

A REVENUE-DRIVING SERVICE

Business Continuity and Disaster Recovery (BC/DR) Services can help drive revenue for your business. Customers looking to protect their companies and secure their technology environments in the event of disaster are serious about replication and redundancy. They also are eager to expand their existing infrastructures. As a trusted partner, you can provide the BC/DR hardware and engineering services they need to reduce their risks.

Ingram Micro Services Network (IMSN) offers a proven best-in-breed approach that covers every aspect of BC/DR, including:

- Risk assessment
- Business value assessment
- Process and technology mapping
- Tactical business and IT solution design
- BC/DR planning
- Ongoing measures

Grow Your Business. Protect Their Businesses.

Expand your strategic insight into your customers' needs and increase your sales with IMSN's BC/DR Services. As your customers become more aware of the hardware, software, operational and process improvements needed in order to lower their risks, your partnership becomes more crucial and their dependence upon your expertise deepens.

The Power of Partnership

IMSN's BC/DR Services allow you to safely enter into a new service arena that provides high customer value with trusted experts and non-competes built into every engagement.

Partnering with IMSN to deliver BC/DR services gives you a competitive edge over the competition by:

- Providing a strategic, advisory service that crosses the business and IT divide
- Offering deep insight into a customer's needs
- Understanding a customer's core value drivers and the technologies that deliver them
- Increasing hardware and engineering revenue

Ready to Sell. Ready to Succeed.

Fortune 100 companies and SMBs alike have benefited from our BC/DR methodology and services delivered by one of North America's leading organizations. Clients include Caterpillar, Oakley, Pulte Homes, Sun America Financial, Toyota, Triad Financial, TTI and many others.

IMSN's BC/DR Services provide you with:

- Professional scoping and a pre-sales help desk acting on your behalf
- Retention of account control as potential competitors are locked out
- Collateral templates to share with your customers

Step Into the Revenue Stream

Once the engagement starts, you will be seamlessly integrated into the technical mapping and solution design process, so you have the fast track to improved customer visibility while delivering top-notch BC/DR solutions. You can expect an increase in hardware, software and service revenue opportunities immediately following a BC/DR consulting engagement.



Benefits to Your Customers:

- Proven best-practice delivery by BC/DR thought leaders
- BC/DR experts to lower the overall program cost and speed service delivery
- Tools provided to prevent business disruptions
- Protection of their IT investment
- Simple, repeatable, sustainable process for BC/DR provided

Benefits to You:

- Increase profitability with partner-delivered service
- Seamlessly integrate your engineering services
- Instant expansion of your value to the customer
- Improved insight into the customer's needs

Additional Benefits

IMSN's BC/DR Services provide a detailed, holistic approach that builds a rock-solid case for business-continuity and disaster-recovery deployment. Our business-focused risk and value assessments distance the IT department from these requirements, radically quickening capital expenditure-approval speeds.

Business Opportunities

If you'd like to expand your business or geographic reach with Business Continuity and Disaster Recovery (BC/DR) Services, consider partnering with Ingram Micro Services Network (IMSN). You'll be able to provide the installation and support your customers require regardless of your location or available infrastructure. For more information, call (800) 456-8000, ext. 64803, or e-mail imsnservices@ingrammicro.com.