

Ingram Micro Modern Workplace Accelerate

Moving Partners at Light Speed



Modern Workplace Accelerate is a program designed to deliver exclusive services, promotions and offerings for partners to build and grow a cloud practice leading with Microsoft 365. As partners progress through the program, they receive benefits to develop Microsoft competencies, help scale their practice to recruit more customers and achieve depth in Microsoft 365.

Whether you're new to Microsoft cloud or you're a Microsoft Modern Workplace expert, you can rely on Ingram Micro to support you on your cloud journey with increased partner margins, Microsoft 365 certification and training, free end-user support, 30 days free and more.

As an Ingram Micro partner, you'll get access to hands-on support and exclusive benefits including:



Business Development & Marketing Services



Preferential Pricing



Competency Development



Cloud Services and Tools



Support

Stages of acceleration

Build

- ▶ Manual Provisioning
- ▶ Reactive, Opportunistic
- ▶ 1-3 Cloud Offerings

Breadth

- ▶ Digital Marketing
- ▶ Automated Provisioning
- ▶ Cross-Selling
- ▶ 4-10 Cloud Offerings

Depth

- ▶ Hybrid Catalogue
- ▶ Integrated Digital Marketing
- ▶ Automated Provisioning
- ▶ Cross-Selling
- ▶ 10+ Cloud Offerings + IaaS

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Modern Workplace Accelerate Benefits

Program Benefits		BUILD	BREADTH	DEPTH
BUSINESS DEVELOPMENT & MARKETING SERVICES	FREE fully automated, self-service online Cloud Marketplace with whitelabeled end-user portal and optional upgrade to full API integration functionality.	●	●	●
	FREE access to Qorus Hub, Ingram Micro Go-to-Market Hub and Microsoft Sales Playbooks	●	●	●
	FREE dedicated account manager		●	●
	FREE development and evaluation of cloud business plan strategy			●
	FREE Marketing Development Funds (MDF) for events or digital marketing			●
PREFERENTIAL PRICING	FREE first 30 days credit for net new partners	●	●	●
	FREE aggressive partner margins	●	●	●
	DISCOUNTED exclusive Cloud Summit passes	●	●	●
COMPETENCY BUILD	FREE instructor-led, technical training & certification voucher for Microsoft 365: Fundamentals (MS-900) and Advanced (Security and Teams)	●	●	●
	FREE webinars and on-demand virtual training	●	●	●
CLOUD SERVICES AND TOOLS	FREE migration Services with AvePoint	●	●	●
	NEW accordo Cloud Optimizer for Office 365	●	●	●
	FREE access to Leadsignit and to Pickit transform emails and presentations into powerful branding and marketing assets	●	●	●
	FREE PSA tool integration with ConnectWise and Autotask	●	●	●
SUPPORT	FREE 24/7/365 end-user & partner support via phone, email & chat	●	●	●
	FREE VIP partner support			●

To learn more about Ingram Micro Modern Workplace Accelerate program, contact an Ingram Micro Cloud sales representative today.