



INGRAM MICRO CLOUD

Ingram Micro Cloud is the only cloud distributor that offers both a platform and the world's largest ecosystem, ensuring our partners are always in control of their cloud journey.

We provide a full cloud platform spectrum supporting all business models - our partners can sell from our extensive marketplace or build their own using the power of our platform, empowering them to reach new customers and create new partner relationships wherever they want and however they want.

Our Platform Ecosystem

Over **200** cloud solutions are available from **90+** vendor partners with **24-hour support** to US partners.

Our Marketplace

Over **800,000** seats on the US Cloud Marketplace, representing more than **80%** year-on-year growth in the region.

QUICK INGRAM MICRO CLOUD FACTS AND FIGURES



The Ingram Micro Cloud Marketplace is available in **44 countries, 7 languages and 13 currencies**

Our platforms power more than **12 million seats**

Ingram Micro Cloud has **1,250+ dedicated cloud specialists**

250 telecommunication companies, hosting providers and service providers partner with Ingram Micro Cloud globally



EMPOWERING OUR PARTNERS

At Ingram Micro Cloud , we strive to continuously enrich our relationships with vendors and reseller partners, while also improve our platforms and ecosystem to empower every partner with innovative tools and solutions.

Annual Ingram Micro Cloud Summit

With more than 1,300 attendees, the annual Ingram Micro Cloud Summit partner event held in April presents a unique opportunity to hear from Ingram Micro Cloud executives, network with vendors and service providers and learn from leading industry influencers.

Odin Automation Premium and Essentials Updates

Released this year, the next generation of our Odin platforms adds end-to-end subscription and catalog management and powerful new infrastructure and hosting capabilities to empower our reseller partners to monetize and manage the entire lifecycle of digital services delivery with speed and scale.

Cloud Marketplace NextCP Launch

Rolled out during August 2017, NextCP improves user experience across the Ingram Micro Cloud Marketplace. The new user interface enables resellers to deliver advanced self-service capability to their end customers, simplifying and streamlining ongoing lifecycle management.

VENDOR PARTNER SPOTLIGHT



Dropbox Business

August 2016-2017 Growth Rate

Active Resellers	606%
Active End-Users	1079%
Active Seats	878%

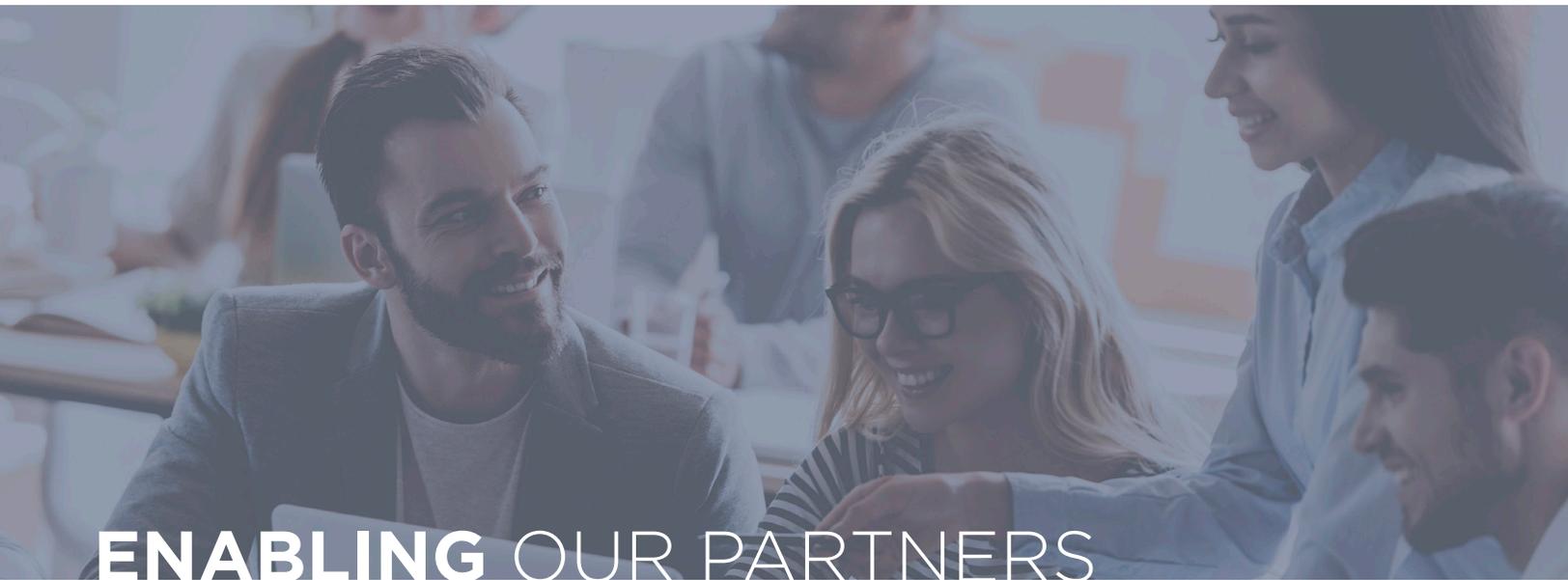
Dropbox Partner Program

2017 Registered Resellers	4,000
2017 Ingram Micro Cloud contribution	80%

“ By partnering with Ingram Micro, Dropbox has been able to drive an immediate channel motion within the SMB and MSP space. In addition to the Dropbox solution, our partners can use Ingram Micro’s convenient category list to explore cloud solutions, and then assemble and provision unique product and service offerings. With this partnership, our partners can streamline business processes, deliver on file server replacement strategies, improve organizational workflows and drive project deliverables with a range of other popular cloud business applications.

“Ingram Micro has also helped Dropbox by leveraging their distribution positioning within the market to offer our partners alternative financing options, servicing options that help extend our reach into the partner ecosystem; regardless of size.”

— Steve DeMarzio, North America Distribution Lead, Dropbox



ENABLING OUR PARTNERS

Ingram Micro is fully committed to providing our partners with ongoing strategies and roadmaps to capture cloud opportunities. With the release of the below product modules and enablement programs in 2017, our partners in the US are better equipped to leverage evolving cloud technologies and our growing solutions catalog.

NEW PRODUCT MODULES

APS Connect

A cloud-based, self-onboarding integration tool for service providers and ISVs, APS Connect provides a simple, cost-effective and accelerated way to offer partner services through Ingram Micro’s global channel footprint, focusing on enabling rapid development and reduced publishing time for vendors and their developers.

Ingram Micro Cloud Federation

Federation enables our reseller partners to quickly expand their portfolio by leveraging Ingram Micro Cloud’s vendor relationships instead of having to negotiate individual vendor contracts. Service providers sign one contract and get access to a growing catalog of ISV services.

Ingram Micro Cloud Orchestrator

Cloud Orchestrator reduces the complexities of cloud infrastructure initiatives for reseller partners by automating and orchestrating the secure deployment and management of workloads in any public, private, hybrid or multi-cloud environment.

Business Intelligence (BI) Module

This new module features simple integration with popular BI solutions to deliver critical business insights and monetize customer data. Partners can also purchase the Microsoft Power BI service to provide a complete BI solution.

ENABLEMENT PROGRAM SPOTLIGHT



Launched early 2017, reseller partners participating in Ingram Micro Cloud's Azure enablement program has delivered 173% more Azure revenue year to date.

This enablement program includes:

Azure Workload Virtual Workshops

These virtual workshops have been one of our most successful webinar training series and can be found on demand at the Ingram Micro Azure Expert Zone.

Azure Practice Development Workshop

Microsoft's Partner Development Unit and Ingram Micro's dedicated IaaS team joined forces to deliver 300 level technical content across two days for our top Azure partners. Watch our recap video.

Bite Size Azure

A series of quick sales and technical videos, Bite Size Azure addresses overviews, frequently asked questions and best practices to make Azure easier to digest. You can view the playlist [here](#).

