

Cloud Marketplace

One Platform to Purchase, Provision, Manage and Invoice Cloud Services



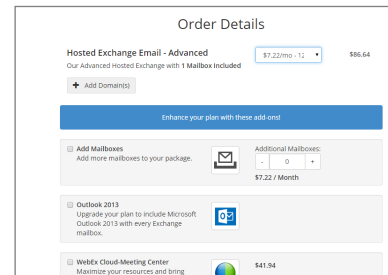
DATASHEET

AT-A-GLANCE

- Quickly offer new cloud services and create new solution bundles
- Purchase and activate cloud solutions with confidence and ease
- Configure and manage solutions for multiple end customers from a single portal
- Add new features, services or customers with just a few simple key-strokes
- Download unified billing data for use with your PSA tool of choice
- Onboarding and migration services available for quick implementations

"We use the marketplace to choose the best fit solution or combine other vendors with Ingram Micro's solutions – whatever is needed to more effectively meet the unique needs of each customer" **Brent Sadler, CTO of Web Creations & Consulting**

The era of cloud computing is just getting started and is quickly becoming a primary driver of business transformation. To exploit this opportunity, solution providers must find new, innovative ways to differentiate their business while accelerating time to market. The Ingram Micro Cloud Marketplace is your solution as it allows you to easily expand your cloud portfolio and market



Accelerate Your Business with the Cloud Marketplace

A Turnkey Marketplace

The Ingram Micro Cloud Marketplace is an ecosystem of buyers, sellers and solutions that enables channel partners and professionals to purchase, provision, manage and invoice with confidence and ease. It removes the complexity in procurement, management and support that is too often inherent in cloud technologies, and enables partners to manage the complete end-customer subscription lifecycle from a single, automated platform.

Ensuring Your Success

Imagine logging into a portal and easily adding new solutions to your cloud practice. Now you can. The Ingram Micro Cloud Marketplace allows you to expand your existing portfolio with world-class solutions from our portfolio of vetted solutions. Looking to expand into new vertical markets? Leverage the Ingram Micro Solution Suites to open new business opportunities not previously available. Further your success by working with our Cloud Associates on business strategy, go-to-market planning and sales & marketing support.



Cloud Ignite Services

- Resources and support available to assist vendors with integrating into our marketplace platform
- Associates available to assist with migrating data or workloads from an on premise solution to the cloud, or from one cloud solution to another
- Centralized, technical support desk for all marketplace solutions

Cloud Elevate

Join Ingram Micro Cloud's premier partner program and receive:

- Rewards and enablement services
- Exclusive promotions, discounts, education, marketing and sales support
- Qualify for Seeding the Cloud services to enhance go-to-market results
- For more information: elevate.ingrammicrocloud.com

Marketplace: Features and Benefits

The Ingram Micro Cloud Marketplace is an ecosystem of buyers, sellers and solutions that enable channel partners and professionals to purchase, provision, manage and invoice cloud services quickly and easily.

Unified control panel for cloud service and customer management	<ul style="list-style-type: none"> • Purchase, provision and manage cloud solutions • Add, change, delete users • Manage accounts & preferences • Run reports • Access knowledgebase & support
Custom branding & localization	<ul style="list-style-type: none"> • Support for multiple localized templates • Language packs define localization parameters (date/time/currency formats, decimal point symbol, etc.) • User interface branding • Invoice branding • DNS server branding • Control panel custom URL • Hosted Exchange branding (custom OWA URL, etc.) • Database branding
Marketing	<ul style="list-style-type: none"> • Customer communications • Promotion codes • Promotion periods • Fixed and percentage discounts
Billing & payments	<ul style="list-style-type: none"> • Customizable pricing • Order processing & workflow • Multiple metering and billing scenarios • Recurring, usage and one-time charges • Customizable billing periods • Payment processing & taxation • Renewals & notifications • Unified invoice encompasses multiple services and users
Infrastructure management	<ul style="list-style-type: none"> • Monitoring, alerting, notifications • Management of servers, virtualization, network, storage, security • Maintenance of external services including payment gateways, domain registrars, SSL certificate authorities

Ingram Micro is a master cloud service provider (mCSP), offering channel partners and professionals access to a global marketplace, expertise, solutions and enablement programs that empower organizations to purchase, provision, manage and invoice cloud technologies with confidence and ease. For more information on Ingram Micro Cloud, please visit IngramMicroCloud.com.

Let's Get Started

Contact Ingram Micro to discuss this cloud services opportunity today. Phone: 1 (800) 705-7057 or email cloud.activation@ingrammicro.com.

