

2020 Microsoft Partner of the Year



PARTNERING FOR SUCCESS WITH INGRAM MICRO CLOUD



MORE AS A SERVICE

INGRAM
MICRO
CLOUD



A WINNING FORMULA

MICROSOFT 2020 INDIRECT PROVIDER OF THE YEAR

Work with the best to enable you to grow faster, reach more customers and add even more value to your existing customers.

AWARD WINNING ENABLEMENT

Together, Ingram Micro Cloud and Microsoft offer valuable insight into how to win new business by hosting in-person and digital events like Cloud Summit, Microsoft Inspire and more. You can also leverage Microsoft Accelerate and other partner programs to gain a clearer understanding of cloud solutions and better meet the needs of your customers.

DEEP EXPERTISE

In addition to being named Microsoft's Global Indirect Provider Partner of the Year, Ingram Micro Cloud is the #1 cloud solution provider (CSP) in the world and a certified Microsoft Azure Expert, focusing on Microsoft Azure, Modern Workplace, Dynamics 365 and other industry-leading solutions.

Microsoft Partner | 2020 Partner of the Year Winner
Indirect Provider Award

Gold
Microsoft Partner
Azure Expert MSP


THE VALUE OF INGRAM MICRO CLOUD

Ingram Micro is *Microsoft's 2020 Indirect Provider Partner of the Year* and an industry leading distributor of cloud solutions focused on Dynamics 365, Azure & Modern Work.



PREMIER SUPPORT

We provide the support.

Take advantage of Ingram Micro Cloud's Advanced Support including pre-sales, assisted sales, and technical support.

LEADING TECHNOLOGY

We supply the billing and provisioning platform.

Leverage our Cloud Marketplace to manage your customers through your own white labeled portal or take advantage of our API integration tools.

MORE SCALABILITY

You choose where and how to scale.

Tap into our infinite ecosystem of cloud services and increase opportunity for additional profitability with our bundled solutions and diverse offerings.

AWARD WINNING ENABLEMENT

Leverage our comprehensive programs.

Access our customer demand and lead generation content, Microsoft Accelerate Programs, and exclusive promotions to fuel growth

ENHANCED RELATIONSHIP

Two is better than one.

Keep your existing relationship with Microsoft and build a dedicated account relationship with Ingram Micro's Sales and Partner Success Teams.

PROGRAMMED FOR SUCCESS

DYNAMICS 365 ACCELERATE

Dynamics 365 accelerate provides access to industry leading experts that will help you grow your business and are ready to provide you with support, services and help to take your 365 practice to the next level.

- ✓ Practice Development
- ✓ Training
- ✓ Presales Enablement & Support
- ✓ Business Development
- ✓ Demand Generation
- ✓ Marketing Services
- ✓ Implementation Services
- ✓ Competency Development
- ✓ Elite Partner Treatment
- ✓ Preferential Pricing

ENABLE

AZURE ACCELERATE

Azure Accelerate is delivers cloud acceleration tools and services to Ingram Micro partners at all stages of building an Azure practice. The program also helps partners with competency build around Azure practice

- ✓ Customer Demand Generation
- ✓ Preferential Pricing
- ✓ Lifecycle Services
- ✓ Competency Development
- ✓ Elite Partner Treatment
- ✓ Marketing Services
- ✓ Business Development
- ✓ Competency Development
- ✓ Azure Expert MSP – Tools and Services such as:
 - ✓ Azure Migration Program
 - ✓ Data Center Migration

TRANSFORM

MODERN WORKPLACE ACCELERATE

Modern Workplace Accelerate is a program designed to deliver exclusive services, promotions, and offerings for partners to build and grow a cloud practice leading with Microsoft 365.

- ✓ Support
- ✓ Preferential Pricing
- ✓ Competency Development
- ✓ Cloud Services and Tools
- ✓ Elite Partner Treatment
- ✓ Business Development Services
- ✓ Demand Generation Services
- ✓ Marketing Services

ACCELERATE

DYNAMICS 365 ACCELERATE

STEP BY STEP GUIDE TO GROWTH



Register for the Dynamics 365 Accelerate Program

- Go to the link below
- Click "Accelerate Today"
- Complete the form

<http://microsoft.ingrammicrocloud.com/dynamics/>

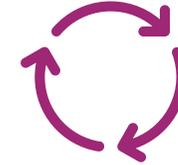


Training Provided

- Dynamics 365 sales training
- Cloud Ascent optimization
- Demand generation support
- Practice Development training

Marketing Provided

- GTM Hub
- Email & Social campaigns
- Landing page creation



Customer interest generated

- Pre-sales support provided
- Demos delivered
- Elite Service Provider support
- Opportunity scoping exercise
- Scope of work provided
- Professional services order through Cloud Marketplace
- Implementation services provided
- Licenses ordered by YOU in the Cloud Marketplace
- Implementation completion
- Ongoing support

PROGRAM BENEFITS

- No risk of failed implementation
- Supported by the best Dynamics partners on the planet
- Supported by the largest Dynamics team in distribution – all Microsoft certified
- You own the customer
- You transact the licenses
- You earn the Microsoft rebates
- You earn a % of the professional services spend
- Best customer experience

DYNAMICS 365 ACCELERATE POWER PLATFORM EDITION



Microsoft Power Platform is a big focus area for Microsoft, demand has grown 2000% over the last 2 years. We're enabling you to build a new practice, add more value to your customers and get involved in this huge growth area, forecasted to be a \$192 Billion business by 2023 globally.

DYNAMICS 365 ACCELERATE BENEFITS

- ✓ Practice Development
- ✓ Training
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- ✓ Competency Development
- ✓ Elite Partner Treatment
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APP IN A DAY SESSIONS



HACKATHONS



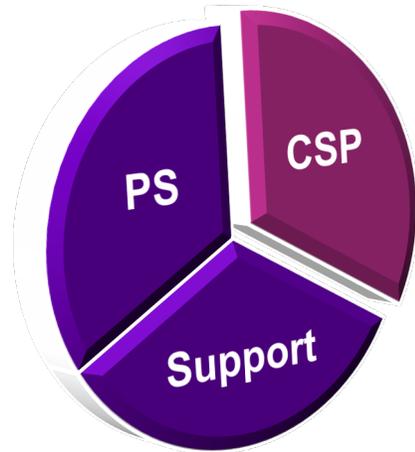
PRACTICE BUILD SUPPORT

DYNAMICS ANGELS

PARTNER TO PARTNER

The Ingram Micro Partner to Partner program (P2P) is designed with you in mind. We've created an environment and ecosystem that is beneficial to your growth and profitability. Our partner ecosystem is built to provide you with the resources you need to build your business on a solid ground.

Whether you have a Dynamics practice or want to start one. We have programs that are tailored just for you.



PARTNERING



BUILDING

- ✓ **NEVER** turn down another opportunity
- ✓ **Deploy RAPID** implementation solutions
- ✓ **FULL** training and support provided
- ✓ **Work with the BEST!**

THANK YOU

INFORMA
MICRO
Cloud

 Microsoft