

# Do you know everything Ingram Micro can do for you?

## Get the most out of our partnership

### EDUCATE | MARKET | ENABLE | DELIVER | RECOVER

Do you fully partner with Ingram Micro for optimal business outcomes? Much like a Swiss Army knife, Ingram Micro probably has tools you've never heard of (or at least had the chance to use). Check out our full offerings across business and consumer solutions.

#### EDUCATE

We help businesses stay apprised of the evolving technology landscape and make timely decisions for entering new markets and adapting new technology solutions.

**Center of Excellence (CoE): Our Business Transformation Center**, located on Ingram Micro's Buffalo, NY, campus, serves as a connecting point between Ingram Micro customers, manufacturers and our associates. It provides immersive multi-vendor solutions focused on business-driven outcomes in *real* scenarios.

In terms of **IoT**, Ingram Micro delivers solutions that transform, inform and create a better experience for employees and customers. Our IoT Center of Excellence, located in Irvine, Calif., has virtual and in-person tours.

**Training:** Ingram Micro Training Services provides our partners with a one-stop shop for their certification and skills training. With over 25,000 training courses available, our partners can easily find what they need by visiting [ingrammicrotraining.com](http://ingrammicrotraining.com) anywhere in the world.

*More tools: Ingram Micro Tech Force*

#### MARKET

We help businesses differentiate their brands, generate demand, and grow market share with new and prospective end customers.

**Agency Ingram Micro:** Our 200-person in-house marketing agency empowers you to grow your business using our branding, advertising and digital marketing services.

**Cloud Marketplace:** As a fully automated e-commerce platform, our Cloud Marketplace helps our customers grow and expand their offerings with more than 200 leading, cloud-based applications. We provide 24/7, end-to-end support to keep you and your customer going strong.

*More tools: marketplace services, sourcing and certified preowned*

## ENABLE

We help businesses build, support, protect and manage their customers' network infrastructures.

**Financial Solutions:** By engaging with Ingram Micro Financial Solutions *early* in the sales cycle, our partners get the credit they deserve so they can run better, grow faster and do more for their customers. Ingram Micro offers a variety of financial solutions that can be customized to meet our partners' needs.

**Solution Design and Services (SD&S):** This team of certified professionals creates solutions that solve our customers' challenges and capture as much of the sale as possible—by focusing on desired business outcomes.

**Assessments:** Our partners benefit from comprehensive assessments including:

- Web application vulnerability
- Wireless networks
- Network, server, storage infrastructure
- Security penetration test
- Social engineering test

*More tools: Third-party warranty, HIPAA/HITECH compliance service, maintenance support, managed NOC services/help desk, managed print services*

## DELIVER

We help businesses develop and deliver timely solutions that give their customers the technology and services they need, when they need it.

**POS Payment Solutions:** Since retail customers have unique service needs that are time-sensitive and make it difficult to outsource to just anyone, Ingram Micro has experts on staff that can help you build your business from end to end. We provide guidance beyond the hardware and software.

**Project Management:** With Ingram Micro's Project Management Services, you can harness the power of an experienced project management office to reduce risk, cut costs and improve overall outcomes without the investment and associated overhead.

*More tools: Autopilot, enterprise migration service, Express Warehousing, order status and tracking, robotic process automation, UCC implementation and services*

## RECOVER

We help businesses reduce the risk, cost and complexity associated with securely disposing of and renewing IT assets and consumer electronics.

**IT Asset Disposition (ITAD):** Our services reduce the risk, cost and complexity associated with securely managing IT assets and consumer electronics throughout their lifecycle (in compliance with environmental and data security regulations). With over 100 global locations, we manage the entire asset chain of custody seamlessly to provide secure and sustainable reverse logistics solutions.

**Partners Licensing Group (PLG):** Resellers know all too well how software licensing and renewals can be cumbersome and time-consuming. Ingram Micro's PLG was created to change that. Our software department is a specialized sales org that manages both new licenses and renewals for our partners.



Learn more about partnership opportunities at  
[onesalestool.ingrammicro.com](https://onesalestool.ingrammicro.com).