



INGRAM^{MICRO}
CLOUD

**CLOUD
SUMMIT** **22**
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More Growth, More Success, More Profit by partnering with Ingram Micro Cloud and Microsoft

Gain access to a vast suite of benefits that include partner enablement programs, technical training, financing options, our extensive cloud marketplace, and our teams of cloud experts. In short, we do more for you, so you can do more for your customers.

Why Ingram Micro Cloud?

**Your business needs a partner in distribution:
a membership in the Channel.**

We specialize in helping businesses like yours grow with a robust platform, infinite resources, and an ever-growing lineup of solutions that have a dedicated team of SMEs to support you. Ingram Micro Cloud invests in our people and our partners by creating teams that are designated to fully support your success. No matter the size of your business, Ingram is right sized to support and enable your growth wherever you are today and wherever you want to be tomorrow.



More Growth, More Success, More Profit

As an Ingram Micro Cloud partner, you will gain access to a vast suite of benefits that include partner enablement programs, technical training, financing options, our extensive cloud marketplace, and our teams of cloud experts. More importantly, we have encoded our commitment to your success into our company's DNA, through our five pillars: People, Portfolio, Platform, Programs, and Partner Success. In short, we do more for you, so you can do more for your customers.

Our Foundation



Our People

Dedicated teams of experts to help you scale and navigate the world of cloud, and even grow your portfolio into new practice areas and beyond.



Our Programs

We help our partners develop more skills, reach more customers, sell more solutions and generate more revenue through exclusive programs.



Our Portfolio

With over 200 leading syndicated services and Anything-as-a-Service models, we are equipped to help you grow your cloud business.



Partner Success

We offer 24/7 localized support, expertise from certified advisors, and a deep bench of engineers, solution architects, and representatives who are committed to your success.



Our Platform

Our proprietary Cloud Marketplace, CloudBlue, GTM Hub, and Marketplace-as-a-Service enable you to be truly go-to-market ready.





The Benefits of Working

- Grow at hyperscale with leading-edge platforms
- Operate effortlessly with end-to-end automation
- Accelerate sales with support for assessments, migrations, deployments, and more
- Move faster with go-to-market tools and strategies
- Retain control over your customer experience with a white-label marketplace
- Access a vast selection of cloud solutions in the channel's leading one-stop shop

Why Our Customers Join And Stay

"Ingram Micro Cloud has always been head and shoulders above every other distributor. Modern Workplace Accelerate is just another reason we choose to work with them time and time again."

– Todd Winzenried, CEO, NetWize

"It's easy to work with Ingram Micro Cloud because they understand our business model. Through our collaborative monthly checkpoints with Ingram and Microsoft directly, we've seen 70% YOY growth in our Microsoft business."

– Shayon Mazumder, Managed Services Practice Leader, MRE Consulting



Grow eight times faster



Bill more revenue with your existing customers



Launch an Azure business with proven experts

Microsoft Partnership

Streamlining your path to more profit.

There's a reason why more businesses trust Ingram Micro Cloud to grow their Microsoft cloud businesses. Partner with Ingram Micro Cloud—the only Azure Expert Managed Services Provider (MSP) of its kind—and Microsoft to gain access to the industry-leading support, resources, and programs you need every step of the way.

Whether you're a local reseller, a large global MSP or somewhere in between, take advantage of our simplified formula to streamline your path to success and optimize growth.

In addition, Ingram Micro Cloud has been awarded the Indirect Provider Microsoft Partner of the Year Award multiple times, along with several other global Microsoft awards. The result? More utilization of Microsoft's solutions. More Microsoft certifications. More centers of excellence. More helpful with in-country language support. And a more expansive global cloud ecosystem designed to help you accelerate your profit.

Azure Expert MSP

For a third consecutive year, Ingram Micro has earned Microsoft's coveted Azure Expert Managed Service Provider (MSP) status for 2022. Ingram Micro is also the only indirect provider to earn such certification.

Evolving Microsoft Partner Program

Microsoft is evolving to better meet customer demand with their new Microsoft Cloud Partner Program – formally Microsoft Partner Network. They want to help partners deliver on the promise of digital transformation for customers across organizations and industries.



What is changing?

KEY DATES AND MILESTONES

- **Sept 30, 2022**
 - ✓ Last day to renew legacy competency
- **Oct 3, 2022**
 - ✓ Partner designations open
 - ✗ Legacy competencies will no longer be valid
- **Anniversary date after Oct 3, 2022**
 - ✓ Partner designations holders can move to updated benefits
 - ✗ Legacy competencies renewed by Sept 30 can keep paying for benefits

NEW SOLUTION PARTNER DESIGNATIONS

comes into effect instead of Silver and Gold certifications







Qualifying levels

1. Solution partner
2. Specialist / expert

New Partner Capability Score covers:

1. Performance
2. Skilling
3. Customer success

Solution partner designations come with new benefits.

						
New solutions partner designations	Business Applications	Data & AI	Infrastructure	Digital & App Innovation	Modern Work	Security
Legacy competencies	Cloud Business Applications	App Integration	Cloud Platform	Application Development	Cloud Productivity	Enterprise Mobility Management
	Enterprise Resource Planning	Data Analytics	Datacenter	App Integration	Collaboration and Content	
	Project Portfolio Management	Data Platform		DevOps	Communications	Security
					Messaging	
					Small and Midmarket Cloud Solutions	
					Windows and Devices	

Introduction and how to attain a solutions partner designation

Starting October 3, 2022, success will be measured by performance, skilling, and customer success. Each area will have a specific number of possible points. You have the flexibility to focus more on one category versus another depending on what is right for your business.

Performance

This category is measured by net customer adds.

Skilling

This category verifies and demonstrates your dedication to skilling and training by intermediate and advanced certifications.

Customer success

This category is measured by usage growth and the number of solution deployments certifications.

A minimum of 70 points must be earned, with points in each category. There are 100 points possible in total.

**Partners who attain all six solutions partner designations receive a Microsoft Cloud badge, recognizing your capabilities across the Microsoft Cloud.*

How Ingram Micro Cloud can help achieve success across Performance, Skilling and Customer Success

As a partner, you have to re-evaluate your competencies, skills, and capability strategies to maximize your profitability and build a future-proof business.

We can help expand your capabilities to create value in the market,



Achieve More Performance

We can support your sales and marketing teams to reach your goals faster and help you reach the maximum of **20-30** points (per solution area).

- Sales training
- Compensation modeling, MDF and funding options
- GTM Strategy, proposition development
- Marketing campaign consultation
- End customer lead generation
- Pipeline and opportunity management

Performance

Accumulate 20-30 points per solution area for performance

Achieve More Skilling

We can help you reach the maximum of **25-40** points (per solution area) with the right training. Is where the best and brightest go to keep their tech skills relevant. It can help you seamlessly upskill key employees in your business.

Skilling

Accumulate 20-40 points per solution area for skilling

Azure

Ingram Micro Flight Academy Program

We can help you reach the maximum of 40 points (per solution area) with the right training through:

Intermediate:

- Azure Network Engineer Associate
- Azure Stack Hub Operator Associate
- Windows Server Hybrid Administrator Associate

Advanced:

- Azure Virtual Desktop Specialty
- Azure for SAP Workloads Specialty

Modern Work and Security

Ingram Micro Flight Academy Program

We can help you reach the maximum of 25 points (Modern Work) and 40 points (Security) with the right training for:

Intermediate:

- Microsoft 365 Fundamentals
- Microsoft 365 Teams Administrator
- Microsoft 365 Security Administrator
- Azure Security Engineer

Advanced:

- Enterprise Administrator Expert

Business Applications

Ingram Micro Flight Academy Program

We can help you reach the maximum of 35 points (per solution area) with the right training through:

Intermediate:

- Dynamics 365 and Power Platform Fundamentals
- Dynamics 365 Functional Consultant Associate
- Power Platform 365 Functional Consultant Associate

Advanced:

- Power Platform Solution Architect Expert

Empower More Customer Success

Our frameworks support your proposition development and growth path to help you reach **30-55** points per solution area:

- **Microsoft Accelerate Programs (Modern Work, Azure, Dynamics):**
Sustainable growth path for your entire business to help build, accelerate, and innovate your capabilities and offerings.
- **IaaS Maturity Framework:**
Optimize, secure, transform, and innovate your IaaS service offerings to advance your customers' cloud journeys.
- **SONAR Selling Framework:**
A new sales framework for security practice building and acceleration – put into practice through the Microsoft Security Expert Program.

Customer Success

Accumulate 30-55 points per solution area for Customer Success

Microsoft Accelerate Programs

Microsoft Accelerate Program is designed to deliver exclusive services, promotions, and offerings for partners to build and grow a cloud practice leading within the 3 Microsoft Clouds such as Microsoft 365, Azure, and Business Applications so partners can be on their pathway to success for Microsoft Cloud Partner Program



At Ingram Micro, we are dedicated to simplifying the complexity of the cloud. Whether you are a new or existing Microsoft partner, you can turn to us to support you in your cloud journey.

We help partners grow their Microsoft business and unlock opportunity with each successful transaction. Partners need to answer a central question: **How do I find my next opportunity?**

As an Ingram Micro partner, get access to hands-on support and exclusive benefits including:

- Support
- Preferential Pricing
- Business Development & Marketing Services
- Cloud Services and Tools
- Competency Development



Stages of Acceleration

01

FUNDAMENTALS

Are you ready to build an IaaS practice and just getting started?

Or do you need a simple service like backup? We can help you master the basics to prepare for acceleration.

Fundamentals is inclusive of market demand material, promotions, and access to services to enable your ramp up to selling Azure.

\$0-\$8,000 MRR

02

DEVELOP

At the Develop level, you can unlock access to incremental loyalty benefits as they deepen their Azure practice with Ingram Micro.

You will gain access to volume discounts and exclusive discounts on Lifecycle Services.

You will also receive the benefit of IaaS expert consultations to enable successful Azure implementation and services delivery.

\$8,001-\$35,000 MRR

03

ELITE

As an Elite partner, you will enjoy high-touch engagements with our team of Azure technical experts and post-sales solutions architects to help customize your configurations.

This highly exclusive loyalty tier unlocks deeper support, demand gen, and offers that are custom built between you and your Ingram Micro IaaS consultant.

\$35,001 and above MRR

	\$0-\$10,000 MRR	\$10,001-\$25,000 MRR	\$25,001 and above MRR
Performance	Fundamental	Develop	Elite
MPN ID Guidance	★	★	★
Fully Automated Cloud Marketplace Platform proactively manage, transact your customers' subscriptions.	★	★	★
Customer Facing Marketplace procure your licenses with a white-labeled consumer marketplace.	★	★	★
Open API automate or start your eCommerce practice with Ingram Micro Cloud's open APIs and Webhooks to create a seamless experience for your end customers.	★	★	★
PSA Integration unify your cloud subscriptions, making it easier to bring together billing, sales, and more.	★	★	★
Cross-Sell Advisor identify relevant cross-sell opportunities and see the projected incremental profit and revenue increases.	★	★	★
Go-to-Market Hub access professionally designed sales assets and use templates to quickly launch new digital marketing campaigns.	★	★	★
Marketing Development Funds (MDF) for events or digital marketing campaigns		★	★
Ingram Micro Cloud Dedicated Account Manager		★	★
Exclusive discounts, promotions and incentives	★	★	★
Access to cloud acceleration tools and services	★	★	★

Skilling

Ingram Micro Cloud Flight Academy Training Program Instructor-led training from fundamentals to Solution Architect Expert level	★	★	★
Free Microsoft Certification Vouchers	★	★	★
Microsoft Partner Transform Platform Consultation Ingram Micro Cloud Resources Hub and On-Demand and Live Workshops and Webinars	★	★	★

Customer success

Get Pre and Post-Sales Support		★	★
Access to our Cloud Growth Specialists & Licensing Experts		★	★
Get a Cloud Ascent Data Review	★	★	★
Access our Partner-to-Partner Program and our Elite Service Providers for implementation services		★	★
Migration Services, Backup and Policies & Insights tools with AvePoint	★	★	★
24/7/365 bilingual end-user & partner support via phone, email & chat	★	★	★
Receive \$250 credit on each TeamViewer Corporate license purchased (US only)	★	★	★
First 30 days Free credit for net new partners	★	★	★
Receive VIP Support			★

Microsoft Security Expert Program

The Microsoft Expert Program was designed to fast-track partners to become experts in Microsoft's key solution area: Security with Microsoft 365 Business Premium. The program provides exclusive resources and benefits to help partners fully develop their practice, from training, to marketing, all the way through to sales execution.

Microsoft Security Expert Program is being named in the 2022 CRN partner program guide and has received 5-star rating from CRN.

Develop your security practice with Ingram Micro Cloud

The Microsoft Expert Program follows our SONAR framework comprising of six action stages with set goals for each stage.



1 PREPARE

Get prepared to present a clear value proposition to your customers of your cybersecurity practice with Microsoft 365. Partners will engage in Microsoft MS-500 certification training, workshops and monthly "Ask the Expert" calls with guest speakers from Microsoft, Ingram Micro and security MSPs.



2 ENGAGE

Reduce the sales cycle for opportunity closing and increase engagement for new customer recruitment. Partners will have access to exclusive "To-Customer" security with Microsoft 365 campaign assets to Go-To-Market.



3 COMMIT

Drive awareness of the benefits of continued threat assessments and committing to cybersecurity vulnerability scans. Committed partners will be eligible for up to \$2K local currency in Marketing Development Funds (MDF) to execute an end-customer demand generation campaign or event.



4 DELIVER

Use a Security First approach to drive scan adoption and get support through Ingram Micro's Centers of Excellence as needed to help fill in your skills gaps and deliver security assessments on your behalf.



5 IMPLEMENT

Establish a plan for your customers based on their vulnerability scans and utilize services as needed to help with increased consumption of security policies. Pipeline build and close with your dedicated Ingram Micro Security Business Development Manager.



6 REPEAT & REPORT

Show measurable and consistent value to customers to increase loyalty and decrease churn.

Business Applications: Partner-to-Partner Program

The Ingram Micro Partner-to-Partner program (P2P) is designed with you in mind. We've created an environment beneficial to your growth and profitability. Our partner ecosystem is built to provide you with more resources you need to develop your Business Applications practice on solid ground.

Fastest route to market

Partners who can provide customers end-to-end business solutions will secure their customer base, increase their revenue streams, and differentiate their cloud business.

However, building a new line of business requires considerable investments in resources, technical skills development, solution building, offerings, and support.

Fortunately, you don't have to develop it yourself! Taking advantage of Ingram Micro Cloud Experts and their experienced Global Dynamics 365 Partners in the P2P Program is the most efficient route to market for your Business Applications practice.

Your customers

Looking for core Business Applications such as Customer Relationship Management (CRM), Enterprise Resources Planning (ERP), Processes Automation and App Creation

Your company

A trusted Technology Advisors with existing Modern Workplace or Azure business practices

Ingram Micro Cloud

Award-winning Indirect Provider for Business Applications with more than 20 Global Elite Service Providers who can deliver tailored services to your customers while you continue to own and maintain your customer relationships



Customer Relationship



Margin / Incentives



Packaged Offerings / Services



Support and Training Options

A Secure Remote Work that offers your customers more

Drive Azure Virtual Desktop migration through a Secure Remote Work solution.

At Ingram Micro Cloud we strive to build successful partnerships with our channel partners by helping them build and scale their cloud businesses, so they can offer the best solutions to their customers.

As we continue to observe the raise in the adoption of public cloud solutions, we're also seeing data center revenue models decrease. Our partners are seeing their SPLA rates decelerate and their top line revenue decline. The time to modernize your solutions is now.

With remote work accelerating, desktop virtualization has become a sought-after solution that simplifies IT management and reduces costs.

Azure Virtual Desktop is a service that gives users easy and secure access to their virtualize

With Azure Virtual Desktop, your customers can:

- Migrate workloads to cloud flexibly to benefit from cost savings and reduce management complexity.
- Benefit from modern, consistent and secure Windows 10 user experience.
- Continue running Windows 7 applications, while modernizing their PC footprint.

Store value alongside the data

Build More value for Your Business and Offer More to Your Customers



They are searching for solutions that allow them to become operationally lean while increasing their innovation potential. The recent pandemic has further accelerated the shift to cloud for a lot of companies. Cost efficiency, adopting remote work solutions and enhancing security are key themes for most partners and end-customers.

As customers continue to look to cloud in search of efficiencies and innovation, they are shifting towards everything-as-a-service models.

This presents an opportunity for storage partners to step in, focus on the business requirements for storage infrastructures and deliver new forms of value.

Move from compute-centric infrastructures to data-centric ones.

New technologies and innovations like AI, IoT, edge computing and big data result in fast growing amounts of data. This requires storage partners to rethink storage to be data-centric, providing. Solutions for different tiers of data.



Object storage

Object storage solutions, providing flexibility, availability, performance and cost efficiency.



Multi / hybrid- cloud

Solutions including intelligent data tiering to optimize for different types of data



Backup and Recovery

Solution to secure storage and protect customers' data, workloads and applications.



Empowering Partners with Data Center Optimization (DCO)

Make the Commitment and Unlock New Benefits

As a growing Azure partner, you can take advantage of programs and offers to support you in your migration journey to the Cloud. Take the extra step to make the commitment and unlock more benefits exclusively designed for you.

Discover what works best for you!

Based on your commitment and level of support needed we will collaboratively define our joint growth journey in Azure. Take advantage of world's largest ecosystem and our rich services portfolio.

It's simple!

Step 1: Submit your application online

Step 2: Check your email for a quick response from our team

Step 3: Based on your profile, discover your growth opportunities

Step 4: Once you hit your target, enjoy the rebates

Conquer the Cloud Public Sector

Ingram Micro Cloud is an advance consulting partner accelerating the growth for state and local government, education, healthcare, federal government and non-profit organizations.

It is a unique time to build your public sector practice with U.S. owned Ingram Micro Cloud accelerating growth of ISV, MSP, SI, and VAR partners. Capitalize on the cloud adoption estimated at \$27B SLED and FED market that is projected to grow at a 31.9% CAGR by 2022.

Accelerate growth in the Public Sector space through our Cloud 1st Partner initiative. Our people, platforms, programs, and portfolio of services provide the pathways to scale your Public Sector cloud business.

With Ingram Micro Cloud Public Sector, get:

- Access to top cloud innovators and customers
- Simple ways to deploy and deliver complex cloud solutions
- Enablement programs including the Healthcare Partner Pathway and Contracts Alliance Program, trainings, and certification paths to help your cloud business evolve, scale, and retain more customers

Let Us Help You Meet The New Microsoft Cloud Partner Program Criteria!

Ingram Micro and Pluralsight can help you bridge your technical skills gap and get certified for the new Microsoft's Cloud Partner Program.

Ingram Micro and Pluralsight can help you bridge your technical skills gap and get certified for the new Microsoft's Cloud Partner Program.

Microsoft is rebranding its partner program for the cloud. The existing Microsoft Partner Network will fade away in October 2022, to be replaced by the Microsoft Cloud Partner Program. The company will stop offering silver and gold partner designations when the new program opens, although old badges won't disappear overnight: Current partners have until September 30, 2022 to renew their enrolment in the existing Silver or Gold levels and will be allowed to use those designations for up to a year after that. From October 3, 2022, qualifying members in one or other of the six solution areas will be known as "Solutions Partners".

To earn the "Solutions Partner" designation, a vendor needs to achieve a "partner capability score" of at least 70 points out of 100 in at least one of the six solution areas. Points are awarded independently in each of the six areas for certifications, customers added, successful deployments, and overall growth. Be among the first ones to earn the Solutions Partner designation! To learn more, please reach out to ps-imc-info@pluralsight.com



Build competence.

- Pluralsight Skills, is built to make you and your customers fluent in Azure. The end result? A Solutions Partner designation from Microsoft.
- Upskilling enhances your technology workforce's digital literacy level. We can provide you with data-driven insights on several tech skills including but not limited to Microsoft Workplace (Microsoft 365 portfolio) and Microsoft Dynamics, identify gaps, and strategically close those gaps using content from multiple modalities.
- Our services provide the clarity you need to lead. Index tech skills across your organization, upskill employees into modern tech roles, and build fluid teams that meet objectives.
- Competencies drive results. Once you and your team are Azure-fluent, you will be able to ensure that your customers are, too.



Accelerate profitability and growth.

- Succeed ahead of schedule. With our help, your organization will become more reliable, adaptable, scalable and secure. You can speed up release cycles while cutting costs and improving efficiency.
- Collaboration is key to help joint-customers identify, measure, and build high-impact tech teams to deliver better products to market faster.
- Take advantage of Pluralsight's tech educational platforms to skill up, accelerate digital transformation and respond rapidly to the continuously changing digital global ecosystem.
- We can help you and your business partners to exceed customers' expectations for digitalization, which will define businesses' success immediately and into the future.

Microsoft Autopilot



Autopilot streamlines how new Windows devices are deployed, reset and repurposed—it configures and personalizes them from the cloud. Think of it as zero-touch deployment for IT staff. Say “goodbye” to costly, custom imaging practices and “hello” to high value Modern Desktop Deployment and Managed Services. Reach out to our team today for a consultation!

Surface for Business

Devices to empower every person and organization on the planet to achieve more!



Duo 2

A 5G mobile device combining desktop experiences—high-speed browsing, inking, typing, email, video, collaboration—with the best of smartphones.



Pro 7+

Our powerful, ultra-light 2-in-1 boasts the performance, versatility, and advanced security to get the job done wherever your employees' work. Keep team members productive and in sync with improved all-day battery life, optional 4G LTE, and 11th Gen Intel® Core™ processors.



Go 3

Serve your customers better on the frontline with a fast, ultra-versatile, and always-connected device that's built for work on the go—now with more speed from an Intel® Core™ i3 processor.



Pro 8

Surface Pro 8 is the most powerful Pro. Keep staff, professors, and students connected and productive on a 13" touchscreen display with cloud productivity tools that are always instantly available for editing, sharing,



Pro X

Empower employees with an adjustable Kickstand and detachable keyboard with built-in Slim Pen storage and charging that frees them to create presentations on a laptop, sign contracts with customers at a comfortable angle, or capture photos from the work site.



Laptop SE

Give students an affordable clamshell device that unlocks learning and brings value to schools and that demand secure, premium experiences for students.



Laptop Go

The lightest Surface laptop yet makes a bold statement in the modern workplace. It combines sleek looks and a mobile-friendly build with supercharged processing speed and multitasking power to get the job done wherever, whenever.



Laptop 4

Breeze through deadline-filled days with 70% more speed, faster multitasking, and longer battery life. Stay engaged in calls with a front-facing HD camera, Omnisonic speakers, and dual far-field mics. All in a stylish, ultra-thin design. Choose from rich colors, two durable keyboard finishes, and two touchscreen sizes.



Laptop Studio

The most powerful Surface Laptop yet offers incredible performance and delivers the highest graphics horsepower of any Surface. Run circles around renders, tackle complex data, and sketch stunning 3D visualizations.



Surface Hub 25

Enable teamwork anywhere with the Surface Hub 2S family of devices, a Microsoft Teams-certified meetings platform and interactive whiteboard for business that brings teams together.

Reduce complexity and increase agility

With Surface and Microsoft 365

Modern Deployment & Management

Zero-touch deployment and unified management drive down costs and complexity

Security

Security from chip-to-cloud—a zero-trust security model that starts with Surface devices

Productivity

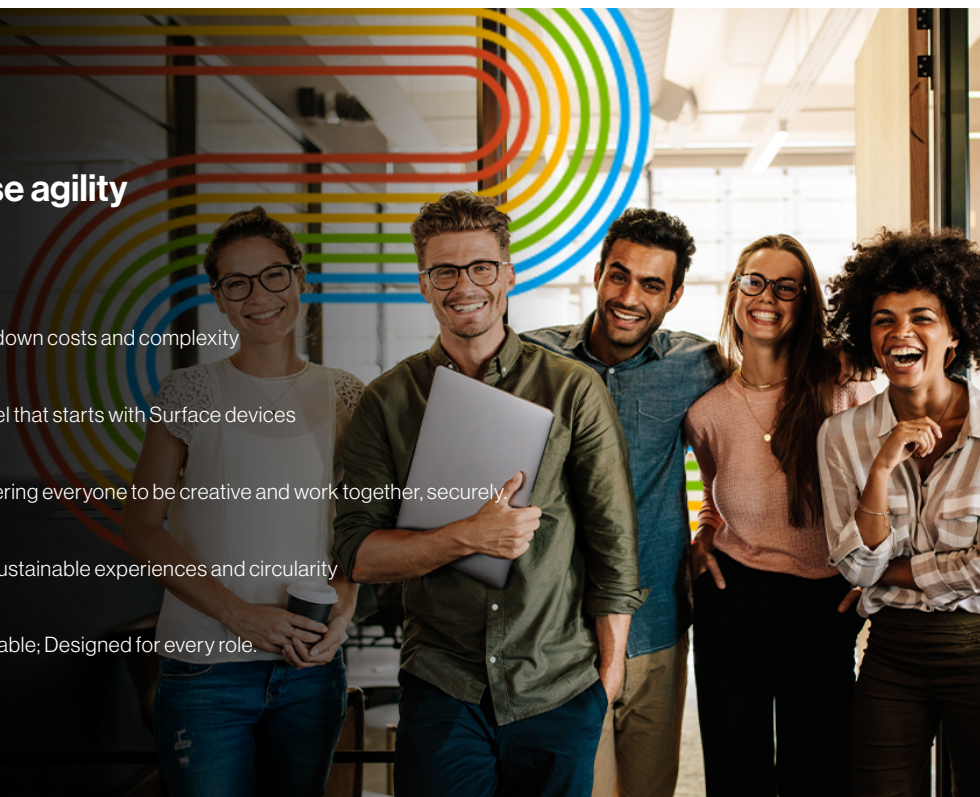
Optimal devices for Microsoft 365 experiences, empowering everyone to be creative and work together, securely

Sustainability

Responsible design, sourcing, and manufacturing with sustainable experiences and circularity

Built for everyone

Flexible, premium devices that are light, flexible and portable. Designed for every role.



Reduce complexity and increase agility

With Surface and Microsoft 365



Program Benefits	Modern Work and Security	DMP Onboard	DMP+	DMP Elite
Revenue Attainment	Revenue attainment required per half to qualify for the Ingram Micro Exclusive programs	Automatically enrolled once Surface authorized and first purchase is made	\$75,000	\$250,000
MDF for Training Events	Receive MDF per half to support Microsoft Surface training events	* by request	up to \$750 per half	up to \$1,500 per half
Sales & Product Training	Dedicated 1:1 sales and product training	* by request	* by request	★
Priority Allocation on New Products	Be the first in line when brand-new Microsoft Surface products are released	* by request	* by request	★
Invite only Webinars	Reoccurring Microsoft & Ingram Micro led invite only webinars designed to offer trainings and insight to products and programs	* by request	★	★
Autopilot Consultation	Receive technical support on your cloud-based deployment from one of our many technical specialists	★	★	★
Access to Demo Pool	Request up to 2 devices for demonstration purposes for up to 30 days at no cost to you	★	★	★
Growth Incentive Rebates	Ingram periodically offers exclusive, growth-based rebate offers to its DMP+ partners. Make more cash selling Surface, or leverage the additional rebate to get more competitive on strategic deals	★	★	★
Executive Summit	Opportunity to earn an exclusive invite to our Executive summit (TBD)	★	★	★
Dedicated Support	Dedicated 1:1 support from our Surface Specialist team	★	★	★
Managed Deal Registration	Our experts will proactively notify you on expiring deals and help you with your renewals	★	★	★
Exclusive Partner Contests	You will have the opportunity to participate in our exclusive sales contests with the chance to earn a cash payout	★	★	★
48-hour Promo Change Requote	Real-time notifications on any promotion changes so you always get the best price on your opportunities	★	★	★
Daily Inventory Reporting	Receive daily updates on Ingram's Surface inventory levels to leverage available product	★	★	★
Updates on Promo Pricing	Receive updated Promo guides as Microsoft releases commercial promos into market	★	★	★



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 **Microsoft**

Microsoft Team

Questions? Contact us here!