

IMStimulus

Growing your business with government funding opportunities

Historic Opportunity

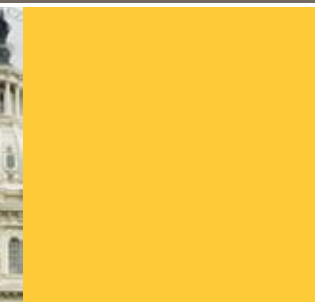
Thanks to the passage of the American Recovery and Investment Act of 2009, commonly known as the Economic Stimulus Bill or ARRA, \$60–\$80 billion in government funding is now available for public-sector technology purchases. To help you take advantage of this historic opportunity, Ingram Micro has created IMStimulus, a complete service program that includes business intelligence, lead generation and comprehensive grant services.

Programs

Because the IT portion of the stimulus package is split approximately 60/40 between appropriated budgets and grants, IMStimulus comprises two parts: IMGrants, which tracks grant opportunities, and a separate tracking program for non-grant opportunities. Between the two, our customers are connected to all available IT stimulus dollars, allowing them to compete for and win a larger share of funds to drive sales in the broadband, education, energy, healthcare, infrastructure and public safety markets.

Exclusive Partnership

Thanks to an exclusive partnership with Grants Office, a nationally recognized source of comprehensive grant-seeking strategies for a variety of public sector organizations, Ingram Micro has the ability to help the reseller consult directly with Grants Office and streamline the grant process.



Sample Solutions by End-User Segment and Funding Range

Education

- School modernization, including computer labs (\$100,000–\$1,000,000+)
- Video surveillance (\$50,000–\$500,000)
- Emergency warning systems (\$10,000–\$500,000)
- Distance learning/video communications (\$250,000–\$1,000,000+)
- Student and teacher data systems (\$100,000–\$250,000)
- Energy-management systems (\$10,000–\$1,000,000+)
- Instructional technology (\$10,000–\$500,000)
- Wireless applications (\$50,000–\$500,000)

Public Safety

- Video and other surveillance systems (\$50,000–\$1,000,000+)
- Police-cruiser camera systems (\$50,000–\$750,000)
- Radio interoperability (\$200,000–\$2,000,000+)
- Wireless network access (\$100,000–\$5,000,000+)
- Criminal history and other databases, data access (\$50,000–\$500,000)
- Video training and communications infrastructure (\$50,000–\$500,000)

Healthcare

- Digital signage (\$50,000–\$250,000)
- Electronic health records systems (\$10,000–\$1,000,000+)
- Tele-health applications (\$100,000–\$1,000,000+)
- Emergency communications systems (\$50,000–\$1,000,000+)

- Health network collaboration (\$50,000–\$10,000,000+)
- E-prescribing systems (\$10,000–\$1,000,000)
- Regional health information exchange applications (\$50,000–\$10,000,000+)

Energy/Utilities

- Energy efficiency (\$10,000–\$1,000,000+)
- Energy visualization (\$10,000–\$500,000)
- Renewable energy generation and management (\$100,000–\$50,000,000+)
- Peak load balancing (\$50,000–\$10,000,000)
- Smart grid applications (\$250,000–\$25,000,000+)

State and Local

- Municipal broadband/wireless (\$100,000–\$50,000,000+)
- Intelligent transportation systems (\$50,000–\$10,000,000)
- Transit management (\$50,000–\$1,000,000)
- Public-housing computer centers (\$50,000–\$500,000)

End-User Segment	Budgets Appropriated	Grants Process
Healthcare	\$17.6 billion	\$3.42 billion
Education	\$8.00 billion	\$4.62 billion
Public Safety	\$2.97 billion	\$2.41 billion
Energy	\$3.50 billion	\$6.6 billion
Infrastructure	\$13.20 billion	\$5.67 billion
Broadband	\$6.30 billion	\$6.02 billion
	Total \$52 billion	Total \$29 billion

IMGrants

Support for IMGrants is provided through Ingram Micro's industry-leading business intelligence group, as well as through our exclusive partnership with the Rochester, N.Y.-based Grants Office, a leader in grants intelligence.

How It Works

Solution providers sign up for the program by purchasing a SKU for each of their sales representatives who will be participating. Ingram Micro generates a scrubbed list of high-potential customers who have purchased from each solution provider in the last year, along with an idea sheet suggesting possible technology solutions for those customers. The list is then sent to Grants Office, which matches each customer with available grants and works with the solution provider to determine how to proceed. Solution providers who go on to win bids and fulfill the purchase orders through Ingram Micro are eligible to receive credit for up to twice the cost of the original program SKU.

Participating solution providers will also receive access to the IMGrants Helpdesk. These grant-development consultants can provide a variety of services to help with the grants process. Some of these services include:

- Conducting basic research for identified partners on a single potential sales concept for a specific Ingram Micro customer (e.g., IP video surveillance for Duluth Public Schools)
- Preparing research reports and/or funding matrices
- Insightful analyses of grant programs
- Grant recommendations rationale
- Points of caution, contingency, and/or disclaimers where needed in order for the subscriber and/or customer to get a clear sense of the program and how it applies to the project at hand
- Attending conference calls with partners and customers
- Motivating customers to apply for identified grants
- Supplying useful feedback on grants written internally by customers that contain Ingram Micro products
- Procuring RFPs, grant contact information, funding histories, web addresses, etc. for specific grant programs when requested by individual partners

Solution providers who join IMGrants will also receive:

- 24/7 access to imgrants.com, which enables users to view up-to-date grant listings. This online knowledge base also allows users to search federal, state and foundation grants, and to create, print and save grant research reports. The user may also view a complete listing of information about selected grants, including grant titles, authority, deadlines, award amounts, eligibility requirements, geographic restrictions, contact information and funding history.
- Access to customer-facing webcasts on current grants topics.
- Consultative conference calls.

IMStimulus is a complete service program that includes business intelligence, lead generation and comprehensive grant services.

Additional IMStimulus Resources

Monthly E-Newsletter — This newsletter features current manufacturer promotions and product spotlights, industry trends and newsworthy topics affecting the healthcare, education and public safety sectors.

IMStimulus Events — IMStimulus will be a featured topic at multiple Ingram Micro events, which will bring together solution providers, manufacturers and industry experts. These events offer networking and partnership opportunities as well as educational presentations that highlight the latest economic stimulus news and trends.

IMStimulus Web Resource Center — Learn the latest IMStimulus and ARRA news, and get updates on manufacturer programs, event information and Ingram Micro services at ingrammicro.com/imstimulus.

IMStimulus Resource Guide — The guide contains detailed ARRA opportunities, and outlines healthcare, education and public safety solutions. Sponsoring manufacturers will feature products that contribute to the total solution.

Ready to Get Started?

The IMStimulus program SKUs are available for purchase by contacting an Ingram Micro sales representative. To learn more about the program, visit ingrammicro.com/imstimulus, or call (800) 456-8000, ext. 77846 or e-mail imstimulus@ingrammicro.com.

