



# Ingram Micro Glacier Gazette



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## Glacier Programs/Promotion Update

### Cisco SMB Discount Programs

Take advantage of the current Cisco promotions to receive instant/upfront discounts and competitive targeted discount. For more information visit [www.ingrammicro.com/cisco](http://www.ingrammicro.com/cisco) (programs tab on left)

### Cisco Partner Rewards Program

Earn points for qualified sales of Cisco products and redeem them for the broadest array of rewards ever -- everything from electronics, sports gear, and home and garden gadgets to dream vacations, sports packages and cash. For program details visit [www.cisco.com/go/partner-rewards](http://www.cisco.com/go/partner-rewards)

### New Cisco Resources Available

#### Cisco Product Quick Reference Guides (CPQRG)

Cisco is now offering CPQRG's on the Channel Merchandise site: <http://www.uschannelsmerchandise.com>

#### On Hold Messages for Partners

Cisco is now offering 30 second pre-recorded spots for Partners to utilize in their voice mail on-hold recordings. Recordings include Cisco IPC, Wireless and Security. There is no fee for this service and it is a simple MP3 file download. [www.cisco.com/go/partner-marketing](http://www.cisco.com/go/partner-marketing) (select the "Create Unique Campaigns" tab).

#### Tradeshaw Booth for Partners

Affordable tradeshaw booths to rent or purchase. Please log into the following site to view options and place orders. [http://www.belding.com/cisco/partner\\_booth\\_program/](http://www.belding.com/cisco/partner_booth_program/).

#### New Cisco Partner Logo

The new partner certification logos will be available on Partner Central on Monday, November 27. <http://www.cisco.com/web/partners/market/partner-marks.html>

### Ingram Micro.com Resources

For detailed information on all current Cisco programs and promotions, please visit [www.ingrammicro.com/cisco](http://www.ingrammicro.com/cisco)

## Glacier Events/Training

### Ingram Micro Cisco CSE/CME/Foundation Express Training date and locations:

**CSE Dec 12:** Lake Oswego, OR

**CME Sales Workshop Dec 12:** San Jose, CA

**CME Sales Workshop Dec 13:** Santa Ana, CA

**CME Sales Workshop Dec 14:** Santa Monica, CA

**CSE Dec 19:** San Diego, CA

**CSE: Dec 21:** Waukesha, Wisconsin

To register for any of these locations and for more information, please contact your Ingram Micro regional MDM

### Cisco Interactive Network Webinar Series

Learn how you can access regularly scheduled Web broadcasts, interactive ask-the-expert sessions, online forums, and live exclusive briefing events with Cisco's Interactive Network webinar series. Please visit the Ingram Micro Cisco web store at [www.ingrammicro.com/cisco](http://www.ingrammicro.com/cisco). For more details and to download a calendar of broadcasts, please visit [www.ingrammicro.com/us/0,,13519\\_18002\\_18004\\_15108.00.html](http://www.ingrammicro.com/us/0,,13519_18002_18004_15108.00.html)

### Ingram Micro's Event Calendar

See what events are taking place in your regions. Please frequently check this link, it is updated weekly. [www.calendarwiz.com/imciscoreseller](http://www.calendarwiz.com/imciscoreseller)

## Ingram/Cisco Contacts (MDMs)

### Ingram Market Development Managers

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