

WE KNOW COLLABORATION



Practice Your Cisco Sales Technique at Our Solution Centers

The Ingram Micro Solution Centers have been helping close deals since 2001. That's because they offer everything you need to drive home bigger sales.

State-of-the-art training. Sales and service support. Collaboration with certified Cisco experts. We're even equipped to enable your customers to test drive Cisco products. That's a valuable tool in helping to increase their confidence when making technology purchases.

Take a look at the offerings available through our Solution Centers. And if you want assistance making that large sale, give your end user a hands-on product demo. You'll be on the road to bigger margins in no time.

Available Solutions

Unified Communications and Applications
Digital Media
Security
Data Center and Storage Solutions
Mobility
High Availability Core Solutions
Small Business Solutions
Video Surveillance

Ingram Micro Solution Center Facilities

The Ingram Micro Solution Center has facilities located in New York and California outfitted with the latest in Cisco technology. Dedicated Cisco

engineers include a CCIE and a CCSI. Come in to our data centers or remotely access our resources that are focused to develop sales and technical expertise, and link technology with business opportunity.

Use the Solution Center as an extension of your business. You can increase your productivity and profitability by offering training, seminars, proof-of-concepts and demonstrations.

Partner Benefits

Since our Solution Centers are fully sponsored by participating manufacturer partners, these resources are available to our Ingram Micro solution providers at no cost. Key offerings include:

- Live and remote-access product demonstrations
- Manufacturer-sponsored training for partners and end users
- One-on-one technical briefings
- Proof-of-concepts for current inventory
- Multi-manufacturer environment with integrated solutions
- Partner consultations
- Online training classes
- Partner access to demo equipment and guidance in building a tested solution

Solution Center website: www.im-sc.com

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Take Advantage of the Solution Center Today

Solution Center Hotline

(800) 456-8000, ext. 23340

Solution Center Engineers — (800) 456-8000

Peter Avino — Dedicated Cisco Systems
Engineer, ext. 64383

Michael Mason — Dedicated Cisco Systems
Engineer, ext. 64388

Download a demo-request form today at www.im-sc.com.

Dedicated Ingram Micro Cisco Market Development Team

Let the professionals hand you the keys to increased sales. Contact a member of your Cisco-dedicated Ingram Micro Market Development Team today:

Kelly Nienhuis

Sr. Market Development Manager,
CA, CO, ID, MT, UT, WY, WA, OR,
NM, HI, AZ, NV, AK
(800) 456-8000, ext. 21523
kelly.nienhuis@ingrammicro.com

Joe Gandia

(Market Development Manager,
TX, OK, LA, MS, TN, AR, AL, IA,
MN, NE, ND, SD, WI, MO, KS
(800) 456-8000, ext. 21547
joe.gandia@ingrammicro.com

Michael Collins

Market Development Manager,
IL, IN, MI, OH, KY, DE, MD, WV,
VA, DC, NC, SC, GA, FL
(800) 456-8000, ext. 65084
michael.t.collins@ingrammicro.com

Tracey Fries

Market Development Manager,
NY, PA, NJ, CT, MA, NH, VT, ME, RI
(800) 456-8000, ext. 67117
tracey.fries@ingrammicro.com

Services

Phillip Canard

(800) 456-8000, ext. 65081
phillip.canard@ingrammicro.com

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