



Ingram Micro Cloud
Analyst Day 2017
A New Perspective on Cloud

Program Guide

January 13-15, 2017

The Ritz-Carlton, Laguna Niguel



IngramMicroCloud.com





*Welcome to the
Ingram Micro Cloud
Analyst Day 2017*



You've arrived. And we're thrilled you chose to join us for Ingram Micro Cloud's inaugural Analyst Day at The Ritz-Carlton, Laguna Niguel.

To help you navigate this extraordinary event, please take a look at this helpful program guide. It features bios on all the key executives you'll meet, the agenda for the general and breakout sessions, and everything you need to know to get the most from your two-night stay at this luxurious, five-star hotel.

With unrestricted access to Ingram Micro's Executive Cloud Leadership Team, you'll be able to glean insights and make connections that wouldn't be possible otherwise. Feel free to approach any one of us throughout the conference – we're open to having impromptu conversations during breaks, meals and other activities. Because our goal is to build a solid, long-term relationship with you and other members of the analyst community, it's no holds barred.

Over the weekend, you'll also get an exclusive, first-time look at our go-to-market strategy; see live demos of our next generation platforms; explore how we're partnering with vendors to evolve their cloud business in the midst of digital disruption and much more.

So breathe in the salty ocean air, soak up the amazing scenery and we'll talk soon!

Best regards,

A handwritten signature in black ink, appearing to read "Nimesh Davé". The signature is stylized and fluid.

Nimesh Davé

EVP, Global Cloud

Ingram Micro

Agenda*

Friday, January 13, 2017

| | | |
|-------------------|-----------------------------|------------------------|
| 3:00 pm - 6:00 pm | Registration | Hotel Lobby |
| 6:00 pm - 7:00 pm | Welcome Reception | Pacific Promenade Lawn |
| 7:00 pm - 9:00 pm | Dinner | Pacific Promenade 1 |

Saturday, January 14, 2017

| | | |
|-------------------|---|-------------------------|
| 7:00 am - 6:00 pm | Registration/Information Desk | Pacific Promenade Foyer |
| 7:30 am - 8:45 am | Breakfast | Pacific Promenade 1 |

| | | |
|--------------------|------------------------------------|-------------------------|
| 9:00 am - 10:30 am | General Session 1 | Pacific Promenade 2 & 3 |
|--------------------|------------------------------------|-------------------------|

Ingram Micro Strategy Update – Leading in the Cloud and Digital Economy

Speaker: Nimesh Davé, *Executive Vice President, Global Cloud*

In this session, Nimesh Davé, EVP, Global Cloud, will present an overview of our company’s vision and strategy, including the critical role cloud plays in the continued success of our business. He will also discuss the latest developments in the IT market and how we empower our partners to transform and win in this disruptive digital economy.

| | | |
|---------------------|------------------------------------|-------------------------|
| 10:45 am - 12:15 pm | General Session 2 | Pacific Promenade 2 & 3 |
|---------------------|------------------------------------|-------------------------|

Delivering the Next Generation Digital Services Platform and Ecosystem

Speakers: Tarik Faouzi, *Vice President, Global Cloud Partners & Solutions*
 Louis Columbus, *Director, Global Cloud Platform Management & Cloud Services*

The essence of our product vision is enabling customers and partners to create lucrative business models while growing their market share in the cloud. In 2017, we’re going to strengthen our core platform offering and add entirely new applications, giving our customers and partners the ability to globally scale their organizations faster than ever before.

| | | |
|--------------------|--------------------------------|------------------------|
| 12:15 pm - 1:15 pm | Analyst Lunch | Pacific Promenade Lawn |
|--------------------|--------------------------------|------------------------|

| | | |
|-------------------|------------------------------------|-------------------------|
| 1:15 pm - 2:15 pm | General Session 3 | Pacific Promenade 2 & 3 |
|-------------------|------------------------------------|-------------------------|

The Platform Economy: Chaos or Cash Flow?

Speakers: Renée Bergeron, *Senior Vice President, Global Cloud Channel*
 Duncan Robinson, *Director, Global Product Marketing, Ingram Micro Cloud*

Many small and mid-size businesses have already adopted a cloud-first approach to technology investments. The rise of the digital economy will create more opportunities for organizations to engage customers and be more effective. Traditional hardware and software markets are being disrupted and partners need to adapt and evolve their strategies to stay relevant. Learn how we are working with channel partners to help them compete and win in today’s ever-changing IT landscape.

Guest Program:

| | |
|--------------------|---|
| 10:15 am - 2:30 pm | Gallery Art Walk Tour & Lunch (meet at front desk in main lobby at 10:15 am) |
| 3:30 pm - 5:00 pm | Spa (30-minute, pre-booked treatment appointments) |

- 2:20 pm - 3:05 pm **Breakout Session 1**Pacific Promenade 2 & 3
- Differentiate and Win: Taking Advantage of the Exponential Growth in IaaS**
Speakers: Renée Bergeron, *Senior Vice President, Global Cloud Channel*
Tarik Faouzi, *Vice President, Global Cloud Partners & Solutions*
- The IaaS market is predicted to grow faster than any other category over the next 3-5 years. However, partners lack the technical skillsets, marketing capabilities and tools to effectively conduct assessments, engage cloud decision makers and efficiently manage and scale IaaS workloads. Learn how we enable multicloud capabilities to help our partners take advantage of this market opportunity and differentiate their offerings from hyperscale cloud providers.
- 2:20 pm - 3:05 pm **Breakout Session 2**Pacific Promenade 1
- Accelerating the Growth in Vertical-Specific Solutions**
Speakers: Kirk Robinson, *Senior Vice President, Commercial Markets & Global Sales*
Louis Columbus, *Director, Global Cloud Platform Management & Cloud Services*
- Channel partners are increasingly seeking to engage particular vertical segments with tailored and relevant solutions. However, with competition intensifying, speed to market is critical to achieve lasting success. Learn how we provide holistic customer solutions by combining traditional hardware and software with cloud applications. We will also share developments on exciting technology innovations for Q1 2017 that will dramatically accelerate the onboarding of new, vertical-focused vendors and innovative services through all our channels.
- 3:05 pm - 3:50 pm **Breakout Session 3**Pacific Promenade 2 & 3
- Spotlight on Telco & Hosting Customers: Enabling a Digital Future**
Speaker: Pavel Ershov, *Vice President, Sales & Marketing, Ingram Micro Cloud*
- Telco companies are predicted to generate 34% of their revenue from digital services by 2020. Hosting companies face major threats from large hyperscale players and need to differentiate to compete. However, there are challenges in making the transition from core services to the cloud. Learn why we are the leading platform provider for some of the world's largest telcos and hosters, and how we are driving customer success and enabling new business models such as IoT.
- 3:05 pm - 3:50 pm **Breakout Session 4**Pacific Promenade 1
- Empowering MSPs & Enterprises for Successful & Profitable Cloud Management**
Speakers: David Wippich, *Vice President, Ingram Micro Cloud Business Unit & CEO Ensim Corporation, an Ingram Micro company*
Peter Stridh, *Head of Global Cloud Strategy*
- Learn how we empower MSPs and enterprises by providing a complete customer and order automation portal to manage and deliver a full set of software and service offerings at scale for a comprehensive, end-to-end client service automation experience.
- 4:15 pm - 5:15 pm **General Session – Q&A with Ingram Micro Executive Team**Pacific Promenade 2 & 3
- 6:00 pm - 7:00 pm Reception featuring local blown-glass artist demonstrationPacific Promenade Lawn
- 7:00 pm - 9:00 pm DinnerPacific Promenade 1

* Agenda is subject to change.

Speakers



Nimesh Davé

Executive Vice President, Global Cloud

Nimesh Davé serves as executive vice president, global cloud, Ingram Micro. As a member of the Ingram Micro worldwide executive team, Davé is responsible for the overall strategic direction, sales growth and business development of the company's global cloud business unit.

In addition to his cloud responsibilities, Davé had oversight for designing and implementing harmonized global business practices throughout the organization and architecting world-class solutions to meet Ingram Micro's diverse customer needs from the time he joined Ingram Micro in September 2012 through August 2014. He also held interim responsibility and oversight of the company's worldwide information and business systems from January to November 2013.

Before joining Ingram Micro, Davé served most recently as senior vice president, commercial operations, strategy and supply chain solutions and senior vice president, volume and process for Tech Data Europe. While in this role, he led several major transformation initiatives and spearheaded the formation of a supply chain services division.

Prior to taking on the operations and strategy role, Davé held senior executive roles in information technology in the Americas and Europe, where he led major ERP, infrastructure and commerce application deployments.

Davé earned his Bachelor of Arts degree from Wilfrid Laurier University in Waterloo, Ontario. He is based at Ingram Micro's headquarters in Irvine, California.



Renée Bergeron

Senior Vice President, Global Cloud Channel

Renée Bergeron serves as senior vice president, global cloud channel, Ingram Micro. She leads the global cloud go-to-market organization and has responsibility for the division's organizational management, as well as its strategic direction, sales growth, marketing and business development activities. With more than 25 years of business unit leadership experience, Bergeron is a driving force behind identifying and cultivating new opportunities in cloud computing for Ingram Micro.

Bergeron joined Ingram Micro in September 2010. Prior to joining Ingram Micro, she led the \$300 million IT services solutions business at Fujitsu America. At Fujitsu America, Bergeron oversaw the development of innovative solutions; most notably the company's managed security, data center virtualization and cloud computing offerings. Before Fujitsu, she led information technology divisions at media and banking companies, was a CIO at a financial institution, and was a director at a prominent international technology consulting firm.

Bergeron holds a Bachelor of Science degree in computer science from Sherbrooke University in Sherbrooke, Canada, and a master's degree from McGill University in Montreal, Canada. She is based at Ingram Micro's headquarters in Irvine, California.



Tarik Faouzi

Vice President, Global Cloud Partners and Solutions

Tarik Faouzi serves as vice president, global cloud partners and solutions, at Ingram Micro. Prior to his current position, Faouzi held other senior-level roles at Ingram Micro, including executive director, global cloud, where he spearheaded the global cloud program management office and was responsible for the implementation of all programs, development of solution offerings and the expansion of professional services based on Parallels technology. With nearly two decades of business experience in the IT environment, Faouzi brings the level of expertise needed to transform Ingram Micro Cloud's vision into reality.

Before joining Ingram Micro in April 2014, Faouzi most recently led Tech Data's \$350 million components specialized business unit where he oversaw the business relationship with vendors and strategically developed the expansion of its product portfolio. During his tenure at Tech Data, Faouzi worked in multiple leadership capacities and was a key player in establishing the company's integrated supply chain services business unit. Earlier in his career, Faouzi worked at various management consulting firms and was also a web entrepreneur known for launching the first tourist portal promoting Morocco.

Faouzi holds a Bachelor of Science degree in automated production systems from Pau University in Bayonne, France, and an MBA degree from Esade Business School in Barcelona, Spain. He is based at Ingram Micro's headquarters in Irvine, California.



**Kirk
Robinson**

Senior Vice President, Commercial Markets Division and Global Accounts

Kirk Robinson serves as senior vice president of Ingram Micro's commercial markets division and global accounts. He is responsible for the success of the distributor's small-to-midsize business, public sector and strategic VAR business units; several top-performing systems product categories and vendor relationships; national solution providers (formerly known as DMR) and strategic global accounts. A recognized Channel Chief, he oversees several business leaders and reports directly to Paul Bay, executive vice president and chief executive, Ingram Micro U.S. and Export.

Throughout his more than 20-year career with Ingram Micro, Robinson has made a notable impact on the success of Ingram Micro's U.S. sales teams and led several key initiatives, including the launch of the distributor's proprietary business intelligence center in 2009, which has since grown into one of the company's most valuable service differentiators. Under his continued leadership, the commercial markets division and the distributor's SMB business unit have set record growth rates and enabled hundreds of new channel partners to grow faster and more efficiently.

Robinson joined Ingram Micro in 1993 as a sales representative and worked his way up to sales director. In 2003, he moved into the marketing department as senior director, channel programs, and in 2004, he was promoted to customer and solutions marketing vice president. In 2006, Robinson was named vice president of North America channel marketing before being appointed vice president of VAR sales, market development and business intelligence in 2010. Shortly thereafter, Robinson became the vice president of Ingram Micro's U.S. commercial markets division. He was promoted to senior vice president in January 2013.

Robinson has a bachelor's degree in psychology from California State University, Long Beach. He serves on the board of directors for the Royal Family Kids Camp, a non-profit organization in Santa Ana, California. He is based at Ingram Micro's headquarters in Irvine, California.



**Pavel
Ershov**

Vice President, Sales and Marketing, Ingram Micro Cloud

Pavel Ershov leads the worldwide sales, marketing and customer success for Odin, a business unit of Ingram Micro Cloud. Prior to his appointment, Ershov was vice president and general manager in Asia Pacific, Japan and Russia at Odin, formerly the Parallels Service Provider unit, where he managed the regions' overall sales, business development and operations.

Before joining Parallels in 2011, Ershov spent more than 13 years at Microsoft in various sales and marketing roles. With a proven track record for driving revenues and developing the business, one of Ershov's priorities is to accelerate the growth and market share of Odin globally. Ershov holds a master's degree in economics. He is based at Ingram Micro's headquarters in Irvine, California.



**David J.
Wippich**

Vice President, Ingram Micro Cloud Business Unit

CEO, Ensim Corporation, an Ingram Micro company

David Wippich is a hands-on leader and deeply involved in Ensim's technology and market development as well as executive customer relationships. He came to Ensim with nearly 20 years of experience at international technology companies. Most recently, he served as president and chief operating officer at Active ISP (AISP), one of Europe's largest hosting service providers. Previously, he was executive vice president of marketing & sales at ConnectInc.com (CNKT), a high-volume ecommerce platform provider serving complex trading networks for global 2000 companies. In prior positions, he was vice president and general manager for the internet and embedded products division of Phoenix Technologies (PTEC) and Award Software (AWRD), and held a variety of senior sales and operations management positions at Acer, the world's third largest PC maker. Wippich attended Stanford University and Southern Oregon University.



Speakers



Peter Stridh

Head of Global Cloud Strategy

With over 20 years of extensive international experience in leadership and strategy, Peter Stridh serves as head of cloud strategy, Ingram Micro. In this capacity, Stridh is accountable for the overall Ingram Micro cloud strategy and M&As. His responsibilities include developing the integrated global cloud strategic roadmap focused on technology, segments, territories and partners while ensuring capabilities and resources are properly implemented to meet the business plans and commitments of the company's board of directors. Stridh also leads Ingram Micro Cloud's program management office (PMO) and its associated global project portfolio.

Prior to his current position, Stridh held various executive roles at Ingram Micro, including director of global business transformation and director of global business engagement.

Before joining Ingram Micro, Stridh worked in several management and consulting roles for a range of companies, including Resources Global, Southern California Edison, Valeant Pharmaceuticals, De La Rue and IBM Global Services. At IBM Global Services, he acted in senior leadership roles for international outsourcing contracts ranging from \$30M to \$2.5B and was accountable for the integration, change and transformation of the client's outsourced IT operations. Additionally, Stridh participated in IBM's global executive steering teams, providing oversight for transformation and integration.

Stridh holds a Doctorate from Argosy University, an MBA from Henley Business School at the University of Reading, an MSc from Stockholm University and completed graduate coursework at Harvard University. He is based at Ingram Micro's headquarters in Irvine, California.



Louis Columbus

Director, Global Cloud Platform Management and Cloud Services

Louis Columbus currently serves as director of global cloud product management at Ingram Micro Cloud. Prior to joining Ingram Micro, Columbus held several senior-level positions at various companies, including vice president of worldwide marketing at iBASEt, senior manager enterprise marketing at Cincom Systems and senior analyst at AMR Research (now Gartner).

Columbus' background includes marketing management; channel and direct sales with an emphasis in cloud, catalog and content management; sales and product configuration; pricing and quoting systems; and industry analyst roles in the enterprise software and IT space. He also has expertise and insight into marketing and selling integration solutions for CRM, ERP, SCM and PLM systems.

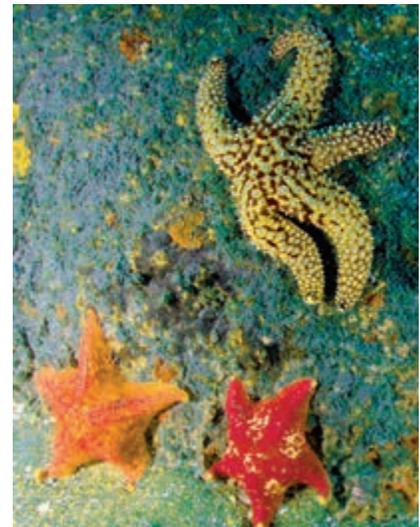
Columbus has an MBA from Pepperdine University and completed the Strategic Marketing Management Program at the Stanford University Graduate School of Business. He is a frequent contributor to Forbes.com and teaches graduate-level marketing and international business courses at numerous universities, including California State University Fullerton, University of California Irvine, Marymount University and Webster University. He is based at Ingram Micro's headquarters in Irvine, California.



Duncan Robinson

Director, Global Product Marketing, Ingram Micro Cloud

Duncan Robinson is the director of global product marketing at Ingram Micro Cloud, where product marketing is responsible for developing all product-related messaging and content across our entire platform and services portfolio. Robinson has more than 15 years of marketing experience and has worked in a variety of global roles in the UK, Asia Pacific, Middle East and United States. He previously held senior roles for more than 10 years with two of the world's largest telecommunications companies, Vodafone and Telefonica. Robinson holds a bachelor of science, accounting and business/management degree from University of Wales, Cardiff. He is based at Ingram Micro's headquarters in Irvine, California.



Activities, Guest Program and Map

Ingram Micro Cloud is pleased to host a full program of recreational activities for all accompanying guests on Saturday, January 14, 2017.



Gallery Art Walk Tour and Lunch

Your guest will enjoy an exclusive tour of the local art galleries, boutiques and specialty shops as they take in the unique

culture, art and history of the famed Laguna Beach region. Their tour will conclude with a delicious lunch at a local eatery before they head back to The Ritz-Carlton.



Spa

Your guest will indulge in luxurious relaxation at The Ritz-Carlton Spa, Laguna Niguel. They will be treated to a signature therapeutic massage to

help relax and calm their mind and body, or a revitalizing facial treatment or manicure and pedicure to jump start their weekend by the beach. Reservations are required in advance and gratuity is included. If your guest has any questions about the guest program, please contact Brittanie Ngo at brittanie.ngo@ingrammicro.com.

Hotel Map



Location



Laguna Beach

With its stunning cliff-top setting and picturesque views of the Pacific Ocean, Laguna Beach boasts bright blue skies, year-round sunshine and mild winters where the average temperature in January remains a pleasant 68°F.

Known as Southern California's premier seaside artist haven, the area is full of local artists, superb galleries, quaint cottages and sandy-white beaches packed into its nine-mile coastline. From art festivals and sidewalk cafes to window shopping in the village to hiking through Laguna Coast Wilderness Park, Laguna Beach has something for everyone.



The Ritz-Carlton, Laguna Niguel

In the heart of an artist community, The Ritz-Carlton, Laguna Niguel, is a Mediterranean-style luxury hotel atop a 150-foot oceanfront bluff. Complete with breathtaking views and well-appointed furnishings like goose-down comforters and pillows, The Ritz-Carlton allows you to experience resort accommodations in one of the West Coast's most beautiful areas. Amenities include an ocean-themed spa with 12 luxurious treatment rooms, an oceanfront fitness center and wellness classes, two tennis courts, two swimming pools and an Eco Adventure Center.

Address: 1 Ritz-Carlton Dr., Dana Point, CA 92629

Phone: +1 (949) 240 2000

Web: <http://www.ritzcarlton.com/en/hotels/california/laguna-niguel>

Parking: Valet parking is available at a reduced fee of \$10/day. Self-parking is not available on the property.

Check-in time: 4 pm

Check-out time: Noon

Should you require a late check-out or require storage of your luggage until your departure, please notify the front desk and bell stand.

General Information

Attire

Recommended attire is business casual.

Travel

The resort is equidistant from both Los Angeles and San Diego, and is strategically located for easy accessibility from several airports.

- John Wayne/Orange County Airport; SNA (25 minutes/ 23 miles) ocair.com (Recommended)
- Long Beach Airport; LGB (45 minutes/44 miles) lgb.org
- Los Angeles International Airport; LAX (60 minutes/ 63 miles) lawa.org/welcomeLAX.aspx
- San Diego Lindbergh Field Airport; SAN (75 minutes/ 67 miles) san.org

Airport Transportation

Estimated costs for the following ride share options (prices are in USD):

UberX/Lyft

- LAX – \$60-\$80
- SNA – \$30-\$40
- LBG – \$50-\$60 (Lyft only)
- SAN – \$80-\$110

Driving Directions

From Los Angeles, Long Beach or Orange County airports and areas north:

- Take the 405 South to the 5 South.
- Exit at Crown Valley Parkway and turn right.
- Proceed on Crown Valley Parkway (approx. 6 miles) to Pacific Coast Highway.
- Turn left on Pacific Coast Highway.
- At the second light, turn right at Ritz-Carlton Drive/ Niguel Road.
- The hotel is located on your left.

From Los Angeles and Long Beach via the 73 Toll Road:

- Take the 405 South to the 73 toll road South.
- Exit at Greenfield and turn right.
- Proceed 2 lights to Crown Valley Parkway and turn right.
- Proceed 6 miles to Pacific Coast Highway and turn left.
- At the second light, turn right onto Ritz-Carlton Drive/ Niguel Road.
- The hotel is located on your left.

From San Diego Airport and areas south

- Take the 5 North and exit at Highway 1/Beach Cities exit.
- Proceed northbound on Pacific Coast Highway for approximately 3 miles through Dana Point.
- Turn left at Ritz-Carlton Drive/Niguel Road.
- The hotel is located on your left.

Registration/Information

After you arrive on Friday, please visit the Ingram Micro registration desk to pick up your badge and event materials in the main hotel lobby.

Ingram Micro will host an information desk throughout the conference in the Pacific Promenade foyer to assist you and/or your guest with any questions.

Ingram Micro Onsite Contacts

Michael Donner

Michael.Donner@ingrammicro.com

+1 (561) 542 7930

Danielle Gaut

Danielle.Gaut@ingrammicro.com

+1 (714) 875 8819

Guest Program

Brittanie Ngo

Brittanie.Ngo@ingrammicro.com

+1 (714) 501 0319

Ingram Micro Cloud Services and Offerings



Odin Automation Premium



Odin Automation Premium automates all aspects of cloud services management in one platform, including service orchestration, cloud marketplace enablement, billing automation and reseller management. Partners can

bring new services to market rapidly by leveraging the most complete ecosystem of hundreds of platform-ready services and sell integrated cloud solutions across multi-sales channels – online marketplace, multi-tier reseller, direct or inbound sales team and more.

Odin Automation Essentials



Odin Automation Essentials automates the work previously done by hiring developers, system managers and ecommerce and billing specialists. Through automation, partners will now be able to achieve more with less

by focusing their limited bandwidth and resources on customer service, marketing and business development rather than building and maintaining a costly infrastructure. Partners can maximize every business opportunity by managing all stages of the customer lifecycle, including order management, provisioning, billing and end-to-end processes of cloud service delivery with a streamlined, scalable end user experience that delivers one login, one bill and self-service control panels.

Ingram Micro Cloud Marketplace



The Ingram Micro Cloud Marketplace makes it simple to purchase, provision, manage and invoice more than 200 vetted cloud services using our automated ecommerce platform and integrated web store. Cloud

Marketplace enables cloud resellers to bill or invoice directly through the platform and collect payments from customers on their own terms. Best of all, we provide 24/7 support and it requires no hosting, maintenance, or complex technical infrastructure to get started.

Ingram Micro Cloud Store



Cloud Store empowers resellers to sell and manage cloud services available through the Ingram Micro Cloud Marketplace, directly to their end customers using their own web store. Resellers can bundle, upsell or cross-

sell popular cloud solutions with their own products and services to meet unique customer requirements, boost average transaction size and improve their bottom line. With a low monthly fee and no hosting or complex technical infrastructure required, the Ingram Micro Cloud Store makes ecommerce easy and cost-efficient.

Ingram Micro Cloud Referral Program



The Ingram Micro Cloud Referral Program is a platform designed to provide resellers with a profitable and convenient solution to direct end customers to Ingram Micro's referral website to make purchases while they

simply earn commissions. As a lucrative replacement to the Microsoft Advisor Program, which is scheduled to end soon, the Cloud Referral Program offers a quick and uncomplicated solution to access the growing opportunities within the cloud service market, allowing partners to maintain or even increase earned commissions on products like Microsoft Office 365.

Ensim Automation Suite



The Ensim Automation Suite offers feature rich modules for a marketplace, subscription management, service catalog, provisioning, usage collection, billing & invoicing, taxation, payments and more, as well as 40+ connectors

for a range of popular applications, services and infrastructure. Whether systems reside on premises or in a colocation facility, Ensim supports both multi-tenant and dedicated modes and can provide automated storefront capabilities in a matter of days.

Microsoft Cloud Solution Provider Program (CSP)



Office 365

Ingram Micro was among the first 2-Tier partners to participate in the Microsoft Cloud Solution

Provider Program. The CSP program allows partners

to sell Microsoft Cloud solutions, including Office 365, and integrate their own cloud offerings and services. Additionally, the CSP program allows Ingram Micro channel partners to own the complete customer lifecycle, enabling them to easily sell Office 365 along with other Microsoft subscriptions. Ingram Micro is currently authorized to sell Microsoft Cloud Services via CSP in more than 40 countries.

Advisor to CSP Conversion: Ingram Micro's Microsoft Advisor to CSP service plan enables channel partners to quickly and seamlessly convert Office 365 Advisor subscriptions to the profitable CSP program. This capability is delivered through the automated Cloud Marketplace and is available worldwide. To meet Microsoft's requirements to provide 24/7 support when selling Office 365, Ingram Micro also provides Office 365 support through the Ingram Micro Service Desk.



Ingram Micro by the Numbers

6 of 7

Number of continents we operate in

30,000

Associates worldwide

2005

Year we became the first distributor to launch a cloud computing initiative

1,700

Vendor relationships

OUR PEOPLE: INGRAM MICRO CLOUD

1,500

Dedicated cloud associates worldwide

700

of which are engineers

400

of which are enablement associates

INGRAM MICRO CLOUD MARKETPLACE

37k+

Resellers

30

Cloud Marketplaces worldwide

6 & 12

Number of supported languages and currencies

1M+

Active seats

Currently operating 30 Cloud Marketplaces worldwide including: Australia, Austria, Bahrain, Belgium, Brazil, Bulgaria, Canada, France, Germany, Hong Kong, Hungary, India, Italy, Kuwait, Luxemburg, Mexico, Netherlands, New Zealand, Oman, Portugal, Qatar, Romania, Singapore, Slovenia, Spain, Sweden, Switzerland, UAE, United Kingdom and United States.

INGRAM MICRO CLOUD SERVICES CATALOG

250+

Cloud solutions

80

Partner vendors

#1

Microsoft CSP authorized partner worldwide

ODIN PRODUCTS & SERVICES

1/3

of the top telcos worldwide leverage the Odin Service Automation platform

2.3M

Microsoft seats are provisioned through Odin Service Automation partners

15+

Years of APS expertise

7M

End users Odin serves worldwide

2.7M

Number of SMBs Odin serves worldwide

400+

Prepackaged solutions available in APS ecosystem

2016 HIGHLIGHTS, AWARDS & HONORS

- Ingram Micro acquired by HNA Group on December 5, 2016
- \$43B Revenue
- Sales in 160 Countries
- #64 on Fortune 100
- Ship 500M Units/Year
- 1 out of 3 Mobile Devices in the U.S.
- 200K+ Customers
- Microsoft Distributor Partner of the Year
- RingCentral Top Distributor of the Year
- CRN Cloud Distributor of the Year in UK





IngramMicroCloud.com