



Ingram Micro Cloud Accelerate Premium Partner Programs

Get More as a Service with Ingram Micro Cloud

We invest on your behalf to prepare you on what's coming next



**Competency
build**



**Strong
commercial
offering**



**Marketing &
Sales
enablement**



**A Team to
support you**

FY20 Accelerate Premium Partner Program

1 Purpose

- Reward and support CSP Indirect Resellers for driving the activation and enablement of customers with Microsoft based Online Services.

2 Eligibility

- Active MPN membership.
- Attain defined MPN competency at Gold or Silver level.
- Onboard to the CSP incentive tool.
- Eligible Partners must have onboarded at Ingram Micro's Cloud Marketplace and Into Ingram Micro's Cloud MW Accelerate Program at least one month prior to Program End June, 30th 2020.
- Ingram Micro requires Delegated admin and/or "Guest User" with appropriate access privilege to earn credit".
- Minimum threshold Net New Billed Revenue 5.000,- EURO (combined over the 3 workloads eq MW, D365 and Azure).

3 Need to know

- Ingram Micro has the right to terminate a partner's contract if they fail to attain any of the milestones within the stipulated time.
- The payment of Ingram Micro Funds to Partner will follow the Milestone payment schedule and is only Eligible when Milestones are achieved.
- Partner will order the services through Ingram Micro's Cloud Marketplace. Ingram Micro will Issue a credit note for the cost of the services after each Milestone. Eligibility for the credit note is that the partner achieves the committed Milestone(s).
- Discounted Support services will be delivered through Ingram Micro's preferred migration partners.

4 Partner Benefits

Benefits	Fundamentals	Develop	Elite
Competency Build	Access to general Trainings, Video's, Webinars, Bootcamps and Cloud Champion, Go-to-Market Hub and Summer School	Exclusive Access to Best-practice Training and hands-on workshop (Level 200/300) On-demand Customized Training	Exclusive Access to On-demand Customized Training
Commercial Offering	Standard Preferential Pricing (Based on volume)	2% Milestone 2 (2) (100% of Total commit) 3 Months	2% Milestone 2 (2) (100% of Total commit) 6 Months
Marketing & Sales Enablement	n.a	Access to MW, Azure and D365 Go-to-Market Funding	Access to MW, Azure and D365 Hero Challenge Program
Elite Partner Treatment	Priority Access to a Cloud Solution specialist w/ Same Business Day Response.	Dedicated Partner Success Manager	High-touch engagements with a Dedicated Partner Success Managers
Support	1 Month for free - 24/7 Partner Care Pro-support for Partners (3) 24/7 Access to Self Service Portal or Collaboration Hub, Unlimited Technical Support	2 Months for free – 24/7 Partner Care Pro-support for Partners (3) Discounted migration and Optimization services (4) through Ingram Micro's preferred migration partners.	3 Months for free – 24/7 Partner Care Pro-support for Partners (3) Direct Access to a Certified Engineer and/or Solution Architect (4)