

## ***Independent Software Vendors and Ingram Micro***

At Ingram Micro we believe that the key to success when partnering with Independent Software Vendors is to deliver comprehensive business solutions to the marketplace. By leveraging our key relationships with our hardware manufacturers, we can provide broader business opportunities to increase revenues and enable ISVs to focus on developing innovative business applications.

Why Partner with Ingram Micro and our manufacturers:

Ingram Micro Inc. is the world's largest technology distributor and a leading technology sales, marketing and logistics company. As a vital link in the technology value chain, Ingram Micro creates sales and profitability opportunities for vendors (including ISVs) and resellers through unique marketing programs, outsourced logistics services, technical support, financial services and product aggregation and distribution.

Expand your distribution reach by joining the Ingram Micro Services Network and reach net new customers.

### **Join the Ingram Micro ISV Network:**

Join our network and promote your solution to thousands of Ingram Micro solution providers. As a member of the Ingram Micro ISV Network, you will gain access to thousands of our solution providers with:

#### **Partnership:**

- Ingram Micro can recommend certain Solution Providers for your dealer network if needed in specific territories.
- The opportunity to showcase your solution at our Ingram Micro Events.
- Access to the ISV Agency Express for free marketing materials
- Be prominently displayed on our website as our recommended software partners by vertical focus.
- The option to host Ingram Micro Sales and Technical support staff training with certified hardware manufacturers or on your own.

#### **Support**

- Joint Business Plan development with associated sales goals; Ingram Market Development associate can work with ISV, hardware partners and solution providers to structure this plan, can gain end user leads if applicable.
- Access to field sales engagement by Ingram/ Manufacturer on large deals.
- Onsite VAR sales/tech training with hardware and specific software to the deal.

If you would like to become an Ingram Micro Recommended Independent Software Vendor please fill out the online form below. We will contact you shortly after we receive your completed information.

ISV Online Data Form: <http://im.inquisiteasp.com/cgi-bin/qwebcorporate.dll?idx=6EMYHU>