



Enable your success
in digital and IoT services

Simplify your digital transformation with confidence, speed and agility

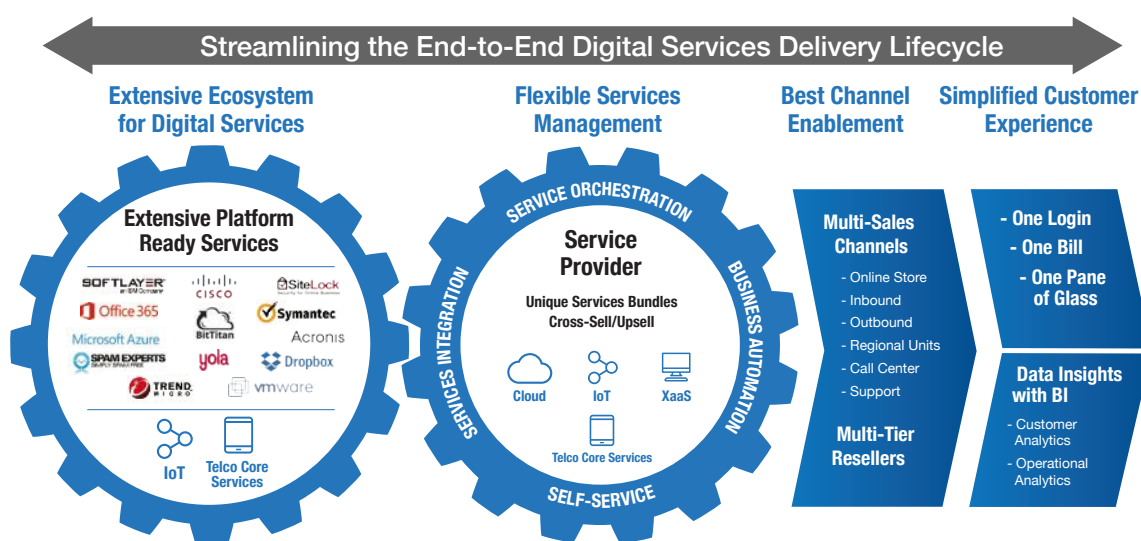
Turn disruptive challenges into opportunities

The telecommunications industry is in the midst of massive transformation and over the next five years, it will evolve even more dramatically. The impact of Internet of Things (IoT) and digital transformation is tangible as it continues to transform the core businesses of service providers by providing unprecedented challenges and opportunities.

According to IDC, worldwide spending on digital transformation initiatives will reach \$2.1 trillion in 2019, almost 60% more compared to 2016¹. If telco service providers are to be successful in turning these disruptive challenges into opportunities, they must streamline their value chain with digital services while enabling the right operating model to implement and govern the digital transformation.

Power your success with the next generation digital and cloud services platform

Ingram Micro Cloud empowers telco service providers worldwide to monetize and manage the entire lifecycle of digital services delivery – cloud, Internet of Things (IoT), XaaS (Everything as a Service), infrastructure and more – by simplifying digital transformation. Our platforms and ecosystem are designed to get your new services up and running quickly, deliver bundled services to solve real-world business problems, create upsell and cross-sell opportunities, and help manage your customers' solutions more efficiently. By partnering with Ingram Micro Cloud, you can maximize the power of cloud as a foundational platform to run and drive a whole new way of doing business.



¹ Worldwide Digital Transformation Spending Guide, IDC, January 2016.



With the new release of Odin Automation Premium, the next generation digital and cloud services platform, Ingram Micro Cloud empowers you to automate every aspect of cloud, IoT and XaaS services delivery management, including service orchestration and subscription management, cloud marketplace enablement, billing automation and reseller management – all on your own terms.

Using a single platform, you can rapidly bring new digital services to the market and easily expand your business by leveraging the most complete ecosystem of hundreds of platform-ready services and open APIs. This enables you to sell integrated cloud solutions across multiple sales channels – online marketplace, multi-tier resellers, direct or inbound sales teams and more.

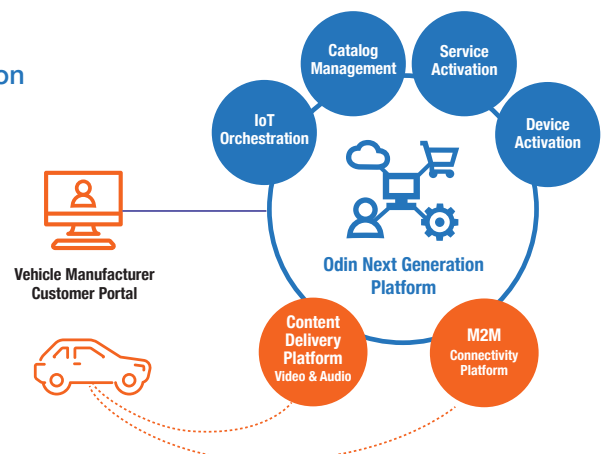
Key use cases and best practices

- Digital telco transformation strategy consulting
- Subscription and catalog management for IoT, digital and telco core services
- Business automation design and platform deployment for XaaS delivery
- Digital user experience, omni-sales channels and multi-reseller channel enablement

Enable your success in IoT and digital services with Ingram Micro Cloud

Empowering a connected car digital solution for a top European telco customer

- End-to-end subscription and catalog management for IoT with telco's core digital services
- Rapid onboarding of new digital services
- Streamlined customer experience across IoT, cloud and telco's core services
- Advanced pricing and billing



To learn more, visit IngramMicroCloud.com/odin-next-gen

Why Ingram Micro Cloud?

- Platform** – Ingram Micro Cloud offers the most comprehensive platforms for all types of customers, from telco service providers to resellers and enterprises. This makes it easy for you to pick the right platform to deliver cloud and digital services your way.
- Ecosystem** – By tapping into Ingram Micro Cloud's comprehensive ecosystem, you can immediately access the industry's leading vendors, delivery platforms, integration services and programs to rapidly expand your ecosystem.
- Industry Expertise** – Ingram Micro Cloud helps streamline your digital transformation journey by leveraging our proven strategy consulting and platform deployment services. We also offer telco service providers a world-class portfolio, tools, templates and business transformation resources to assist in developing key strategies, channel enablement, and marketing and sales activities.
- Global Reach** – Ingram Micro has more than 300 facilities around the world and more than 30,000 employees doing business in 160 countries on six continents. By continually expanding its cloud offerings, Ingram Micro Cloud provides partners the opportunity to scale globally in a quick, cost-effective manner.

Trusted by industry-leading service providers






















About Ingram Micro Cloud

At Ingram Micro Cloud™, we help service providers and resellers transform their business so they get up and running with cloud in minutes, with little to no investment. We offer security, business applications, cloud services, communication & collaboration and infrastructure solutions to help our clients monetize and manage the entire lifecycle of cloud services, infrastructure and IoT subscriptions.

To learn more, visit IngramMicroCloud.com.