

Q3 VENDOR UPDATES & Educational Opportunities



View our vendor partner educational opportunities and insights below to enrich your learning and solutions knowledge today.

BROTHER



Spark school buying season sales with Brother.

Give your education customers reliable Brother printers, all-in-ones, scanners and label printers to capture and share everything from student records to emergency planning. Brother solutions are ideal for a variety of school uses, including:

- Classrooms
- Administrative offices
- Libraries
- Nurse/health offices

To make the most of this buying season, contact our dedicated Brother representative, Brandon Rivera, at brandon.rivera@ingrammicro.com.

DELL TECHNOLOGIES



New Dell branding framework simplifies the customer experience.

Dell listened to customer feedback about its client solutions portfolio—and made big changes. By streamlining and unifying its product portfolio, Dell made it easier to find the right solutions quickly and confidently.

Key benefits include:

- Simplified product lines and consistent naming for easier shopping.
- Clear differentiation between personal (Dell) and professional (Dell Pro) devices.
- Standardized product tiers help customers choose the best fit at-a-glance.

To learn more, contact our dedicated Dell team at dellemc-csg@ingrammicro.com.



ERICSSON



Boost profitability with new Ericsson Enterprise Wireless Partner Ecosystem.

Want greater flexibility, improved deal support and better enablement? Ericsson can help you find growth opportunities and improve profits with:

- A more flexible approach for custom business solutions.
- A simplified solutions partner program.
- Investments in enablement.
- A strong partnership with Ingram Micro.

For more information about the new partner ecosystem, contact your Ericsson representative at jonah.sutton@ingrammicro.com.

MICROSOFT



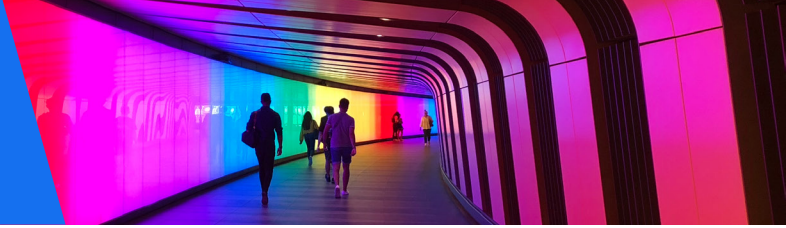
Become a Windows 11 PC Refresh Pro.

Ready to lead the charge in the Windows 11 upgrade wave? Ingram Micro's Fast Track Program helps you become a trusted expert in PC refresh strategies. In this course, you'll learn how to:

- Navigate key transitions like Windows 10 end of support (EOS).
- Leverage the power of AI-enhanced Windows 11 devices.
- Craft tailored strategies for industry-specific needs.
- Showcase the financial benefits of upgrading to Windows 11.

Whether you're looking to upskill your team or boost your customer value, this course is your launchpad to success. Start your journey today. Visit our [Partner Marketing Portal](#).

For more information, contact microsoft_dps@ingrammicro.com.



SNAPDRAGON



Power Windows PCs with the fast, future-ready Snapdragon X Series.

The Snapdragon X Series processor is the only Windows PC platform to deliver:

- Multi-day battery life and blazing speeds when **unplugged**.
- A 45 TOPS NPU and the Qualcomm Oryon CPU to **stay ahead of evolving AI** and demands.
- Seamless, fast **app performance**.
- Premium capabilities, on-device AI and top performance for **over 50 Windows PCs**, at a variety of prices.

To learn more, contact patrick.flatley@ingrammicro.com.



Q3 CLIENT SOLUTIONS Promotions



Our Ingram Micro team is ready to support your goals. View our featured vendor partner promos to rev up your sales today.

BROTHER



Offer smart Brother solutions this school buying season.

Help your education customers streamline tasks, improve organization and support communication across their schools. From school records to classroom organization, Brother's reliable printers, scanners and label makers are perfect for:

- Classrooms
- Administrative offices
- Libraries
- Health offices

Find out how Brother helps schools stay organized, connected and focused on student success. Contact our dedicated Brother representative, Brandon Rivera, at brandon.rivera@ingrammicro.com.

DELL TECHNOLOGIES



Get special pricing on premium Dell CSG technology.

With Windows 10 support ending this October, there's no better time to refresh your customers' PCs. Ensure a seamless upgrade to Windows 11 on the latest AI-enabled Dell devices. Ingram Micro makes the transition easier and more cost-effective with:

- Same-day shipping for fast deployment
- Special pricing through Ingram Micro Xvantage™

Remember to attach displays and client accessories to help your customers complete their Dell desks. As a Client+ rebate-eligible partner, you can **earn a 5x multiplier** on client accessories (base rate) and 2x on displays and docks.

To view eligible, in-stock products, visit our [Dell CSG page](#).

For refresh support and special pricing details, contact our dedicated Dell team at dellemc-csg@ingrammicro.com.



ERICSSON



Shift to wireless WAN with Ericsson's Trade Up program.

Upgrade your customers' existing networks from low-performing traditional WAN or old LTE equipment to Ericsson enterprise wireless solutions—and free them from lengthy service contracts. With Ericsson's Trade Up program, you can help them move up to best-in-class wireless WAN by adding a **free 1-year extension** to the purchase of a 3- or 5-year Ericsson NetCloud subscription with new Ericsson Cradlepoint routers.

For more information, contact your Ericsson representative at jonah.sutton@ingrammicro.com.

MICROSOFT



Offer low Windows 11 Pro pricing for K-12 customers.

With Microsoft's Shape the Future program, your education customers can access discounted academic pricing on Windows 11 Pro Education. This special pricing is available on a variety of Windows 11 devices, including Acer, ASUS, Dell, HP, Lenovo and more.

With support for Windows 10 ending soon, plus tight EDU budgets, now is the time to help your K-12 customers get the best possible price on Windows devices.

To learn more, contact microsoft_dps@ingrammicro.com.

SNAPDRAGON



Offer unplugged performance and on-device AI: Snapdragon X Series

Why should your customers choose Snapdragon X Series? It's the only Windows PC platform to deliver:

- Multi-day battery life and blazing speeds when **unplugged**.
- A future-ready platform to **stay ahead of evolving AI** and demands.
- Seamless, fast **app performance**.
- Premium capabilities and top performance for **over 50 Windows PCs**.
- Performance at every price point—with no compromise.

For more information, contact patrick.flatley@ingrammicro.com.

