

# HyperScaler

# Tier 1 - VS - Tier 2

**Unlock the full power of AWS & Azure Marketplace with Ingram Micro. Why settle for basic when you can go bigger, better, and bolder with Tier 2 coverage?**

	Tier 2	Tier 1
White glove onboarding support (IBM, AWS, Azure)	Yes	No
Pipeline collaboration, renewal mapping, & upselling strategies for Marketplace	Yes	Maybe
Targeted training and enablement	Yes	Yes
Exclusive Marketplace promotions	Yes	No
Proactive propensity-to-buy insights	Yes	No
Upfront margin	10%+	10%