

# Q2 VENDOR UPDATES & Educational Opportunities



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

## MICROSOFT AZURE



### It's easy: Migrate your customers from VMware to Microsoft Azure

Are your customers exploring VMware migration options? Help them move or extend VMware environments to Azure, while maintaining operational consistency. Microsoft's Azure VMware Solution (AVS) enables customers to retain VMware skills and tools, while taking advantage of Azure's 200+ cloud services.

With Microsoft AVS, you can:

- **Seamlessly migrate workloads** without re-platforming, refactoring or rehosting.
- **Ensure stringent security and compliance.**
- **Easily scale** infrastructure with Azure's global reach.
- Combine VMware's **on-premises** enterprise-grade capabilities and Azure's **cloud** scalability.
- **Save costs** with a fully managed cloud-based infrastructure.

To get started, contact our dedicated Microsoft Azure team at [microsoft-azure@ingrammicro.com](mailto:microsoft-azure@ingrammicro.com).



## DELL TECHNOLOGIES



### Get an advantage on the shift to shared storage with Dell

Let us help you position primary Dell storage and guide your customers to unlock their data. Here's how:

#### Medium business/Enterprise/ACQ:

Lead with **PowerStore** for its unmatched ease of use, advanced technologies and comprehensive benefits, including:

- The industry's best 5:1 data reduction guarantee on reducible data.
- The capability to scale up and out for seamless growth.
- Unified storage, always-on cyber resiliency/security, built-in AI ops and AI assistant.

#### Large Enterprise/DTS:

In most cases, you should lead with **PowerStore**. Exceptions apply in the following scenarios, where you should lead with:

- **PowerFlex** for large enterprises seeking enterprisewide consolidation or extreme performance and scalability.
- **PowerMax** for mission-critical workloads demanding the highest levels of performance and resiliency.

#### Small business/Medium business

If your customers are price-sensitive and require fewer advanced capabilities, lead with **PowerVault**. Advantages include:

- Lowest cost block storage starting at less than \$12K.
- Optimized for small to medium scale workloads and PowerEdge server capacity expansion.
- Ideal for Edge and HPC deployments.

#### Unstructured storage positioning for all segments:

Lead with **PowerScale**, the most secure, flexible and efficient scale-out file storage for AI workloads. Plus, it is NVIDIA DGX SuperPOD certified. Exceptions apply in the following scenarios, where you should lead with:

- **ECS** if Native Object support is required.
- **PowerStore** if transactional NAS support is required or for unstructured data under 100 TB.

Complete the full solution with **PowerEdge Compute**.

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



## PANDUIT



### Easily complete your data center BOM with Panduit expert solutions

Panduit can help you accelerate deals and increase customer satisfaction with a complete, ready-to-execute solution for data center builds. With a detailed bill of materials covering everything from cabinets and containment to fiber, copper, power, and labeling, you can deliver a high-performance infrastructure that's **fast to deploy** and **easy to manage**.

This all-in-one checklist supports scalable, high-density designs and includes value-add services such as:

- Custom Visio drawings
- 3D renderings
- Tailored product recommendations

Panduit's technical system engineers can help you to:

- Simplify complex quoting
- Reduce design errors
- Win more business

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

## OMNISSA



### Accelerate Citrix replacement opportunities with Omnissa Horizon

Join forces with our partners to revolutionize the Citrix customer experience. Say goodbye to exorbitant renewal costs, stagnant innovation and subpar tech support. Embrace the transformative power of Omnissa Horizon to overcome these challenges and unlock a world of new possibilities.

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



Microsoft



# Q2 DATA CENTER Promotions



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

## MICROSOFT AZURE



### Azure migration incentive, plus new customer promotion

**Earn a \$2,000** GCA sign-on incentive when migrating customers from VMware to Azure, with potential earnings **up to \$10,000** per partner. Plus, funding options are available for future migrations.

**Earn up to \$5,000** in credit on new end customer(s) Microsoft CSP deals. We'll give you \$1 for every \$1 in monthly recurring revenue in your first month. Terms and conditions apply.

**For details**, contact our dedicated Microsoft Azure team at [microsoft-azure@ingrammicro.com](mailto:microsoft-azure@ingrammicro.com).

## DELL TECHNOLOGIES



### Save time and money with Dell Tailor Made promotions

Take advantage of incremental discounts on select Dell server and storage products with Tailor Made promotions. Increase your profits with:

- **Aggressive discounts** on all parts and upgrades.
- **Stackable benefits** with offers that apply to deal protection and other partner programs.
- **Better lead times** with regularly monitored offers.

Register for Tailor Made today to access server and storage offers priced to win and protect margins.

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



## PANDUIT



### Panduit eBook: Get ready for AI demands in data centers

If your customers are planning an AI infrastructure, you can support them by reading Panduit's latest [eBook](#). It tackles the 13 most frequently asked questions about AI-driven data center needs, with topics including:

- Power density
- Fiber cabling
- Cooling
- Equipment compatibility

Plus, it discusses:

- How AI workloads dramatically increase fiber demand.
- Power requirements per rack.
- The need for efficient cooling systems.

Panduit's solutions are engineered to support these advanced requirements. As AI reshapes enterprise IT, this guide can help you become a trusted advisor, ready with the right products and knowledge to guide your customers. Plus, it helps you identify where customers fall short, and how Panduit can help them bridge the gap.

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

## OMNISSA



### Omnissa Horizon's Citrix Compete Campaign

Gain market share by targeting Citrix users who may be experiencing product or policy-related customer satisfaction issues. Here's how:

1. Contact your partner and target Citrix customer base.
2. Understand their challenges.
3. Register the opportunity as Omnissa Citrix Compete and gain 2x (up to 30%) front-end margin.

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



Microsoft

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