

Q2 VENDOR UPDATES & Educational Opportunities



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

MICROSOFT



One platform for dynamic defense

Partner with Ingram Micro and Microsoft to offer the end-to-end security operations your customers need to improve their security postures and address modern cyberthreats. Microsoft's unified security operations (SecOps) platform integrates Microsoft Sentinel, Defender XDR, Security Exposure Management, Security Copilot and Threat Intelligence into one unified experience, giving your customers:

- A unified incident queue and single data model
- Guided investigations and response
- Continuous risk assessments and attack path modeling
- Automated protection and remediation
- Global threat intelligence

Microsoft's platform streamlines security management, enabling customers to:

- Easily implement improvements with step-by-step guidance—even single-click actions.
- Gain full visibility into threats, improve prioritization and drive rapid, holistic responses across multiple security layers and domains.
- Use cybersecurity-specific AI automation to proactively disrupt threats, guide incident investigations and reduce task times from hours to minutes (or seconds).

Let us help you strengthen and streamline your Microsoft security offerings.

To get started, contact the **Ingram Micro Microsoft Security team** at MS-Security-Ambassadors@ingrammicro.com.



FORTINET



Get rewarded for completing Fortinet technical NSE certifications

Receive one or more of the following Fortinet technical certifications by June 30, 2025, and get reimbursed through the [FortiRewards Program](#).

Fortinet Certified Professional (FCP)

- FCP Network Security
- FCP Security Operations
- FCP Public Cloud Security

Fortinet Certified Solution Specialist (FCSS)

- FCSS Network Security
- FCSS Secure Access Service Edge
- FCSS Security Operations
- FCSS Public Cloud Security
- FCSS Operational Technology

For more information and additional Fortinet support, contact our dedicated Fortinet team at fortinetMD@ingrammicro.com.

CISCO



Connect and protect your customers with Cisco

Cisco and Ingram Micro want to empower your growth and help your customers thrive in a digital-first world. From its XDR platform to state-of-the-art SD-WAN solutions, Cisco delivers advanced, robust security that reduces risks, improves operational efficiency and protects your customers at every step.

To learn more, contact our dedicated Cisco team at CiscoTechnicalConsultants@ingrammicro.com.



Q2 NETWORKING & SECURITY Promotions



Our Ingram Micro team is ready to support your goals. View our featured vendor partner promos to rev up your sales today.

MICROSOFT



Save 50% on a Microsoft 365 E5 Compliance license

Through Feb. 1, 2026, get a 50% discount on Microsoft E5 Compliance (Microsoft Purview). This promotion is available for new and existing customers who previously purchased Microsoft 365 Copilot without the Microsoft E5 Compliance SKU.

For more information, visit our [Xvantage™ page](#) or contact the Ingram Micro Microsoft Security team at MS-Security-Ambassadors@ingrammicro.com.

FORTINET



New: Fortinet 2025 promotions catalog (January - June)

Fortinet's commitment to your profitability continues with new promotions designed to help you sell leading security solutions, while maintaining healthy margins that help you grow your business. To start earning today, visit Fortinet's [partner portal](#).

For more information and additional Fortinet support, contact our dedicated Fortinet team at fortinetMD@ingrammicro.com.



CISCO



Big rewards: Earn \$7,500 per Cisco customer assessments

When you identify new gaps and opportunities in your customers' networks, you can earn \$7,500 per Cisco customer assessment for deals over \$100K. Plus, by participating in the Customer Assessment Incentive, your **deal registration process** could be accelerated.

A Cisco Customer Assessment involves a detailed discussion with your client to evaluate their network's robustness, identify any gaps and remove risks associated with outdated or inadequate equipment. This process helps to create a strategic plan, positioning you and Cisco as their preferred partners for future network solutions.

To learn more, view the [e-book](#) or contact our dedicated Cisco Security team at CiscoTechnicalConsultants@ingrammicro.com.



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SOPHOS