

Ingram Micro & Fortinet Team

Why Ingram Micro?

Ingram Micro delivers a unique combination of global technology and supply chain services to businesses worldwide. With deep expertise in technology solutions, cloud, mobility, and supply chain management, Ingram Micro helps partners operate efficiently and grow in the markets they serve. Backed by decades of trusted relationships and valuable market insights, Ingram Micro stands out as a leading global technology services provider.

Fortinet Resources at Ingram Micro

Fortinet Sales Operations Desk (800) 456-8000, ext. 76439

A team of Fortinet specialists who manage all day-to-day business flow within Ingram Micro. Contact the team for quotes, orders, and guidance on how to view status/tracking and other operational features on Xvantage. Fortinet-licensing@ingrammicro.com

Fortinet Business Development Team

Field deployable and inside resources that enable partners to develop a successful Fortinet practice. The business development team works directly with all levels of the Fortinet organization and can assist partners with everything from program onboarding to sales trainings to demand generation events. FortinetMD@ingrammicro.com

Melissa Hill Business Development Exec-Southeast Cell: (716) 444-8891 Melissa.Hill@ingrammicro.com	Kyle Oursler Business Development Exec-Northeast Cell: (716) 430-0628 Kyle.Oursler@ingrammicro.com	Daniel Moates Business Development Exec-West Cell: (541) 331-6406 Daniel.Moates@ingrammicro.com
Amber Yonkosky Business Development Rep-Southeast (716) 616-8354 Amber.Yonkosky@ingrammicro.com	Jeffrey Dilucente Sr. Business Development Rep-Northeast Ext. 67623 Jeffrey.Dilucente@ingrammicro.com	Jesse Fenton Business Development Rep-West Ext. 67360 Jesse.Fenton@ingrammicro.com
Business Development Team Box (716) 633-3600 FortinetMD@ingrammicro.com	Kyle Haner Customer Experience Rep - Escalation POC Ext. 67192 Kyle.Haner@ingrammicro.com	Sales Ops Team Box (800) 456-8000, ext. 76439 Fortinet-Licensing@ingrammicro.com

Technical Enablement Engineers

Fortinet Certified Engineers are responsible for partner technical enablement. Solution providers can leverage this resource for demos, webinars, trainings, architecting, design, cyber threat assessments and more. Fortinet-SolutionDesign@ingrammicro.com

Michael Wier Technical Enablement Architect Michael.Wier@ingrammicro.com	Kenneth Ryan Technical Enablement Engineer Kenneth.Ryan@ingrammicro.com	Rande Fisher Technical Solutions Specialist Fortinet-SolutionDesign@ingrammicro.com
---	--	---

Solution and Design Services (800) 445-5066, ext. 76124

A team of technical specialists who can help partners size and design the bill of materials necessary for any solution. These specialists receive consistent training from Fortinet and other manufacturers so they can describe the benefits of Fortinet products over the competition. Fortinet-SolutionDesign@ingrammicro.com

Professional Services

Ingram Micro's QuickStart for Fortinet FortiGate NGFWs optimizes customer investments by swiftly deploying products using best practices and extensive field expertise. USServices@ingrammicro.com or Tricia.Argona@ingrammicro.com

Alternative Financing and Leasing Services

Ingram Micro Financial Solutions allows you to focus on what you do best—grow your business. Let us help you choose the right options to drive your revenue, increase your buying power and maximize your cash flow. Financialsolutions@ingrammicro.com.