

OMNIA Partners

PUBLIC SECTOR CONTRACT SUPPORT

Ingram Micro Public Sector LLC OMNIA Contract Information

Contract Awarded: Total Cloud Solutions and Services

Contract Number: R220802

Lead Agency: Region 4 SEC

Contract Term: 3-year term, 10/1/22 to 9/30/25



About OMNIA Partners & Ingram Micro Public Sector

Help your state and local government and K-12 or higher education institutions drive efficiencies, effectiveness, and real savings with Ingram Micro Public Sector, offering Total Cloud Solutions and Services on a national cooperative contract through OMNIA Partners.

OMNIA Partners is the largest and most trusted cooperative purchasing organization for public sector procurement. We brought together the nation's two leading cooperative purchasing organizations – National IPA and U.S. Communities – under one roof to form OMNIA Partners, Public Sector. The collective buying power of these unified purchasing cooperatives delivers superior value and savings for public agencies nationwide.

Harness the Power of Cloud with Ingram Micro & OMNIA Partners

The cloud is revolutionizing the way we do business. The nature of its scalability, security, and low-cost infrastructure helps you modernize, innovate and obtain actionable insights. Through the power of leading technology manufacturers and authorized resellers, Ingram Micro can deliver certainty and control to your cloud investment through the cooperative contract.

Ingram Micro is one of the largest IT distributors in the world offering market-leading cloud solution services to state and local government agencies, education institutions, nonprofits, and public sector organizations.

With a competitively solicited and awarded a cooperative contract through OMNIA Partners, Ingram Micro enables participating public agencies to migrate, grow, secure, and optimize their cloud investment and technology solution requirements through the unmatched global reach of scalable SaaS, IaaS, and PaaS solutions.

If your participating members have preferred or existing technology resellers, please refer them to Ingram Micro Public Sector so they can explore becoming an authorized agent.

Quick Facts About Ingram Micro

- Dedicated Public Sector distributor.
- Global footprint with over 1,700 vendor partners.
- AWS Advanced Consulting Partner and Distributor since 2010.
- Leading Microsoft Software, distributor for over 30 years.
- 350+ AWS and Microsoft Azure-certified professionals.
- AWS DevOp Competency.
- AWS Cloud Management Tools Competency.

Ingram Micro Cloud Professional Services

Ingram Micro Cloud Professional Services Design and Architecture Specializations include services for:

- Cloud storage and networking
- Disaster recovery
- Data lakes
- Virtual desktops
- Serverless Architecture and API
- Advanced and hybrid networking architecture
- Automation and DevOps
- Containerization and hyper-scaling
- Security architecture
- Big data (beginning in 2023)

Other Ingram Micro Value-Added Services

In addition to our cloud portfolio offering, Ingram Micro is pleased to provide access to other technology solutions from our manufacturers, which includes:

- Artificial intelligence and machine learning
- Cybersecurity
- Cloud computing
- Components
- Data center
- Health IT
- Internet of Things (IOT)
- IT peripherals
- Mobility
- Chromebooks
- Networking
- Physical security software and licensing
- Storage
- Supplies and accessories
- Telework and distance learning
- Workstations and systems
- Virtualization
- And much more!

Contract Steps & Specifications

1) Dealer Agreements

- Agreements are established to allow Resellers the ability to sell products through Ingram Micro's OMNIA contract, with appropriate Vendor Authorizations.

2) Vendor Authorization

- Ingram Micro sales team verifies that the reseller holds appropriate vendor approvals for that product offering.

3) Quoting

- Reseller requests pricing for OMNIA opportunity, Ingram Micro representative provides quote reflecting MSRP, Reseller price, and contractual cost, by line item.
- The contractual cost is the ceiling price, the reseller may not exceed that cost when quoting to the end-user.
- End-user quote lists product by line item and identifies any open market product.
- Reseller references Ingram Micro's **OMNIA Contract #R220802** on end-user quote.
- Shipping costs, credit card fees, and/or taxes are the responsibility of the reseller and cannot be charged as separate line items to the end user.

4) Placing an Order with Ingram

- Submit PO indicating that it is an OMNIA Order.
- Include the end-user's PO. The reseller references Ingram Micro's OMNIA **Contract #R220802** on end-user PO.
- If the end-user PO reflects bundled products, the reseller is obligated to provide a copy of its itemized quote to the end user.

5) Receiving Product:

- All orders will be shipped within the specified terms of the OMNIA contract.

6) Invoicing

- Your company will receive an invoice from Ingram upon order fulfillment.
- Invoices include the price of the product sold, applicable shipping, and administrative fee.

7) Reporting

- Quarterly reports are required from all reseller partners and are due by the tenth day of each month following a calendar quarter.

Verified Vendors

Please note these are vendors as of May 2023. Changes are made throughout the year. Please contact your Ingram Micro Public Sector representative for the most up-to-date listing.



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