

# Q1 VENDOR UPDATES & Educational Opportunities



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

## DELL TECHNOLOGIES



### Available now: Dell PowerEdge 17th generation servers.

Unlock your potential and tap lucrative AI-driven opportunities by refreshing your customers' aging server infrastructures today. Meet the rising demand for AI infrastructure advancements by offering Dell's specialized AI and GPU server solutions, including new PowerEdge 17th-generation servers.

To learn more, contact our dedicated Dell team at [dellemc-isg@ingrammicro.com](mailto:dellemc-isg@ingrammicro.com).

## MICROSOFT



### Drive Microsoft Azure adoption with targeted enablement and partner programs.

Help your customers accelerate digital transformation and stay ahead in a competitive landscape. To ensure a smooth transition and maximize Azure benefits, take advantage of targeted enablement and partner programs that enable them to:

- **Leverage cloud scalability, reduce costs and improve efficiency** by migrating VMware, SPLA and on-premises workloads to Azure.
- **Ensure continued support and access to features** by migrating end-of-life SQL Server and open-source databases to Azure.
- **Strengthen threat protection, data integrity and compliance** by enhancing Azure security with tools such as Microsoft Sentinel and Defender for Cloud.
- **Harness the power of AI** with Azure AI and Microsoft Fabric to help your customers develop AI-powered analytics that improves insights and innovation.

For more information, contact your Ingram Micro Microsoft Azure team at [microsoft-azure@ingrammicro.com](mailto:microsoft-azure@ingrammicro.com).



## PANDUIT



### Enhance your sales offerings with Panduit's AI FAQ eBook.

Are your customers' data centers equipped for AI? Find the answer in [Panduit's AI FAQ eBook](#), a valuable source for resellers. By understanding the power, connectivity, and cooling requirements of AI-driven data centers, you can give your customers tailored solutions—and enrich your sales offerings.

The eBook provides the guidance you need to:

- Advise your customers on the best practices for **future-proofing** their data centers.
- Demonstrate the value of AI, such as **cost reduction** and **efficiency improvements**.
- Provide **strategic AI network planning** guidance, including considerations for cloud, colocation and on-premises deployments.
- Position yourself as a **trusted advisor** who helps customers navigate the complexities of AI implementation.

### Raise your trusted advisor status with Panduit UPS.

Find out why uninterruptible power supply (UPS) systems are important for maintaining business continuity and protecting critical IT equipment by reading [Panduit's UPS brochure](#). By understanding the power requirements and benefits of UPS systems, you can tailor customer solutions and enhance your sales offerings.

Panduit's UPS brochure provides valuable guidance and information, including:

- How UPS systems provide **immediate backup power** during utility outages to ensure uninterrupted operations and shield sensitive electronics from power surges and voltage fluctuations.
- Best practices to help customers **future-proof their data centers** with reliable, scalable power solutions.
- Potential benefits of UPS systems, such as **improved operational resilience** and **protection for critical applications** in various sectors.
- How to position yourself as a **trusted advisor** by helping customers navigate the complexities of power management and streamlining operations in their IT environments.

To learn more about Panduit offerings, contact [darian.fenton@ingrammicro.com](mailto:darian.fenton@ingrammicro.com) today.

## OMNISSA



### Omnissa Platform

Learn how Workspace One helps to manage, secure and monitor all your customers' devices for every use. Plus, find out how Horizon powers the next generation of secure, virtual desktops and apps from on-premises to the cloud.

To learn more about Omnissa, contact [Kristie.Boldt@ingrammicro.com](mailto:Kristie.Boldt@ingrammicro.com).



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