

INGRAM MICRO CANADA VMWARE RESOURCE GUIDE

VMWARE BUSINESS UNIT AT INGRAM MICRO

The VMware Business Unit at Ingram Micro has dedicated resources to help you build a thriving VMware practice from the ground up. Our team partners with you to create a strategic business plan focused on revenue growth and profitability, sales training, technical certifications, and end-user marketing.

VMWARE VOLUME LICENSING

Ingram Micro's dedicated licensing team provides customized VMware **quotes** and end-user configurations. The team specializes in VMware pricing programs, PO processing and order tracking. Please email:

VMwareCanadaLicensing@ingrammicro.com
905-755-5000 EXT. 52104

VMWARE RENEWALS PRACTICE

Providing insights, training, and best practices in developing and accelerating your renewals business model.

Rikin Patel

Ingram Micro/VMware Renewals Specialist
Contact: 647-667-7515, rikin.patel@ingrammicro.com

VMWARE TECHNICAL SUPPORT

Providing pre-sales demonstrations and best practices in developing and accelerating your technical capabilities / certifications journey.

Amir Khan

Ingram Micro/VMware Technical Lead
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VMWARE CLOUD PROVIDER PROGRAM

The VMware Cloud Provider Program was created for cloud provider partners like you to successfully create, market and sell your VMware-based cloud services. Our VMware MSP programs include Workspace ONE, VMC on AWS, Cloud Health, and Horizon Cloud. Ingram Micro Canada also launched a [dedicated enablement website](#) for Cloud Providers! This site offers a range of resources on all things VMware.

Chad Ordon

Ingram Micro/VMware Cloud Channel Account Specialist
Contact: 905-755-5000 x 56063 Chad.Ordon@ingrammicro.com

VMWARE CLOUD

The VMware team within Ingram Micro's Cloud organization takes a proactive approach in the recruitment of new business as well as up-selling on existing business to the cloud. This team specifically manages the lifecycle to completed sale of both WorkSpace ONE and Horizon Universal Cloud products.

BUSINESS UNIT LEADER

Rod Collodoro

Ingram Micro Business Development Unit Leader
Contact: 647-550-2006, Rod.Collodoro@ingrammicro.com

VMWARE BUSINESS DEVELOPMENT

Our business development team partners with you to develop strategic business plans focused on reseller programs, creating demand generation and enablement to accelerate your revenue and profitability.

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TRAINING SERVICES

Ingram Micro is a VMware Authorized Training Center and offers live, online, instructor-led, guaranteed-to-run trainings, which you can resell to your customers.

Kelly T. Bradford

Sr. Sales Professional – Training/Marketing Services
Contact: 416-819-6292
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ADDITIONAL INGRAM MICRO RESOURCES

- [Reseller & End-Customer Finance Programs](#)
- [RUN Marketing Program](#)
- Ingram Micro Partner Communities
- Ingram Micro Professional Services