

To learn more and get Ericsson partner program details, contact [cradlepoint@ingrammicro.com](mailto:cradlepoint@ingrammicro.com).



**MICROSOFT**



### **Become a Microsoft Windows 11 PC refresh expert.**

Offered through Ingram Micro's Fast Track Program, this course gives you the knowledge and resources you need to master PC refresh opportunities. It covers a variety of topics, including:

- Key transitions such as EOS for Windows 10
- The power of AI-driven devices
- Implementing vertical-specific strategies
- Demonstrating the financial impact of Windows 11 upgrades

The course is laid out step-by-step to help you and your team become experts for your customers. [Start your journey today.](#)

For additional information, contact [Louis.DiThomasKeller@ingrammicro.com](mailto:Louis.DiThomasKeller@ingrammicro.com).

**SNAPDRAGON**



### **Offer faster, smarter PCs with Qualcomm.**

Delivering game-changing performance and productivity, Qualcomm's Snapdragon X Series processors enable your customers to:

- Unlock exceptionally fast AI processing power.
- Designate power where and when it's needed via optimized CPU, GPU and NPU engines.
- Extend battery life up to multiple days on a single charge.
- Simplify device management.
- Remotely monitor, provision, patch and secure network endpoints using intuitive tools
- Support applications they already use, including Microsoft, Azure AD, BitLocker and Intune.

For more information, contact Patrick Flatley at [patrick.flatley@ingrammicro.com](mailto:patrick.flatley@ingrammicro.com).

