



INGRAM MICRO FEDERATION

Discover a faster, easier way to launch new services

Sell more cloud services through Ingram Micro's independent software vendor relationships

What

- The Ingram Micro Federation program enables service providers to seamlessly grow their cloud solution portfolio by accessing multiple cloud services with one contract

How

- Become an Ingram Micro reseller partner
- Access a growing portfolio of cloud services through a single contract
- Choose the cloud services that best fit your needs
- Start selling as soon as possible by deploying cloud services into your platform
- Consolidate billing and invoicing

Why

- Bring new services to market faster to shorten your time-to-revenue
- Leverage Ingram Micro's global scale, expertise and robust platforms to quickly deliver in-demand cloud services
- Expand your market opportunities and revenue growth by upselling and cross-selling new services to existing customers and by attracting new customers with a growing solutions portfolio
- Deliver the competitive edge you need to succeed in today's business environment

As more cloud services are introduced into the market, it's becoming increasingly challenging for service providers to keep up with the latest trends and developments. In addition, evaluating independent software vendors (ISVs) and their cloud services requires significant time and resources, making it a difficult, time-consuming process for most companies.

It often takes months to negotiate a service contract with an ISV and about nine to 12 months to bring a cloud service to market. Now, with the introduction of Ingram Micro Federation, you can start selling in-demand cloud services in next to no time.

Sell more cloud services faster with one contract

As the largest IT distribution company in the world, Ingram Micro has established relationships with more than 1,700 technology providers and ISVs. Starting with the rapid onboarding of ISVs and cloud services through the Federation program, you can take advantage of our global scale, expertise and relationships to deliver a cloud services portfolio that significantly accelerates your time-to-revenue – all with a single contract.



"Ingram Micro's Federation has proven itself as an excellent opportunity for Softec to provide our customers an extensive catalog of the most popular Cloud applications, making it easier and more accessible – without the hassle of the negotiations with different manufacturers, and automating the management of the provisioning and billing through Odin Automation Premium."

— Roberto Fernández Grau
CEO & Founder, Softec

Advantages

- Save time and resources by agreeing to just one, simple contract
- Simplify onboarding of new services
- Generate better profit margins by combining solutions
- Streamline back-office processing with consolidated billing and invoicing
- Get to market faster with development-free integration
- Reduce operational costs
- Improve operational efficiency with centralized management and support



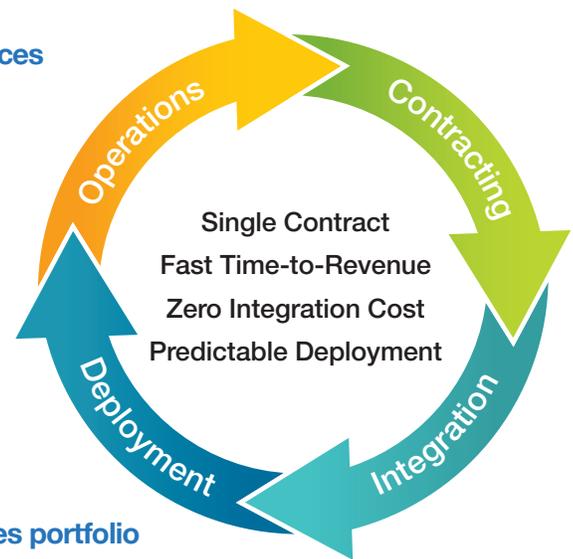
Accelerate your speed to market

As an Ingram Micro Federation partner, you'll be among the first to offer new ISVs and cloud services while providing access to a marketing framework that leverages direct and indirect go-to-market assets. This enables you to operate a hybrid catalog that offers your own services

as well as all the cloud services available through Ingram Micro's Federation program. Select market-ready services from the Federation catalog and start selling the cloud services your end-customers demand.

Simplify deployment services and reduce costs

Ingram Micro can reduce back-office complexity by helping you manage multiple vendors more efficiently and consolidating numerous cloud services into one contract and one invoice. We'll also work to reduce your labor costs by keeping your integrations up to date, ensuring effective lifecycle management.



Expand your cloud services portfolio

Take advantage of the Federation program and you won't have to negotiate with each ISV to lock in the cloud services you need to grow your portfolio. Instead, get to market significantly faster using a single contract through Ingram Micro Cloud. This gives you access to an extensive catalog of popular ISVs and cloud offerings that include leading business applications, productivity services, collaboration tools and security solutions. In addition, this program dramatically simplifies the complexity of contracting, vendor management, deployment, integration, billing and support.

Get started today

Learn how the Ingram Micro Federation program can help your business compete at scale by providing quick and easy access to in-demand cloud services.

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IngramMicroCloud.com/Federation

About Ingram Micro Cloud

At Ingram Micro Cloud™, we view cloud not just as a single technology, but as a foundational platform to run and drive a whole new way of doing business. We help resellers and partners transform their business so they can get up and running with cloud in minutes. Our broad range of solutions help clients monetize and manage the entire lifecycle of cloud services, infrastructure and IoT subscriptions, enabling them to simplify their digital transformation with confidence, speed and agility. For more information, visit: IngramMicroCloud.com