

Q3 VENDOR UPDATES & Educational Opportunities



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

MICROSOFT



Provide a strong shield from cyberthreats with Microsoft Security E5.

Microsoft Security E5 can safeguard your customers from evolving threats while improving efficiency and resiliency by providing:

- Zero-trust architecture
- Automated security operations
- AI-powered insights
- Seamless integration with Microsoft 365
- Advanced data, user and infrastructure security

Key features include:

- **Microsoft Defender XDR** for integrated, AI-driven threat detection and response.
- **Defender for Cloud Apps** with visibility and control to secure cloud environments.
- **Microsoft Entra ID Protection** for identity security to proactively detect and mitigate risks.
- **Microsoft Purview Compliance** for simplified data governance.
- **Automated threat intelligence** for real-time insights to prevent, detect and respond swiftly.

For details and to get started, contact our dedicated Microsoft Security team at MS-Security-Ambassadors@ingrammicro.com.



FORTINET

FORTINET®

Get new insights: 2025 global threat landscape report.

Read Fortinet's latest [global threat landscape](#) report to discover how automation, AI and stolen credentials are fueling faster, more scalable cyberattacks that outpace defenders across industries and geographies.

Key challenges reported include:

- Accelerated reconnaissance
- Widespread exploitation
- Surging credential theft
- Inability of legacy defenses to keep pace with automated attacks

Key results, based on FortiGuard Labs insights, include shifting from reactive defense to proactive exposure management to stop industrialized attacks—from cloud compromises to credential-fueled access.

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

CISCO



Grow your security business with Ingram Micro and Cisco.

How can you offer more value, increase profits and expand your business faster? Offer Cisco Security, a powerful all-in-one security platform that uses AI to protect customers across all areas of their business.

Why partner with Cisco and Ingram Micro?

Ingram Micro makes it easy to access and sell Cisco's extensive full portfolio of innovative security solutions, including the simplified cloud protection of **Cisco Security Suites** and productivity-boosting **Secure Firewall**.

Why Cisco security?

- **Trusted** networking leader, enabling 80% of the world's internet traffic.
- **Simplified** management of multiple products with easier outcome-driven packages.
- **Extensible and compatible** platform for multi-environment IT with API-driven interoperability.
- **Effective** security with Cisco Talos-powered threat intelligence for rapid detection.
- **AI-enhanced** solutions, including Cisco AI Assistant for Security, for efficient firewall management.

Benefit from **profitable partner programs and resources**, including:

- **Security Acceleration Enablement program: SHIELD**
Tailored for partners in Cisco networking, security or competitive solutions, this program helps grow your Cisco secure networking sales.
- **Competitive Win Center**
Build a winning deal strategy and accelerate the decision-making process .
- **Cisco Partner Experience Platform (PXP)**
Your guide to recurring revenue, profitability and business outcomes.

New approach to firewalling

Cisco's groundbreaking [Hybrid Mesh Firewall](#) implements consistent policies across hybrid enterprises, making it easier to reduce attack surfaces, prevent compromise and stop lateral movement.

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



SOPHOS

SOPHOS

Sophos Fast Track: accelerate your cybersecurity business.

Join the Fast Track from Ingram Micro and Sophos to discover trending security solution developments and explore your unique business and market potential. Find new ways to grow your Sophos business faster with this valuable training course.

For details and Sophos support, contact our team at corey.swift@ingrammicro.com.



Q3 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 Microsoft 365 E5 Compliance.

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

To get your discount, contact our dedicated Microsoft security team at MS-Security-Ambassadors@ingrammicro.com.

FORTINET



Start earning today with Fortinet's Engage Partner Program.

Fortinet's commitment to partner profitability continues with new promotions designed to help you sell your customers leading security solutions, while maintaining healthy margins that help you grow your business.

Dedicated to your profitability, Fortinet is 100% committed to the channel and invests in long-term growth relationships with its partners.

To start earning today, access Fortinet's promotion catalog on the [partner portal](#).

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



CISCO



Available this quarter: two big Cisco promotions.

1. Get Cisco XDR discounts for customer trials.

Maximize your XDR discounts and confidently position Cisco XDR in customer accounts with the **XDR Partner Trial promotion**. Through July 26, 2026, you can earn up to **80% discounts** on Cisco XDR Essentials and Advantage subscriptions for customers who have completed an XDR partner trial.

[Learn more here.](#)

2. 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 \$250K. 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.

SOPHOS

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Earn rewards and unlock new benefits with Sophos Fast Tracks.

When you attend a Sophos Fast Track, you can earn rewards for hitting key milestones along the way. Once you complete the course, you will be awarded **6 months of Sophos gold partner status** while you grow your business. With gold partner status, you can access competitive discounts, earn Sophos incentives, and become MDF-eligible.

For details and Sophos support, contact our team at corey.swift@ingrammicro.com.



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