

Azure Accelerate Funded Migrations



Engagement Scope

Provide expert guidance to execute an infrastructure and database migration to Azure or to migrate a customer's Windows desktops and apps to Azure.

Azure Accelerate helps simplify and accelerate customer migration and modernization projects.

As part of this engagement, Ingram Micro will conduct an application compatibility assessment, establish or review the landing zone, and complete all migration and deployment tasks, including securing the Azure workloads.

Azure Accelerate supports the following migration scenarios

- Migration of a VMware environment to Azure native or Azure VMware Solution (AVS)
- Migration of Windows Server, Linux, SQL Server, and open-source databases to Azure
- Hybrid deployments with Azure Arc
- Migration of Windows desktops and apps to Azure Virtual Desktop, Citrix Cloud on Azure or VMware Horizon Cloud Service for Azure
- Deployment of greenfield Azure Virtual Desktop, Citrix Cloud on Azure or VMware Horizon Cloud Service for Azure



To qualify for funding, Ingram Micro must perform all migration activities – migrations cannot be co-delivered with reseller partners, nor can Ingram Micro claim funding on behalf of resellers for work performed by those resellers.

Customer must complete a survey at project completion. Public Sector customers located in India, United States, or Puerto Rico must also sign a Public Sector Disclosure (PSD).

Azure-to-Azure migrations, including EA2CSP and Paygo2CSP, are not eligible for Azure Accelerate.

Engagement Funding

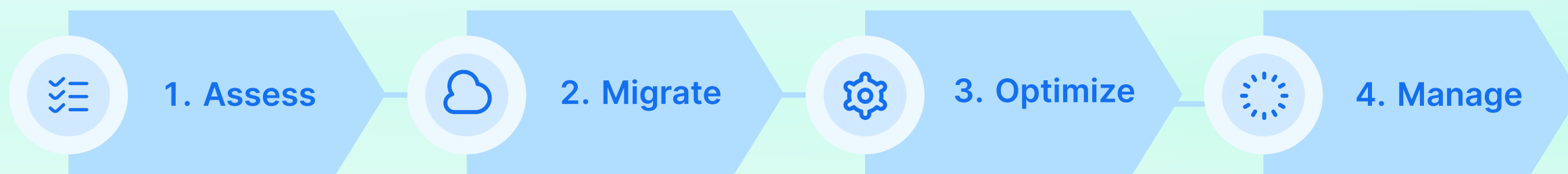
Funding amounts are determined based on the projected Azure consumption after migration or deployment. Azure Consumed Revenue (ACR) can be calculated with the [Azure Pricing Calculator](#). Ingram Micro receives a fixed payment based on the project's size category (XXS, XS, Small, Medium, or Large), determined by the customer's first-year Azure consumption estimate. Payments are fixed once the size category is established. All funding amounts listed below are in USD.

Funding for Core and Database, Azure Virtual Desktop (AVD), and Azure VMware Service (AVS) engagements are as follows:

Engagement Size	Solution Area	Market A Payout	Market A Payout Defender Attached	Market B	Market B Defender Attached
Standard Assessment (\$15k to \$250K planned ARR)	Core, AVD, AVS	\$15,000	N/A	\$12,000	N/A
Large Assessment (Greater than \$250K planned ARR)	Core, AVD, AVS	\$25,000	N/A	\$20,000	N/A
XXS Engagement Project Size: \$5K-\$15K/ARR	Core, AVD	\$2,000	\$2,300	\$2,000	\$2,300
XXS Engagement Project Size: \$5K-\$15K/ARR	AVS	\$3,000	N/A	\$3,000	N/A
XS Engagement Project Size \$15K-\$50K/ARR	Core	\$6,500	\$7,475	\$5,200	\$5,980
XS Engagement Project Size \$15K-\$50K/ARR	AVD	\$5,000	N/A	\$4,000	N/A
XS Engagement Project Size \$15K-\$50K/ARR	AVS	\$10,000	N/A	\$8,000	N/A
Small Engagement Project Size \$50k-\$100K/ARR	Core, AVD, AVS	\$15,000	\$17,250	\$12,000	\$13,800
Medium Engagement Project Size: \$100K-\$250K/ARR	Core, AVD	\$35,000	\$40,250	\$28,000	\$32,200
Medium Engagement Project Size: \$100K-\$250K/ARR	AVS	\$100,000	N/A	\$80,000	N/A
Large Engagement Project Size: \$250K-\$500K/ARR	Core	\$75,000	\$86,250	\$60,000	\$69,000
Large Engagement Project Size: \$250K-\$500K/ARR	AVD	\$50,000	N/A	\$40,000	N/A
Large Engagement Project Size: \$250K-\$500K/ARR	AVS	\$1750,000	N/A	\$140,000	N/A

Market A					Market B
Australia Germany New Zealand Austria Iceland	Norway Belgium Ireland Spain	Canada Italy Sweden Denmark	Japan Switzerland Finland Luxembourg	United Kingdom France Netherlands United States	All other countries/regions eligible for Microsoft Commerce Incentives

Azure Accelerate Migration Steps



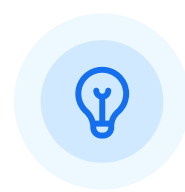
Why Ingram Micro?

Ingram Micro's partnership with Microsoft Azure is supported by top-tier certifications, extensive marketplace capabilities, and comprehensive support services. This positions us as a trusted partner for channel providers and end customers looking to fully leverage Azure cloud solutions.



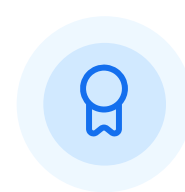
1.1 Microsoft Azure Authorized Distributor

As an official distributor for Microsoft Azure, Ingram Micro enables partners to easily access, deploy, and support Azure solutions, complete with localized billing and dedicated technical expertise.



1.2 Microsoft Solutions Partner Designations

Ingram Micro has earned Microsoft Solutions Partner status across critical Azure domains, such as Data & AI, highlighting our proven technical capabilities and consistent customer success.



1.3 Specialized Azure training and certification programs

We offer extensive Azure training, certification support, and enablement resources, empowering partners to rapidly build and scale their Azure practices.



1.5 Azure advanced specializations

Ingram Micro holds three Azure Advanced Specializations—in Infrastructure and Database Migration to Azure, Azure Virtual Desktop, and the newly-achieved Azure VMware Solution (AVS). Ingram Micro is the only distributor with the AVS specialization. Achieving and maintaining these specializations validates our deep technical expertise and unlocks significant financial incentives that directly benefit our partners.



1.4 Comprehensive partner benefits

Ingram Micro provides partners with robust pre-sales enablement, professional services, practice-building guidance, exclusive services, promotions, lifecycle support, and direct engagement with Azure technical experts.

Simplify Azure Migrations from Start to Finish

Ingram Micro helps you guide customers through every step of their Azure journey—from assessment to optimization. Our fully managed, Microsoft-funded engagements remove the complexity of migration so you can focus on delivering results.



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