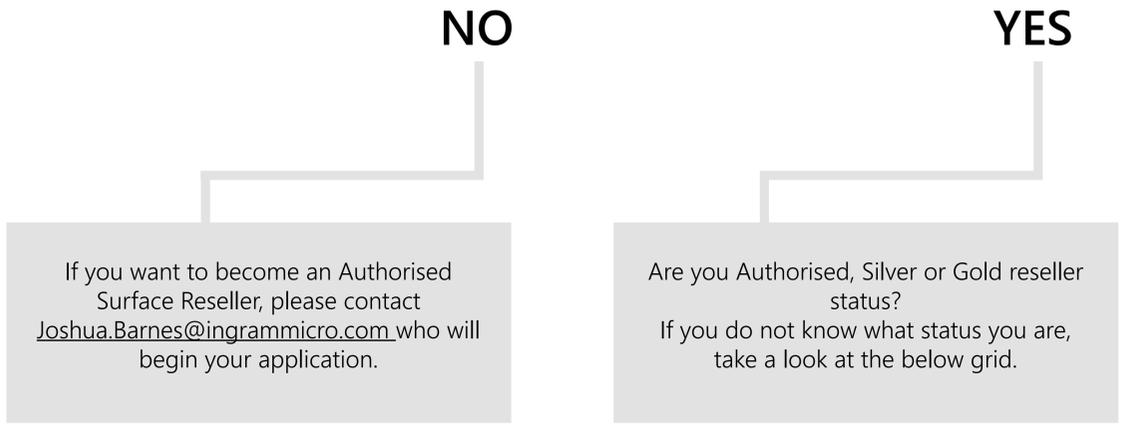


Bring it to the Surface with Ingram Micro.

As a Surface reseller or a potential Surface reseller, Ingram Micro wanted to ensure you feel completely clear and enabled when it comes to selling Surface. The below will guide you through the basics of selling Surface with Ingram Micro and the opportunities.



Now lets begin with the basics... Are you a Authorised Surface Reseller?



Requirements

Review the following requirements in each level

Authorized

To become Authorised you must:

- › Sign the agreement to become a Surface Reseller
- › Contact Joshua.Barnes@Ingrammicro.com

Silver

To achieve Silver status, you must:

- › Meet performance requirement of \$1,000,000 (USD) in Surface revenue over a 12-month period
- › Have two sellers that achieve Master status in the Surface Academy
- › Sign our agreement to be-come a Surface Reseller Pay the competency fee, honoured if the organization already has a competency

Gold

To achieve Gold status, you must:

- › Meet performance requirements of \$2,500,000 (USD) in Surface revenue over a 12-month period
- › Have four sellers that achieve Master status in the Surface Academy
- › Sign our agreement to be-come a Surface Reseller Pay the competency fee, honoured if the organization already has a competency

Why sell more Surface? Surface Partner Competency Benefits.

Benefits	Authorized	Silver	Gold
Receive a set of core benefits as part of your Microsoft Partner Network membership	✓ <small>- Available with Action Pack purchase</small>	✓	✓
Access to Surface Reseller Alliance sales and readiness training	✓	✓	✓
Access to Deal Registration and volume pricing programs	✓	✓	✓
Eligibility for Surface channel incentives	✓	✓ <small>- Eligible for Surface channel Silver incentives*</small>	✓ <small>- Eligible for Surface channel Gold incentives and performance-based incentives*</small>
Placement for Microsoft referrals	✓	✓	✓ <small>- Priority</small>
Access to MDF and event sponsorship	✓	✓	✓ <small>- At local discretion</small>

There are multiple benefits to selling Surface with Ingram Micro.

The basics of selling with Ingram

Once you have become an Authorised Surface reseller, you will be able to access pricing via the following avenues:

0– 25 Units

Please contact Ingram Micro Sales team to support on Bid grid or purchase the devices via. <https://uk-new.ingrammicro.com>.

25-50 Units

To ensure you utilise the Bid Grid discount, please speak to Joshua.Barnes@ingrammicro.com for further information and to find out ways you can save money based on quantity breaks.

50+ Units

For more than 50 devices, please contact Joshua.Barnes@ingrammicro.com to discuss a Deal Registration. Josh will work with you on best pricing, options and accessories.

Enablement with Ingram Micro

Ingram Micro offers their resellers different avenues of purchasing devices, a vast array of lifecycle services to compliment the sale and additional programs to help win bigger deals.

Try and Buy Ingram Micro

With the Surface Family, we offer a 45 day period to try the devices within your custom-ers organisation. We will ensure all devices are fully deployed immediately onto their network and provide Microsoft evangelists to ensure that their work force get the most out of the devices. If they are happy with their devices, they keep them!

Surface as a Service

Utilising Ingram Micro's business services and Microsoft's portfolio of Hardware, Options and Software we have created this offering for you to support your customers make the transformation to digital with ease. Offering a financing option.

Marketing as a Service.

Working with our marketing agency, we have the capabilities to support any marketing requirements, specifically Surface related. We have Microsoft Sur-face marketing packages that can be used and rebranded as your own. Please see here. <http://www.ingrammicro.com>

Don't forget ...

If you have any additional questions or requirements, please contact the Ingram Micro Surface team Surface@ingrammicro.com