

Q4 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



What's new in Fortinet promotions?

Fortinet's 2H 2025 promotions can help you sell your customers the best security solutions on the market, while maintaining **healthy margins** that help you **grow your business**. Some of Fortinet's latest incentives include:

- Expand to Fabric with SASE or 3+ products
- New Logo Closed Deal
- **Free** technical NSE certifications (FCP, FCSS and FCX)

Since day one, Fortinet has been dedicated to partner profitability, and the company's 100% commitment to the channel means they place a high value on investing in long-term growth relationships with partners.

Visit the promotions catalog for details. Contact our dedicated Fortinet team at fortinetMD@ingrammicro.com to start saving today.



CISCO



Now available: three big Cisco promotions.

Firewall loyalty discount up to 80%.

Through July 25, 2026, earn discounts up to 80% on Cisco Secure Firewall plus software and up to 67% on eligible support services. To be eligible, end customers must have an end of support Cisco Secure Firewall, purchase a TMC license and commit to a minimum three-year term.

Discounts up to 80% on Hybrid Mesh Cloud Suite.

Through July 25, 2026, earn discounts up to 80% on Cisco firewall appliances, software, extended logging and Cloud Defense Orchestrator. Discounts are available for select firewall models and software with an existing or new Cloud Protection Suite subscription, and deal registration is required.

Get an 80% discount on Cisco XDR for customer trials.

Through July 25, 2026, earn discounts up to 80% on Cisco XDR Essentials and Advantage subscriptions. This incentive is available for customers who have completed an XDR partner trial.

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

SOPHOS

SOPHOS

Earn up to 68,900 rewards points with Sophos Fast Track.

As you complete Sophos Fast Track tasks, you'll earn rewards points that can be redeemed with Ingram Micro. By completing the entire [Fast Track program](#), you can ultimately earn up to 68,900 points.

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



FORTINET



SOPHOS

Q4 VENDOR UPDATES & Educational Opportunities



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

MICROSOFT



Stop cyberthreats, kickstart efficiency 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

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Exclusive Fortinet upgrade opportunity.

Why become a valued Fortinet Engage partner? You'll get an exclusive opportunity to help your customers upgrade from legacy firewalls to the latest Fortinet solutions—while **accelerating your own business growth**. Plus, you and your customers can benefit from **exclusive discounts** and a **seamless transfer** of support and protection services.

This program will give you everything you need to take advantage of this refresh cycle, while **driving your growth** and **ensuring customer networks stay secure** and high-performing as cybersecurity demands evolve.

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

CISCO



Boost profits and grow your business faster with Ingram Micro and Cisco.

How can you offer more value, increase revenue and accelerate deals? 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: Cisco's Hybrid Mesh Firewall is a new approach to firewalling, enabling customers to implement consistent policies across their hybrid enterprise to reduce attack surface, prevent compromise and stop lateral movement.

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



SOPHOS

SOPHOS

Accelerate your growth with Sophos Fast Tracks:

The **Sophos Fast Track** gives you the tools, knowledge and confidence you need to grow your cybersecurity business. It also provides a clear, accelerated pathway to become a trusted advisor for your customers.

Benefits include:

- A simple, lucrative structure that **increases rewards** as you expand your Sophos portfolio.
- Dedicated resources and enablement content that **simplify onboarding** and **skill development**.
- **Hands-on learning, actionable sales strategies** and direct access to Sophos and Ingram Micro support.

Educational milestones equip you to:

- Expand your cybersecurity offerings.
- Build stronger customer relationships.
- Deliver innovative solutions with **measurable business outcomes**.

What are the four Fast Track milestones?

1. Becoming a Sophos partner.
2. Engaging with Ingram Micro to maximize opportunities.
3. Elevating technical and sales expertise in cybersecurity.
4. Developing the pipeline to boost revenue.

Each stage reinforces partner growth through **targeted support, incentives** and **training**.

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

