



CLOUD MARKETPLACE

Start selling cloud services to your customers in minutes

Drive new revenue using the leading online marketplace to expand your portfolio and offer cloud services with confidence and ease

Cloud Services Delivery Platform

What

- Hosted and managed by Ingram Micro, Cloud Marketplace is an automated ecommerce platform with more than 200 vetted cloud services

How

- Log on as an Ingram Micro partner to immediately purchase cloud services
- Instantly offer and sell individual cloud services and preset solution bundles to your existing customer base and prospects
- Provision services, manage end users and invoice customers from a single portal
- Brand your company's customer control panel and allow your customers to self-serve, manage and track their subscriptions

Why

- Sell world-class cloud services to your customers in minutes
- Access a scalable marketplace platform to respond rapidly to shifting customer needs while continuing to focus on existing services
- Automate processes to save resources and grow profit

Given the incredible pace at which technology is changing, companies are being challenged to do business faster, smarter and more efficiently – or risk getting left behind. As a result, cloud computing is rapidly becoming a primary driver of business transformation, giving resellers and service providers a better way to differentiate, disrupt and gain share in the market.

Lead your company into the cloud quickly – with minimal effort and cost

By taking advantage of the Ingram Micro Cloud Marketplace, you'll find it easy to purchase, provision, manage and invoice leading cloud applications using a central, automated ecommerce platform. Simply leverage our existing commercial relationships and you can start selling to customers in minutes.

Cloud Marketplace's secure platform can help you increase your average transaction size by simplifying the process of upselling, cross-selling and bundling cloud services. Because we vet every service, you can count on offering the most comprehensive solutions available. We also provide complimentary, end-to-end technical support 24/7. If there's ever an issue, you can count on our knowledgeable experts to resolve it.

"We're very excited to be working with Ingram Micro... they are very forward-thinking. They have great vendor relationships so we get the right type of vendors. We can get the right solutions in a timely manner at the right rates."

— Chris Dunning, CEO, Tech Quarters

What's more, there's no need to spend money on hosting, programming, maintenance or complex infrastructure. You can access and begin selling cloud services quickly without any upfront investment. With single consolidated invoicing, you can conserve even more of your valuable resources by preventing your accounting staff from having to wade through dozens of individual statements for each cloud service purchased.

Cloud Marketplace lets you instantly access our portfolio of cloud services to expand your product catalog – helping you get to market faster at a lower cost. Plus, use all the time and money you'll save to win more customers while transforming the way you do business.

Advantages

- Bill or invoice your customers directly through a central control panel
- Customize how payments are collected from your customers
- Keep selling with free, around-the-clock technical support
- Access your customer data easily, create custom reports and export data to Excel
- Increase customer retention by becoming a one-stop shop and providing a full range of services
- Offer customized promotions and discounts that enable you to compete more effectively

Grow revenue

Lead your organization into the cloud and become a single point of contact for your customers' IT needs. Evolve your business model to a subscription-based, recurring revenue stream. Boost revenue by cross-selling new cloud solutions to customers. As an Ingram Micro partner with access to Cloud Marketplace, you can deepen relationships with your customers by offering a broad range of IT solutions and becoming a trusted provider. Choose from a variety of cloud services across all major categories, including business applications, security, communication & collaboration, infrastructure and cloud management services.

Ready to expand into new vertical markets? Use vertical solutions to sell targeted, relevant services to industries such as healthcare, legal and retail. You can also drive revenue growth with your prospects and existing customers by solving their real-world business problems with preset bundles.

Scale profitably

Avoid costly and error-prone manual processes by using fully automated provisioning, billing and management of your services. Combined with a streamlined user control panel, these advantages can save you significant time and money.

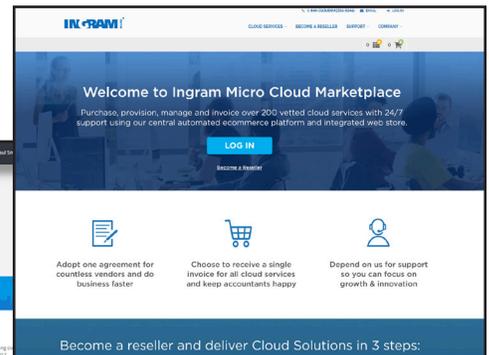
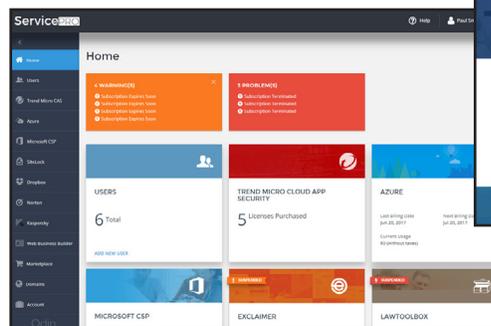
Simply access an intuitive, self-service portal to efficiently provision cloud services for your customers – without visiting different sites or calling different technology providers. You can even brand your company's control panel as well as limit and select what services are available to your end customers. This enables them to easily self-serve and manage their own subscriptions, users and more.

Wow customers

We thoroughly vet our cloud technology providers by evaluating every aspect of their offerings. When you take advantage of Cloud Marketplace, you can be sure your customers will receive and benefit from the top-performing cloud services on the market.

In addition, our onboarding and white glove migration services help ensure customers migrate their data and workloads to the cloud with speed, ease and confidence. If implementation issues arise, our advanced technical support team works quickly and efficiently to resolve them.

Cloud Marketplace is an easy-to-use, automated platform that lets you purchase, provision, manage and invoice cloud services.



The redesigned customer control panel features notification pop-ups that alert users to specific actions or issues.

Get started today

As an Ingram Micro partner, you can build or expand your portfolio by logging on to Cloud Marketplace for immediate access to world-class cloud services and solutions.

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IngramMicroCloud.com/
Cloud-Marketplace/

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.