



Transform Your Business and See Technology in Action

Breaking into new solution sets, verticals, or specializations can be daunting; the research, knowledge base, and selection process can take time that today's fast-paced sales cycle does not permit. The Ingram Micro Business Transformation Center is a destination for our partners to learn about and experience leading-edge technology solutions and to leverage those solutions to transform their business from product-centric to solution-centric.

Visit the Business Transformation Center today to experience an enlightening, exciting, and hands-on engagement that showcases OEM solutions across verticals.

Key Offerings

Our dedicated facility within the Buffalo, NY Ingram Micro office offers the following services at no charge thanks to our generous vendor sponsors:

- Personalized tours
- Live and remote-access product demonstrations in a 'real life' verticals setting
- Live and remote-access training sessions
- Technical briefings
- Proof-of-concept demonstrations
- Multi-manufacturer environment with integrated solutions
- Partner consultations

Verticals Featured

The BTC features technology across key verticals, allowing partners to see selected solutions in their day-to-day use case scenario.

- **Healthcare** - Technology is utilized across many aspects of healthcare to help shape the way diseases are diagnosed/ treated, and how patient care is delivered.
- **Education** - Gone are the days of a chalkboard and one-to-many instruction-today's classroom is an immersive experience where students learn by doing. See our STEM lab in action!
- **Retail** - In order for stores to remain relevant to today's connected customers, digital transformation is no longer an option - it's imperative to survive.

By seeing technology in action, our partners can build compelling solutions for their customers.

Contact Us

To learn more or to schedule an appointment, contact us at BusinessTransformationCenter@ingrammicro.com.

Benefits

- Experience full solution sets in real-life environments
- Connect with your sales, finance, and technical teams for a ONE Ingram experience
- Connect with the Business Transformation Center on campus in Buffalo, NY or virtually
- Spark new ideas to bring to your end user customers

Ingram Micro Partner Technical Enablement

Learn more:

www.ingrammicroplaybook.com