



Ingram Micro Cloud

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Channel Development Ingram Micro Cloud

Cloud. Cool. What About It?



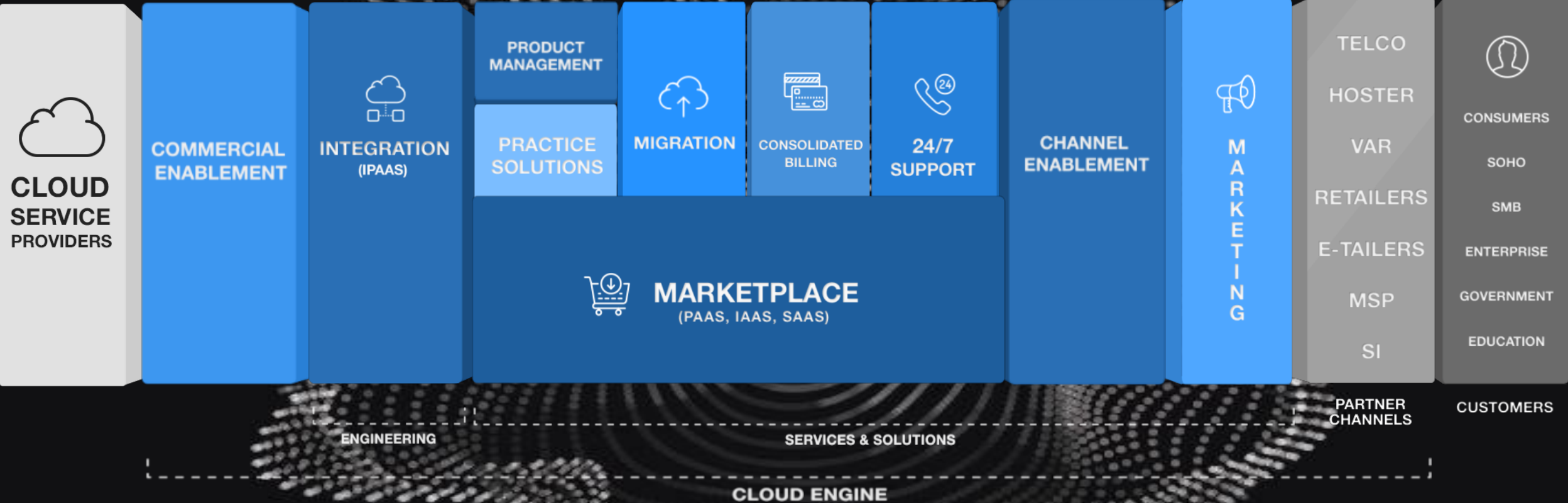
Cloud isn't a Technology change... it's a Business change

- The software selling model has changed → you can like or dislike it but many industry leaders are changing the way software licenses are sold.
- Now the **subscription model** (fee per user and per month) is the model adopted by many software vendors.
- MSP's have to now move from the 1.0 Technology Conversation to the MSP 2.0 Business Solutions conversation across the entire client business
- This is coming with advantages and disadvantages. The main disadvantage is the **increasing number of transactions** required to materialize the business...
- Developing a system that supports, solve and helps to drive those big number of required transactions is the cornerstone.
- We did it ... and the result is impressive... Welcome to the **Ingram Micro Cloud Marketplace**



IN-RAM^{MICRO}

ECOSYSTEM OF CLOUD



SECURITY & QUALITY OF SERVICE



Ingram Micro Cloud's **people, processes and platform** simplify success in the cloud.

A master cloud service provider **(mCSP)**, Ingram Micro offers channel partners and professionals access to a global marketplace, expertise, solutions and enablement programs that empower organizations to configure, provision and manage cloud technologies with confidence and ease.



Global Reach

Ingram Micro has more than 300 facilities around the world and more than 20,000 employees doing business in 170 countries on six continents. Ingram Micro Cloud continually expands its cloud offerings into the company's global footprint, offering partners the opportunity to scale globally, in a quick and cost-effective manner.



Marketplace Platform

The Ingram Micro Cloud Marketplace is an ecosystem of buyers, sellers and solutions that enables partners purchase, provision, manage and invoice a wide range of cloud solutions from a single portal. Ingram Micro's Cloud Marketplace also provides multi-language support and multi-currency functionality.



Processes

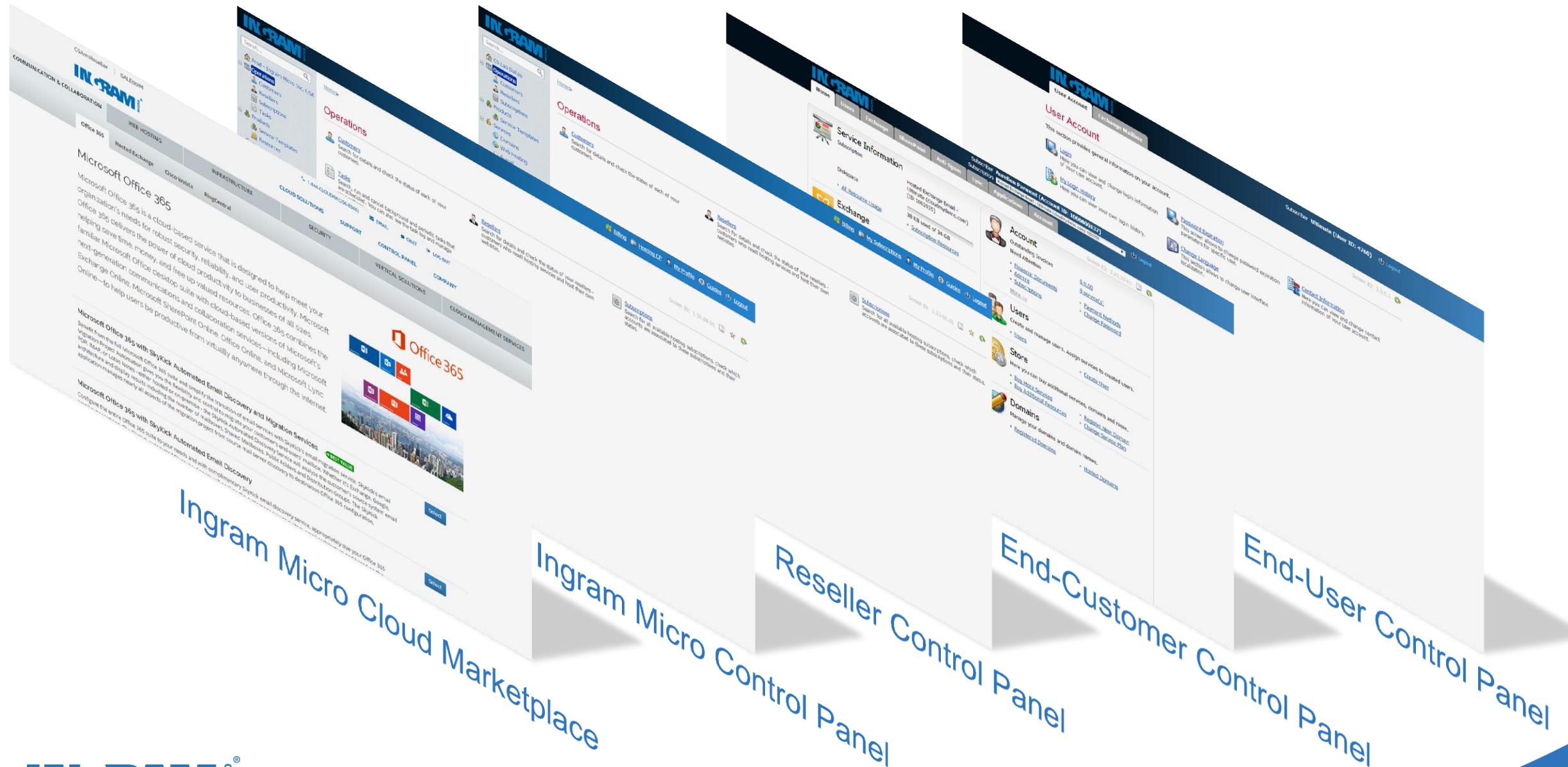
Addressing areas from research and selection to onboarding, management and billing, Ingram Micro provides streamlined processes to simplify your success in the cloud.



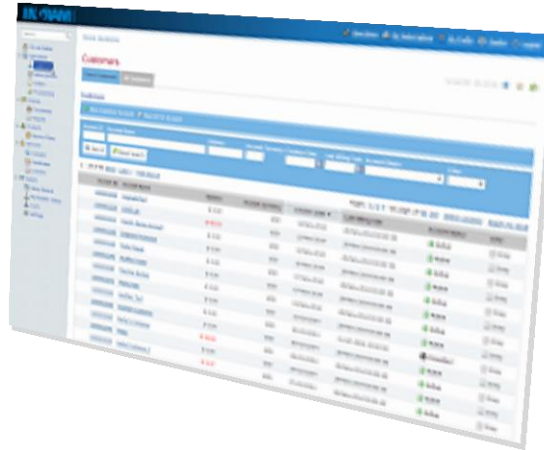
People

Partners can leverage nearly 300 dedicated Ingram Micro Cloud employees who are specialists in global cloud marketing, sales, operations, service delivery and support.

A Multi-Layered Marketplace



Each layer has its own functionalities



Select & Order

View Customer, Orders, Reports, Documents

Manage Subscriptions

Where?

CMP (Cloud Marketplace)

RCP (Reseller Control Panel)

CCP (End-Customer Control Panel)

What?
(Why?)



















































- ☐ Select Service (*easy*)
- ☐ Select Customer (*fast*)
- ☐ Select Up sell (*more \$*)
- ☐ Agree to T&C (*all-in-one*)

- ☐ View Customer(s)
- ☐ View Order(s)
- ☐ Generate Report(s)
- ☐ Download document(s)

- ☐ Create Multiple End Users ...
- ☐ ... for multiple cloud services
- ☐ Deploy CMS (Web Hosting)
- ☐ Stop/Start VM/VPS
- ☐ Buy more services
- ☐ Buy more resources

Providing the Platform for Growth

None ----- > Full

	IMC Marketplace	IMC Cloud Store	OA Essentials	OA Premium	IMC Private Label
Where it is hosted? Who is managing it?	Hosted and managed by IMC	Hosted and managed by IMC	Self hosted, Self managed	Self hosted, self managed	Hosted and managed by IMC
Traditional hosting services			Coming soon		
CSP Services					
Support for 1st Tier CSP providers					
Support for 2nd Tier CSP resellers			Coming soon		
Support for own resellers			Coming soon		
Sell your own professional services					
Available SaaS services	All Marketplace services	All Marketplace services	Fixed # applications	Full APS Catalogue	Full APS Catalogue
Your own domain and payment plugins					
Ability to integrate with external systems					
Requires Linux and system administration skills					
Your own brand					
Professional / Custom Software Development services					
# Account supported	Unlimited	Unlimited	Up to 30,000	Unlimited	Unlimited
How long it takes to deploy and start selling?	Few hours	Two weeks	Few hours	Few month	Few month

Cloud Store



Ingram Micro Cloud Store



Cloud Store Video Overview

Home

Domains

Hosting

Email

Websites

VPS

Ecommerce

Marketing

Reseller

Email Plans

Renew

Upgrade

Mailbox Protection

MS Office

Back UP

Imagine the possibilities

Simple, reliable, powerful web hosting

CHOOSE YOUR PLAN

STARTER

Regular Price \$6.99/month

\$2.95/month*

SELECT

Perfect for a personal website

LIMITED TIME OFFER

BUSINESS

Regular Price \$10.99/month

Ends Today

\$2.95/month*

SELECT

Host an unlimited number of websites

BUSINESS PRO

Regular Price \$21.99/month

\$14.95/month*

SELECT

All the tools that you need to run a successful online business

Web Hosting			
Websites Hosted	2	Unlimited	Unlimited
Disk Space	100GB	Unlimited	Unlimited
Bandwidth	Unlimited¹	Unlimited	Unlimited
Free Domain Registration³	✓	✓	✓
Business Apps & Features			
Email Accounts	100	Unlimited	Unlimited
Free Apps (ie: WordPress, Joomla!, etc.)	200+	200+	200+
Premium Website Builder²			
Premium Website Builder	Starter Edition	Unlimited Edition	Unlimited Edition + Mobile & Facebook Builder
Speed & Performance			
State-of-the-Art Performance Servers & Equipment	✓	✓	✓
Accelerated Speed & Performance	🚀	🚀🚀	🚀🚀🚀



Office 365
Enterprise productivity and collaboration suite for the growing company



Mail Migration Automation
Migrate to Office 365



End User Support
Optional white labeled support for your customers on cloud services



Acronis Backup Cloud
Acronis Backup Cloud is a proven, comprehensive, local and cloud backup and recovery service for service providers. Acronis Backup Cloud backs up data from any source, stores data locally, in the cloud, and lets you recover to any destination and system.



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INFINIT CLOUD Marketplace - Solutions that Drive Your Business



Device Management



Productivity



All Office 365 Products



Design & Project Management



Communication & Collaboration

Odin Automation Essentials

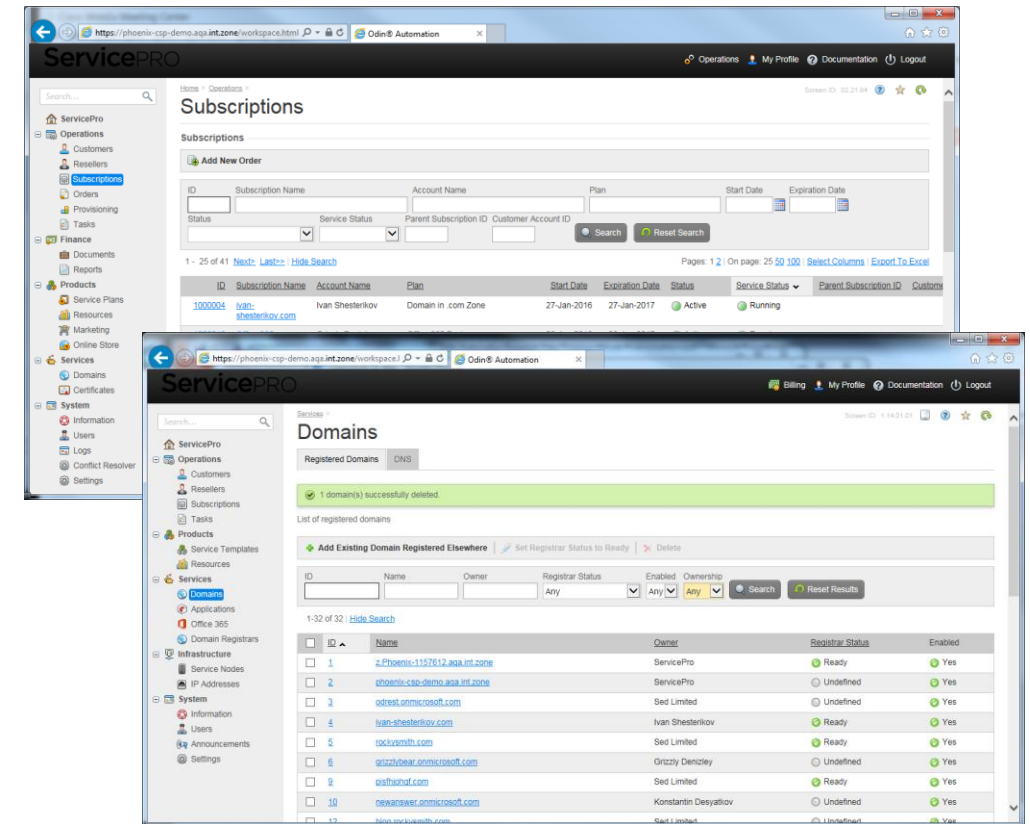


Odin Automation Essentials Core Functionality



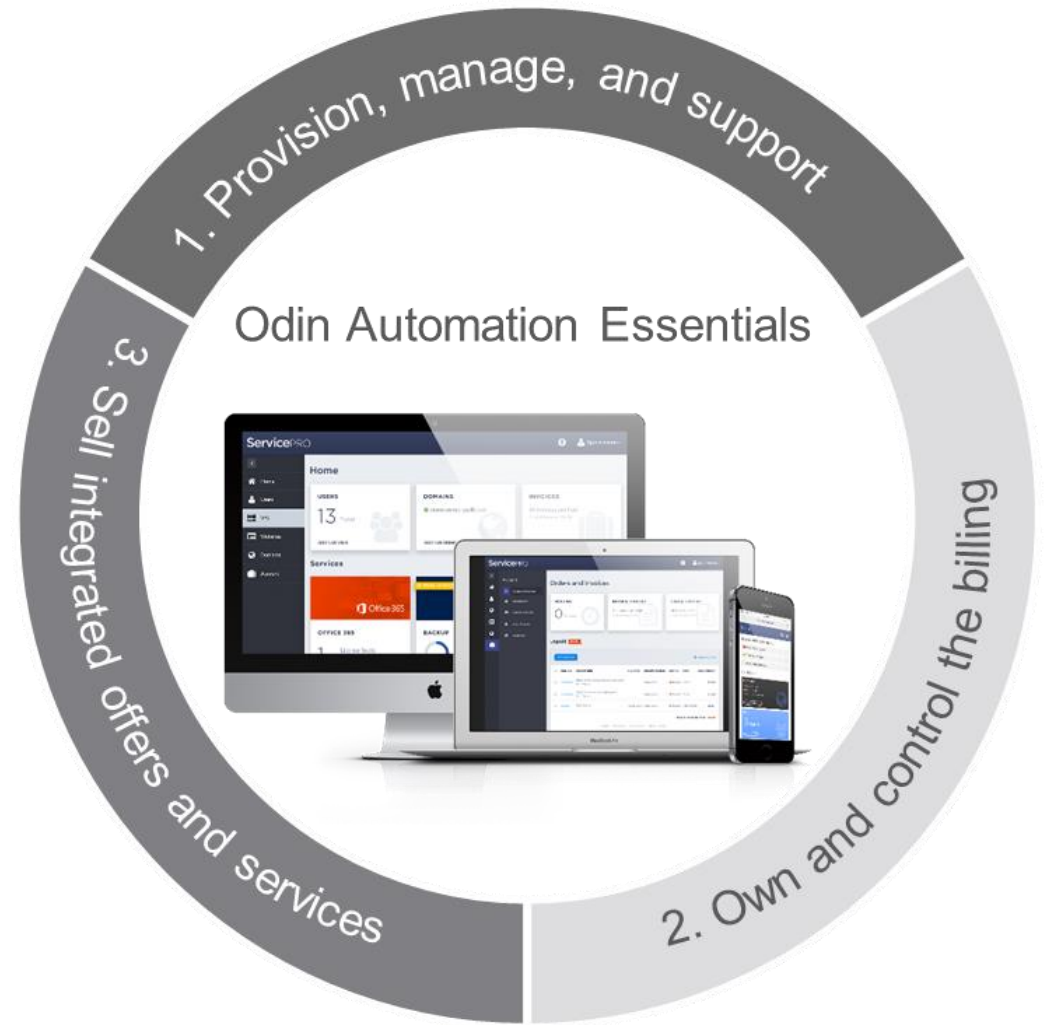
OA Essentials Video Overview

- Centralized cloud and hosting services management
- Service plans, accounts, users, subscriptions
- Domain Registration and DNS hosting
- Available later:
 - White label resellers
 - Migration manager



Odin | Automation Essentials

Cloud Provider Edition
Cloud Reseller Edition
Hosting Provider Edition



IngramMicroCloud

Simplifying Success in the Cloud.

IngramMicroCloud.com.au

