

Q3 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



Exclusive Azure promos: get up to \$5K.

Boost your Azure business by taking advantage of the following promotions, only available through Ingram Micro:

- **Get \$2,000** for migrating VMware customers to Azure.
- **Get up to \$5,000** for net new end customer Microsoft CSP deals.

For details, contact our dedicated Microsoft Azure team at microsoft-azure@ingrammicro.com.

DELL ISG



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.



PANDUIT



Boost margins and drive growth with Panduit IT partner tools and enablement.

Want to **get up to 25% off** on qualified Panduit projects—and unlock new revenue opportunities? Take advantage of Panduit's IT deal registration program, now featured on Ingram Micro Xvantage™. This program can help you grow your Panduit business faster and gain a competitive edge.

Backed by strategic partnerships with Cisco and Dell, Panduit delivers end-to-end solutions in power, fiber and data center infrastructure. With a strong focus on partner enablement, Panduit can help you support your customers' digital transformation efforts with confidence

See Panduit's available products on Xvantage™ to register your next opportunity today. For details, contact quinn.jacobs@ingrammicro.com.

OMNISSA



Add front-end margins with 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. Pinpoint their challenges.
3. Register the opportunity and gain 2x (up to 30%) front-end margin.

To get started, contact casey.morgan@ingrammicro.com.



Microsoft



Q3 VENDOR UPDATES & Educational Opportunities



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

MICROSOFT AZURE



Build a profitable strategy for Azure migrations.

How can you maximize value and recover lost revenue opportunities? Take advantage of Microsoft Azure incentives, plus get a full understanding of the total addressable market, propensity and TCO related to customer migrations from VMware to Azure.

Let us help you build an Azure solutions and migration strategy by:

- Evaluating Azure Native (IaaS/PaaS), AVS, Arc and Azure Local to determine the best fit for your migration strategy, ensuring **optimal performance and scalability**.
- Mapping VMware licensing to Azure to streamline the transition and leverage existing investments for **cost-effective cloud migration**.

To get started, contact our dedicated Microsoft Azure team at microsoft-azure@ingrammicro.com.



DELL ISG

DELLTechnologies
AUTHORIZED DISTRIBUTOR

Get a strategic edge with Dell storage solutions.

Optimize data management with Dell's primary storage solutions, tailored to meet the unique needs of every customer segment. Here's how:

For midsize business/enterprise/ACQ, PowerStore delivers 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.

For large enterprise/DTS, PowerStore is the go-to solution. Other options include:

- **PowerFlex** for organizations requiring extreme scalability and consolidation.
- **PowerMax** for mission-critical workloads demanding maximum performance and resilience.

For SMBs, choose the affordable **PowerVault**. Advantages include:

- Block storage starting under \$12K.
- Optimized for SMB-scale workloads and PowerEdge server expansions.
- Ideal for edge computing and HPC deployments.

For all segments, PowerScale leads the way with secure, flexible and efficient scale-out file storage for AI workloads. Plus, it is NVIDIA DGX SuperPOD certified. Other options include:

- **ECS** for native object storage.
- **PowerStore** for transactional NAS under 100 TB.

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



PANDUIT



Build smarter AI infrastructures with Panduit and NVIDIA.

Maximize performance, efficiency and scalability in customer AI data centers with the [Panduit + NVIDIA Structured Cabling Reference Architecture Guide](#). Designed to support NVIDIA GPU servers and switches, this guide can help you select the right transceivers, fiber enclosures and components for high-density, low-latency environments.

With Panduit's fiber solutions, including HD Flex, Opticom, and PanMPO, you can deliver streamlined deployments that:

- Reduce downtime.
- Simplify upgrades.
- Support ultra-high bandwidth requirements like 400G and 800G.

Whether your customers are scaling DGX systems, deploying ConnectX NICs or building out large-scale AI fabrics, use Panduit's guide to lead with confidence and design with precision.

For details, contact quinn.jacobs@ingrammicro.com.

OMNISSA



Accelerate Citrix replacement opportunities with Omnissa Horizon.

Join forces with Omnissa partners to revolutionize the Citrix customer experience. Say goodbye to exorbitant renewal costs, stagnant innovation and subpar tech support. With Omnissa Horizon, your customers can overcome these challenges and unlock new possibilities.

To learn more, contact casey.morgan@ingrammicro.com.



Microsoft

