



Ecosystem of Cloud

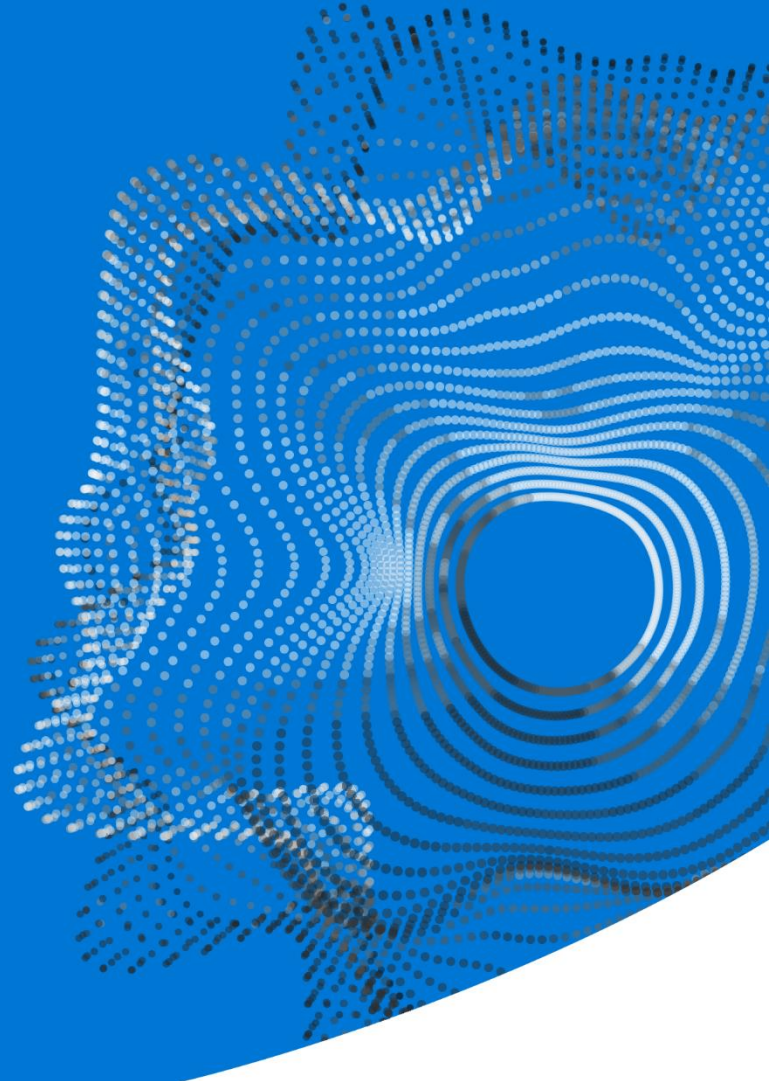
Engineered to Simplify Your Success



Agenda

- Digital Economy: Key IT Trends
- Plugging into the Cloud: The Numbers Speak for Themselves
- Ingram Micro: Going Beyond the Cloud to Simplify Your Success
- Why Ingram Micro? Innovation Backed Up by Reliability
- A Snapshot of Success: Our Customers' Achievements

Digital Economy: Key IT Trends



Digital Economy: Key IT Trends



In 2016: Cloud was ranked #2 of 10 tech priorities by ANZ CIOs



Demand for cloud services is growing by almost 25% per year in Australia



By 2018 at least half of all global IT spending will be on cloud computing

60-70%

By 2020, spending on cloud is set to reach 60-70% of all IT expenditure

Realizing the Opportunity Has Some Challenges...



Selecting the best cloud partners



Lack of cloud expertise



Changing business model



Adhering to Compliance and
legal restrictions



Delivering value to customers



Continue Innovating to
differentiate



Plugging Into the Cloud: The Numbers Speak for Themselves



Resellers that move to the cloud are more profitable, grow faster, and have much higher customer retention



2x growth



1.5x gross profit



1.8x recurring
revenue



10x to 20x higher
valuation

Source: <https://partner.microsoft.com/en-US/cloud-solution-provider>

IDC eBook, sponsored by Microsoft, The Modern Microsoft Partner Series, Part 1: The Booming Cloud Opportunity, 2016



Ingram Micro: Going Beyond the Cloud to Simplify Your Success



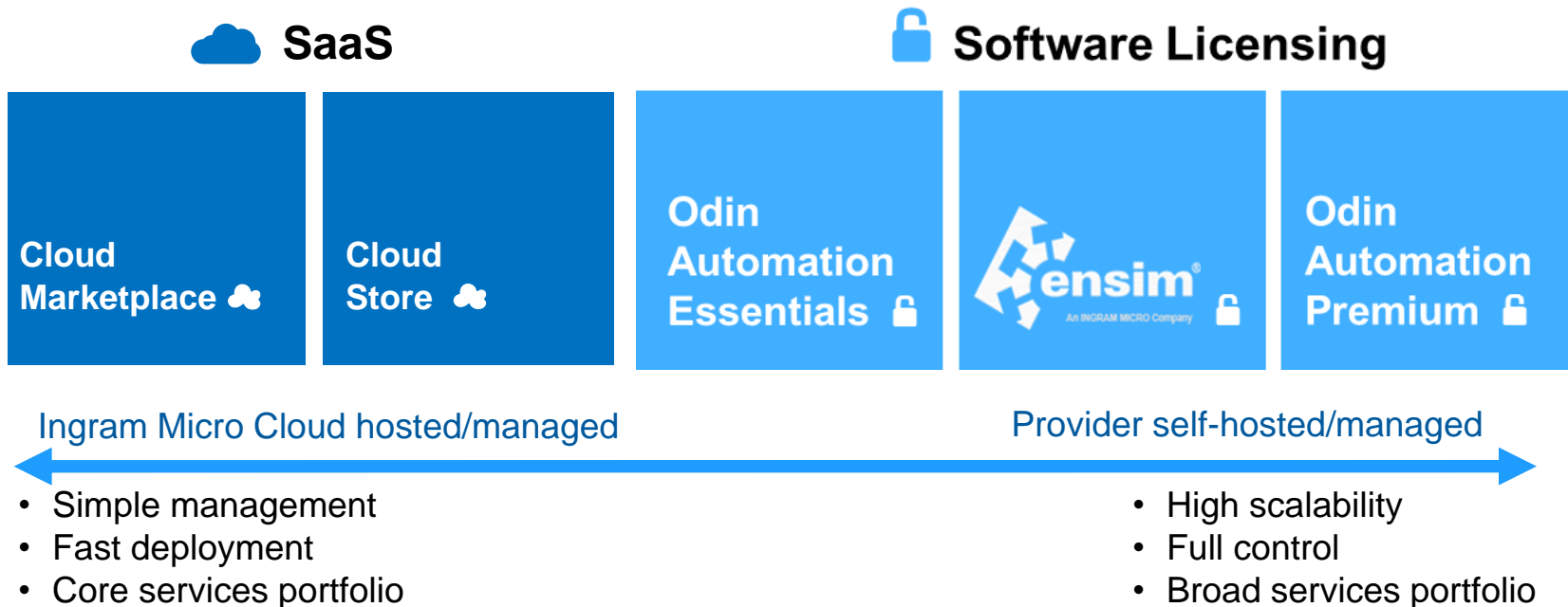
Going Beyond to **Simplify Your Success**

- More than just a channel company, Ingram Micro **is at the forefront** of the global technology marketplace, bringing the latest products and services to market and finding new ways to bring value to its customers.
- Ingram Micro's comprehensive solution offerings reach makes it easy to exceed customer expectations:

We combine the best of traditional distribution with innovation and services that boost bottom-line growth in the cloud and beyond.

Flexible Cloud Platforms

Cloud Delivery Your Way to Accelerate Your Business Growth



Ingram Micro Cloud Marketplace

A single platform for ordering, provisioning, configuring, managing and invoicing a broad portfolio of vetted cloud services



Global Footprint

Global presence with regional Data Centers



Scalability & Performance

Scalability to millions of users with an Uptime Guarantee of 100% on Hosted Services



Many Act As One

Mix and match services that enable seamless compatibility and work as one



Single Console

Granular single window: transactions, subscriptions, users, invoices



Eco-system

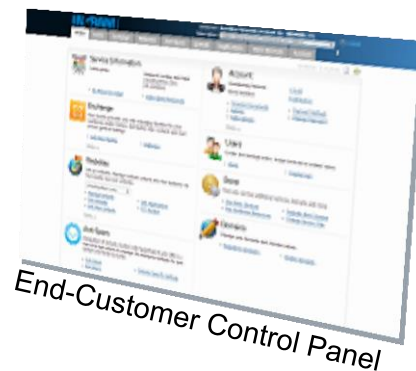
An accelerated eco-system of applications & services



24x7 Support

Level 2 regional technical support in local languages at no cost

Cloud Marketplace Will Transform The Way You Do Business with Efficiency and Scale



- 1 Due diligence with vetted cloud solutions
- 2 Simplified procurement and provisioning
- 3 Automated aggregated invoicing
- 4 Efficient services and customer management
- 5 Excellence in Level 2, 24x7 technical support help desk
- 6 White label cloud ecommerce option

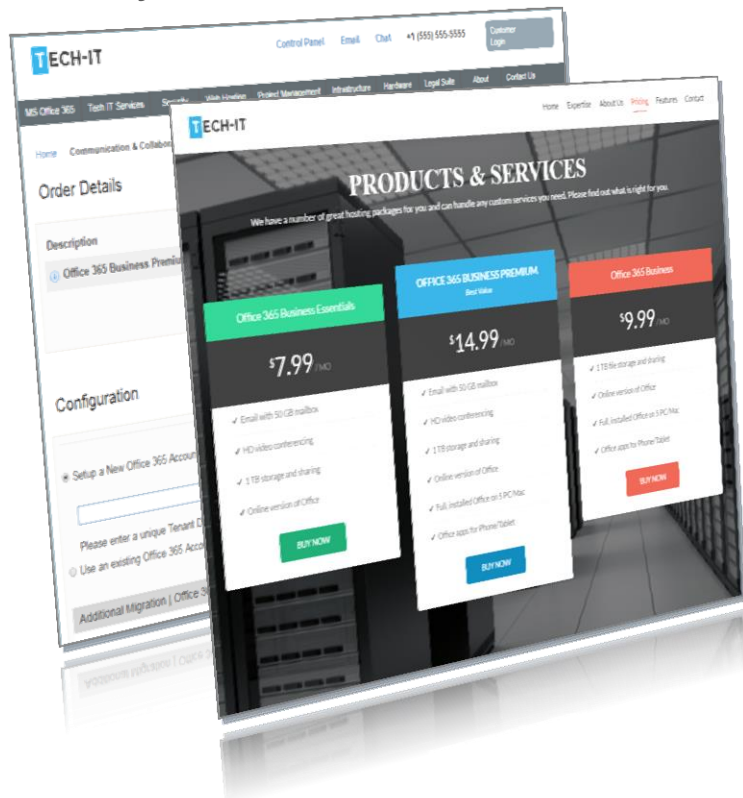
How We Go Beyond to Simplify Your Success...

The Cloud Marketplace

- Reseller Enablement Program
 - Cloud Elevate : Incentives, on demand enablement and In person boot camps and workshops.
- Expertise that unlocks profit
 - Cloud University: Curriculum to bolster your Cloud knowledge
 - Business model transformation
 - Pricing, sales, marketing, and service delivery training
- Services that accelerate growth
 - Cloud Ignite: Level 1 and Level 2 support services for Cloud Marketplace
 - Ingram Micro Service Desk: 24/7 white-labelled customer
 - Cloud Store: your own white-labelled e-commerce store in one week
 - Professional Services: easily migrate your existing customers to the cloud

Ingram Micro Cloud Store

Take your business to the next level.

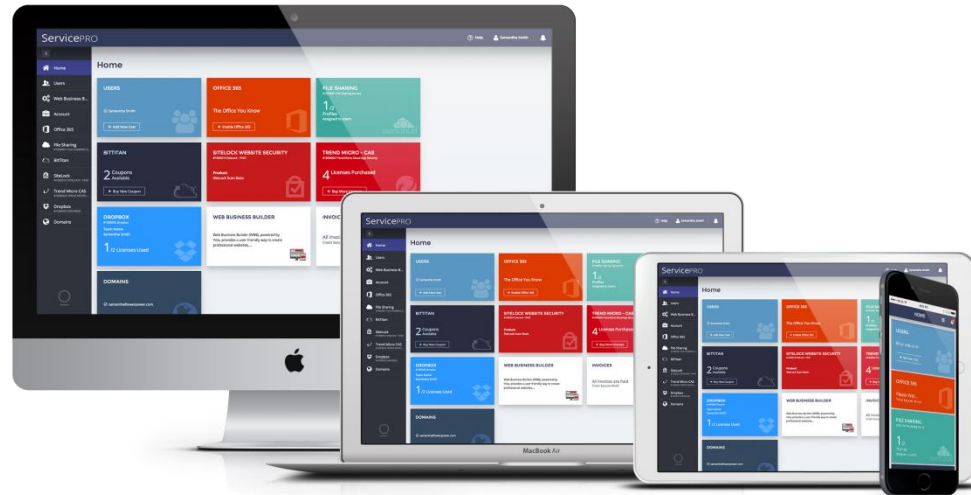


Extend the power of the Ingram Micro Cloud Marketplace to **sell cloud services at your own branded eCommerce storefront**

- Reach new markets and gain the competitive advantage
- Facilitate transition to the cloud
- Grow your business
- Efficiently accept recurring payments
- Increase productivity

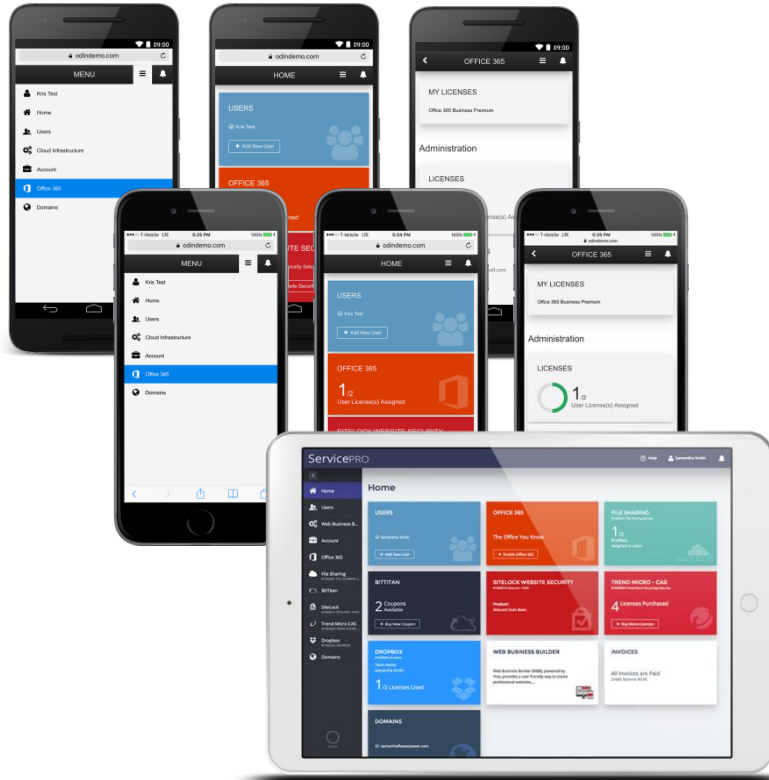
Providing a seamless experience across multiple devices..

- Fully optimized self service and purchase experience



...with a focus on enabling optimized mobile access

Allows customers access wherever they are



- Ingram Micro automation platforms are mobile optimized to bring all functionality, information and all the control available on desktops to mobile devices.
- Empower users to self-serve and order new cloud services from anywhere

*iPhone and iPad supported. Android available in Q4 2016

Accelerate Business Growth with Odin Automation Essentials



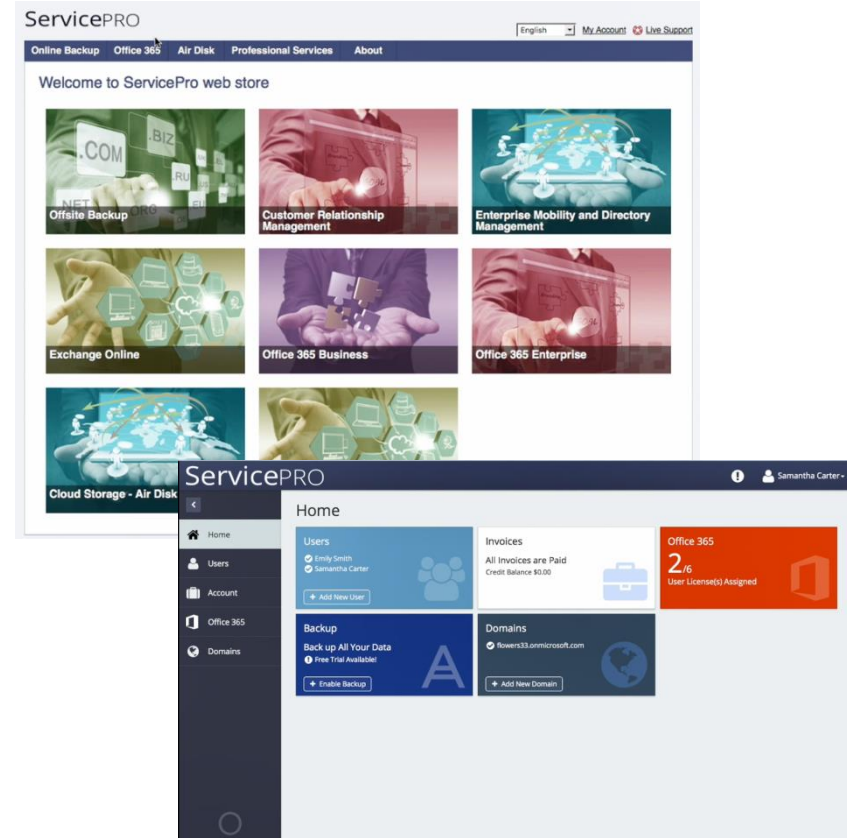
Go-to-market faster



Scale and grow services delivery



Create new revenue opportunity



Comprehensive Services Catalog

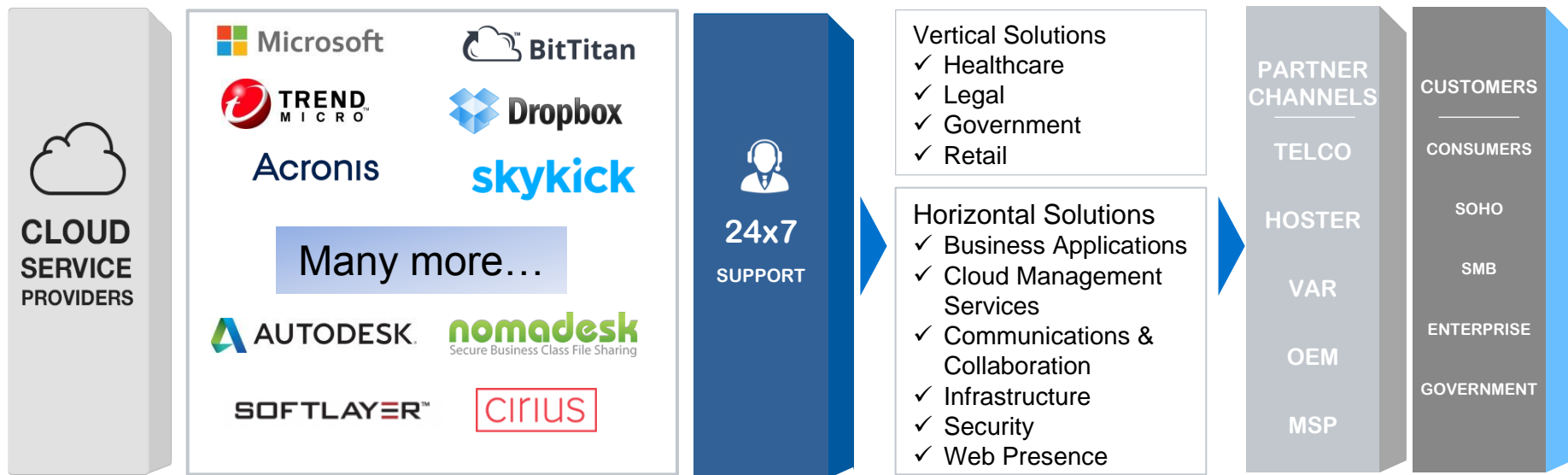
Rollout New Services Rapidly and Maximize Profit

Largest cloud ISV ecosystem in the industry

Partner on-boarding and commercial enablement

Technology integration and APS standard

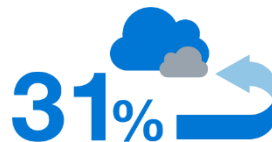
Enables cross-sell/up-sell with your own services



Full Lifecycle Management Across Hardware, Software and Cloud Solutions

2019

By 2019 40% of organisations will employ a hybrid cloud model



31% of organisations doubt they would place the majority of their applications in the cloud

2020

By 2020 30-40% of IT purchasing will still revolve around traditional products and cloud delivery remains dependent on hardware.



Mobility is ranked 3rd among priorities for ANZ CIOs, higher than its 6th place ranking globally.



Why Ingram Micro? Innovation Backed Up by Reliability



How Ingram Micro Helps Transform Your Business

Flexible
Cloud
Platforms

Comprehensive
Services
Catalog

Business
Transformation



Little to No Investment



Start Selling in Minutes



Bundled Solutions



Up-sell & Cross-sell



Enable Customers
to Self Serve



Manage Pricing

Why Ingram Micro? Innovation Backed Up by Reliability



The undisputed and trusted leading technology provider with the highest standards for Quality

Why Ingram Micro?

Innovation Backed Up by Reliability



The world's #1
technology
provider



Working in
160 countries



Ethics of a
Fortune 64
company.



First technology
provider to
launch Cloud
initiative in 2005

...We've Made a Major Commitment

 **\$1.5**
BILLION

4 year Cloud
investment

21

Ingram Micro Cloud
Global Marketplaces

An **Inter-connected
network** built on leading
cloud platforms from
Odin and Ensim

...We've Made a Major Commitment

To provide the Support You Need:

1500

Dedicated
Cloud Experts

400

Sales
Associates

700

Software
Engineers

With a Customised Experience for Each IT Channel and All Business Sizes

200,000

Value-added
Resellers

250

Telcos

10,000

Hosters

We Continue to Make Acquisitions to Strengthen Strategic Capabilities



Web hosting, email and collaboration services



Cloud enablement and onboarding services



Cloud Services and cross-platform solutions



Cloud Services and cross-platform solutions



APS development & UX design



A Snapshot of Success: Our Customers' Achievements



A Snapshot of Success:

- Some of the massive benefits Ingram Micro partners are reporting from working with us...
 - 300% Revenue boost from own IP
 - 36 hours saved on 25 user migration
 - Up to 50% more profit per user migration

Ingram Micro's Ecosystem of Cloud: **Engineered to Simplify Your Success**

- A Universe of Products, Services, Support and Business Enablement across Cloud, Infrastructure, Mobility and Professional Services
- Allowing you to...
 - Streamline and scale
 - Accelerate profitability
 - Achieve supply assurance
 - Reduce back office cost
 - Gain time to add value
 - Reach and satisfy more customers

How We Bring Value

We help customers and vendors **BUILD THEIR BUSINESSES** and be **MORE PROFITABLE**

Understand today's market challenges and offer relevant solutions

Identify and bring new market opportunities to our partners

Enable our partners to focus on their core businesses and leverage our vast capabilities



Ingram Micro Values

Our shared values unite us by providing a common language and set of expectations worldwide.

They shape our behavior and guide our decisions.

All Ingram Micro associates, no matter where they work, aspire to live these values with all partners, every day

Innovation

Accountability

Integrity

Teamwork & Respect

Learning

Social Responsibility

Contact Us

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A big Thank You to all of our Sponsors





Thank you

