



Supplier Diversity Program

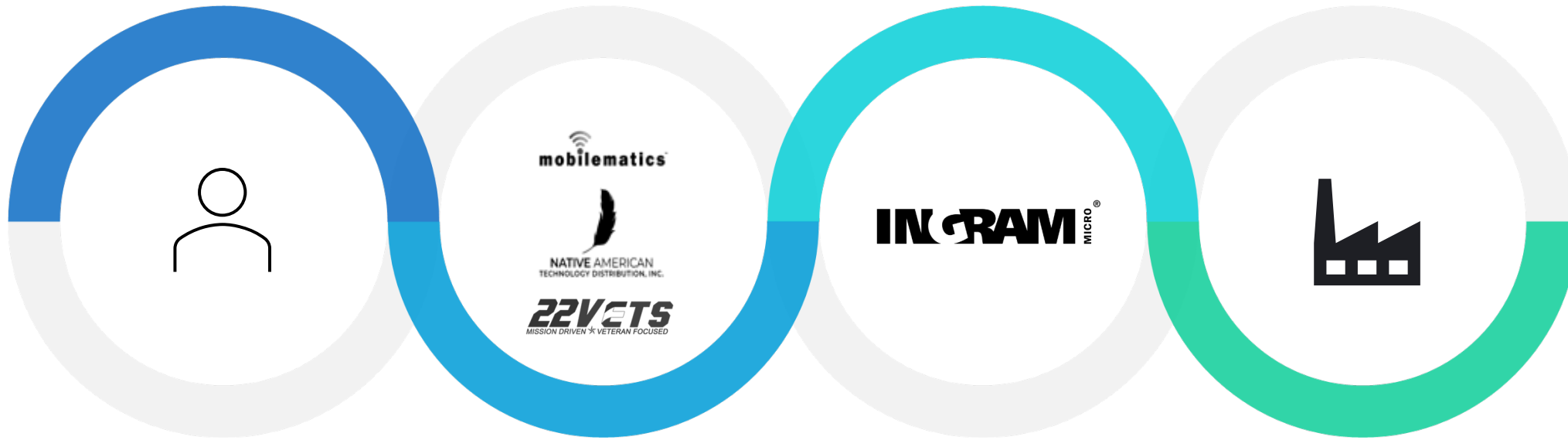




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Supplier Diversity Program Overview

Ingram Micro's Supplier Diversity Program meets our reseller partners' growing demand for diversity spend credit by partnering with diversity-certified entities. Reseller partners engage with our diverse partners so that tier 2 diversity spend can be met with minimal change to the sales process or experience.



Reseller

Diversity Partners

Ingram Micro

Vendor

A New Way to Open Doors for Diversity Opportunities

Diversity Partners bridge the gap between distribution and customers who need to get their technology from a certified diversity business.

Our Partners

The program provides resellers the ability to engage with and buy through several vetted partners that meet many of the diversity certifications. Resellers procure their products and services through Ingram's Certified Diversity Partners to meet their socio-economic goals for tier-2 diversity spend. Our Certified Diversity Partners include:



- Ingram Micro partner since 2012
- Independently owned, based in California
- Minority Owned Business
- Women Owned Small Business
- State Certified in MA, PA, CA, GA, NYC

mobilematics.net



- Ingram Micro partner since 2023
- Veteran Owned Business
- Service-Disabled Veteran Owned Business
- Small Disadvantaged Business
- Independently owned, based in Illinois

www.22vetsdd.com



- Ingram Micro partner since 2019
- Independently owned, based in Texas
- Minority Owned Business
- Native American Owned Business
- Small Disadvantaged Business

natdinc.com



A Seamless Process

The Ingram Micro Supplier Diversity Program is a subdistribution model, where the diversity certified entity is the subdistributor.

To execute this:

- Ingram Micro reseller partners receive a diversity-specific account that mirrors their primary account with the primary account benefits.
- Reseller partners place purchase orders with diverse supplier and orders are fulfilled by Ingram Micro.
- The reseller is invoiced by the diverse supplier and pays via Ingram Micro Billtrust lockbox.

The Opportunity

Where to leverage the Supplier Diversity Program:

- Internal Diversity Purchasing Goals
- Large Corporations
- Federal Systems Integrators
- State & Local Agencies
- U.S. Federal Government
- Healthcare
- Education

In Corporate America, the Billion Dollar Roundtable (BDR) was created in 2001 to recognize and celebrate corporations that achieved spending of at least \$1 billion with minority and woman-owned suppliers.

The Public Sector Market has a requirement to meet certain mandated levels for diversity spend through various socioeconomic statuses.

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Impactful Reseller Benefits

This program simplifies our reseller partner's ability to transact where there are government and private organizational spending mandates and incentives.

Through easy setup and use of existing credit, authorizations, pricing and terms, resellers work with both the Diverse Supplier and their existing Ingram Micro team throughout their diversity engagements.



Consolidated Reporting



Use of Existing Credit Line



Streamlined Operations



Satisfy Initiatives

Endless Vendor Value

Ingram Micro
Vendors can also
utilize the Supplier
Diversity Program

- Free to vendors – Zero cost to participate
- No disruption – No change to existing channel, no disruptions to POS reporting, reseller/distributor rebates, or reseller authorizations
- Boosts business – Customers are looking for a way to fulfill their spend needs, and vendors can sell this program as a differentiator





Contact Us

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Thanks!