



Ingram Micro Cloud Analyst Day 2017

A New Perspective on Cloud

January 13-15, 2017

The Ritz-Carlton, Laguna Niguel

INGRAM MICRO[®]

Dear Partners,



This has been an exciting year for cloud computing. At Ingram Micro Cloud, we've done more than merely respond to this growing market opportunity – we've transformed our business to give our 200,000 global resellers access to the latest technologies and innovations, showing them how to leverage our partner solutions and achieve new levels of success.

To highlight these exciting changes, we are proud to announce our first ever Cloud Analyst Day, a two-day, invitation-only event at the scenic Ritz-Carlton in Laguna Niguel on January 13-15. Designed to showcase our new service portfolio and platforms, industry success stories, and live product demos, Analyst Day 2017 will bring together analysts from leading research and consulting firms like Gartner, IDC, Forrester, Ovum, 451 Research and more.

Analysts will also gain unique insight into the latest trends and changes in cloud computing while having the opportunity to network with 20 of Ingram Micro's top senior executives, including CEO Alain Monié.

Please take some time to read through our Ingram Micro Cloud Analyst Day 2017 Prospectus. For this inaugural event, we've created innovative and unique opportunities for our partners to help generate awareness among analyst attendees and build stronger networking opportunities. As you review this program, please don't hesitate to contact your local marketing manager with any questions on how we can help you maximize your marketing ROI.

We look forward to partnering with you at Ingram Micro Cloud Analyst Day 2017.

Best regards,

A handwritten signature in black ink that reads "Renée Bergeron".

Renée Bergeron
Senior Vice President, Global Cloud Channel
Ingram Micro, Inc.





Why Attend

Ingram Micro Cloud Analyst Day 2017 is where the industry's most respected analysts and experts congregate to learn what's new, what's trending, and what's on the horizon in the world of cloud computing and Ingram Micro Cloud.

This two-day, invitation-only event connects top technology analysts around the globe with Ingram Micro senior executives to discuss evolutions in Ingram Micro Cloud's go-to-market strategy and explores the tools and services that enable businesses to transform with cloud.

Cloud Analyst Day 2017 is designed to give attendees direct exposure to how we have evolved to better meet the needs of our customers in a rapidly changing IT market. Through specifically designed track sessions, analysts will learn firsthand how Ingram Micro has adapted our product and service portfolio, explore demos, success stories, recent acquisitions, new partnerships and Ingram Micro Cloud's roadmap for the future.

Track Sessions for Cloud Analyst Day 2017 include:



1) **Cloud Services** – Explore tools and opportunities within core categories including Business Applications, Communication & Collaboration, Security, Cloud Management Services and Infrastructure.

2) **Cloud Service Platforms** – Learn about Ingram Micro's various cloud service platforms and how they enable service providers, resellers, telcos, hosters and others to deliver products and services more efficiently while growing ROI.

3) **Vertical Solutions** – Learn how vertical market software addresses technology and regulatory compliance requirements for Government, Healthcare, Legal Services, Small Business and more.

Attendees at the inaugural Cloud Analyst Day 2017 will also have the opportunity to meet one-on-one with 20 of Ingram Micro's top senior executives, attend interactive Q&A sessions and network with other analysts and cloud experts.



Attendee Profile

Attendees at Ingram Micro Cloud Analyst Day 2017 will include analysts from the top research and consulting firms including:

ABERDEEN
GROUP

 **IDC**
Analyze the Future

Gartner

FORRESTER

Ovum 
TMT intelligence | informa


IHS Markit

451 Research

FROST & SULLIVAN

Attendees are expected to be among the top analysts in the industry, holding various titles such as: Program and Group Vice President, Chief Analyst, Research Director and Founder, among other influential voices. These professionals analyze and research topics ranging from channel strategies and initiatives, partner programs, IT platforms and infrastructure, telecom services, cloud business models, emerging technologies and more.

Cloud Analyst Day 2017

Vendor Sponsorship Opportunities

Events and Entertainment Sponsorships



Welcome Reception and Dinner @ The Ritz-Carlton

January 13, 2017

\$75,000

Quantity Available: 1

Take advantage of this exclusive opportunity to promote your brand to top-tier analysts throughout this fun-packed evening of networking and festivity that kicks off the Cloud Analyst Program. The sponsorship includes meticulously

prepared gourmet fare, an open bar serving wine and beer, high-end décor and a signature dessert customized with your company's branding. This sponsorship also incorporates a 10-minute presentation case study to be delivered with an Ingram Micro Cloud executive during one of our category track sessions on Saturday, January 14. Partners will be matched with the most appropriate track session to co-present the case study. All content must be approved by Ingram Micro's executive team. Sponsorship includes two invitation passes to attend the Welcome Reception and your specific track session.



Cloud Analyst Day Luncheon @ The Ritz-Carlton

January 14, 2017

\$100,000

Quantity Available: 1

As the exclusive sponsor for the Cloud Analyst Day Luncheon, you will be presented with a captive audience for a dedicated 15-minute case study presentation to showcase how your company is working with Ingram Micro to help

resellers and customers transform their business in the cloud. The sponsorship includes a masterfully created gourmet lunch prepared by the award-winning chefs at The Ritz-Carlton and a signature dessert that displays your company's brand. Sponsorship includes two invitation passes to attend the Cloud Analyst Day Luncheon.



Closing Reception and Dinner @ The Ritz-Carlton

January 14, 2017

\$75,000

Quantity Available: 1

Don't miss this exclusive opportunity to promote your brand to top-tier analysts throughout this fun-packed evening of networking and festivity that concludes the Cloud Analyst Day Program.

The sponsorship includes meticulously prepared

gourmet fare, an open bar serving wine and beer, high-end décor and a signature dessert customized with your company's branding. This sponsorship also incorporates a 10-minute presentation case study to be delivered with an Ingram Micro Cloud executive during one of our category track sessions on Saturday, January 14. Partners will be matched with the most appropriate track session to co-present this case study. All content must be approved by Ingram Micro's executive team. Sponsorship comes with two invitation passes to attend the Closing Reception and your specific track session.



Local Artist Appearance and Personalized Gift Entertainment at Closing Reception and Dinner @ The Ritz-Carlton

January 14, 2017

\$35,000

Quantity Available: 1

Sponsor a renowned local Laguna Beach glass blower as he demonstrates his craft and creates hand-signed gifts for each attendee at Saturday evening's Closing Reception and

Dinner. Feature your company in on-site branding as part of the display and on a small collateral piece that will be inserted into each gift box. This is a unique opportunity to associate your brand with a beautiful piece of art attendees can take home with them.



Track Session Sponsorship

January 14, 2017

\$45,000

Quantity Available: 3

Showcase your company's expertise to top-tier analysts by co-presenting a 10-minute case study with an Ingram Micro executive.

This sponsorship will allow you to present to a captivated and targeted audience at a track session that best fits your company

and solution. All content must be approved by Ingram Micro's executive team.

Promotional Item Branding



CROSS Pen

\$15,000

Quantity Available: 1

This is an exclusive opportunity to feature your company logo and promote your brand on a high-end CROSS Edge roller ball pen. The pen will be presented to every analyst in attendance at the start of the event, keeping your company top of mind throughout the weekend and beyond.



Moleskine Folio

\$12,000

Quantity Available: 1

Promote your brand to top-tier analysts by displaying your logo on the cover of this deluxe hardcover notebook. With rounded corners, a bookmark and an elastic strap closure, this item is sure to highlight your company in style while serving as a handy companion to attendees who continuously take note of what's trending in the technology market at this event and beyond.



Leather Organizer Roll-up

\$18,000

Quantity Available: 1

Showcase your company's logo on this practical organizer made of genuine leather with an elegantly lined chambray interior. This upscale accessory is an opportunity to promote your brand by providing a practical solution that carries device charging cords and other utilities that are essential to the on-the-go analyst.



Leather Passport Wallet

\$22,000

Quantity: 1

Use this opportunity to create unlimited visibility of your brand to analysts at the event and on their travels around the globe. With RFID blocking technology, this luxurious leather passport wallet stores important travel documents, credit cards and personal information securely, giving them peace of mind and a sense of reliability they will soon associate with your company logo.



Lanyards

\$20,000

Quantity: 1

Ensure your brand remains a constant presence at Cloud Analyst Day through track sessions, meals, entertainment events and more by displaying your logo prominently on the lanyard, which will be provided.



Co-Branded Backpack

\$35,000

Quantity: 1

Present your brand on a high-end, laptop-friendly backpack analysts can use not just during the event but also in their day-to-day life. Event backpacks will be given to each attendee and will contain event information and other promotional material. Sponsor can include one piece of promotional collateral inside each backpack.

Deadline Details

All deadlines listed in this prospectus are hard and fast dates with no flexibility. If these dates are not met, additional mark-up and rush fees will be charged to cover the higher costs incurred by the marketing team and third-party exhibitor services team.

Contract Deadline – December 16, 2016

Anything contracted after this date will be subject to a mark-up and rush fees.

Creative Materials Deadline – December 16, 2016

Anything turned in after this date will be subject to a mark-up and rush fees.

Sponsorship Materials Deadline – December 16, 2016

Anything turned in after this date is subject to cancellation without refund.

Questions?

Please contact your Ingram Micro Cloud Marketing Manager to talk through vendor sponsorship opportunities and custom packages. All contracts are due December 16, 2016. You can also contact us via email at cloud@ingrammicro.com.

For all purchased branding opportunities, please plan on engaging with an Ingram Micro Creative Services Manager by December 9, 2016, or sooner. Creative Services will be an additional expense. Rush fees and additional deadlines will apply whenever applicable.