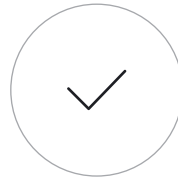


Microsoft Data & AI – Grundlagen

**Herzlich Willkommen
Start ab 09:00 Uhr**



Setting the stage



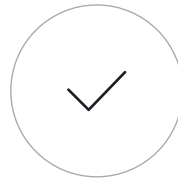
Aufzeichnung

Das Webinar wird nicht aufgezeichnet



Fragen

Fragen können gerne direkt platziert werden



Feedback

Feedback ist definitiv erwünscht. Sollten Informationen fehlen oder sehen Sie Verbesserungspotenzial, dann teilen Sie uns das bitte mit.

June 18th, 2024

Agenda

Intro / Begrüssung / Ziele

Challenges

Übersicht Toolbox Data & AI

Demo

Informationen und Kontakt

Introduction of Ingram Micro

Proprietary information of Ingram Micro — Do not distribute or duplicate without Ingram Micro's express written permission.



INGRAM
MICRO



We are the Business Behind the World's Brands

With the ability to serve nearly 90%
of the world's population.

Ingram Micro: Scale, Expertise, Innovation

Business Behind the World's Leading Brands

A Leader in Technology Distribution

 Ships
1.25 BN+
Units / Year

 Ability to Serve Nearly
90%
Of the Global Population

 Supporting Circular Economy Through Global IT Asset Disposal (ITAD) and Reverse Logistics and Repairs (RLR) Capabilities

Significant Global Scale and Reach

 **\$50.8 BN**
2022 Net Sales

 **61**
Countries are part of our operations

 **134**
Logistics and Service Centers

 **>26K**
Full-time Associates

Diverse Portfolio of Customers and Vendors

 **160K+**
Customers

 **1,500+**
Vendor Partners

 **1,000+**
ITAD and RLR Customers

Track Record of Digital Innovation

 **40+**
Acquisitions Worth \$2BN Since 2012

 **37M+**
Software Seats Managed On CloudBlue Platform

 Flexible Subscription Engine Introduced in 2021



VISION

To enable customers and partners to win in the digital economy, by providing:



**ACCESS TO AN
INFINITE
ECOSYSTEM**



**PROVEN GO-TO-
MARKET SERVICES**



**A HYPERSCALE
DIGITAL PLATFORM**

Gain instant access to and begin selling category leading cloud products



Backup & Disaster Recovery

Protect data by having a comprehensive backup and disaster recovery plan.



Business Applications

Streamline business processes improve organizational workflows and efficiencies, and drive project deliverables.



Cloud Enablement Services

Deliver timely, responsive and effective global customer support, technical development and user adoption.



Communications & Collaboration

Empower teams to work together more effectively and securely while removing geographic limitations.



Digital Marketing

Drive online traffic to connect with customers at the right place and the right time.



Industry Solutions

Provide industry-specific cloud solutions that address technology and compliance requirements.



Infrastructure

Increase business agility to reduce costs, risk and resource demands while delivering revenue efficiency



Security

Safeguard sensitive data, ensure business continuity, achieve compliance, and protect critical business systems.

CMP

Ingram Micro Cloud Marketplace

Machen Sie Ihr Business skalierbar
und reaktionsfähig für verschiedenste
Marktveränderungen.



Vollständig automatisierte E-Commerce-Plattform



Go-to-Market-Automatisierung



Umfassendes Partnerportal



Kundenschnittstelle mit Ihrem Branding



Reporting und Analysen



Kostenloser, regionsspezifischer Support rund um die Uhr

Azure Learning Path



*als Aufzeichnung in deutscher Sprache für Partner des Cloud Star Partner Programms kostenlos verfügbar

Ziele des Webinars

Proprietary information of Ingram Micro — Do not distribute or duplicate without Ingram Micro's express written permission.



INGRAM MICRO[®]

For every \$1 a company invests in AI, it
is realizing an average return of

\$3.50

14 months

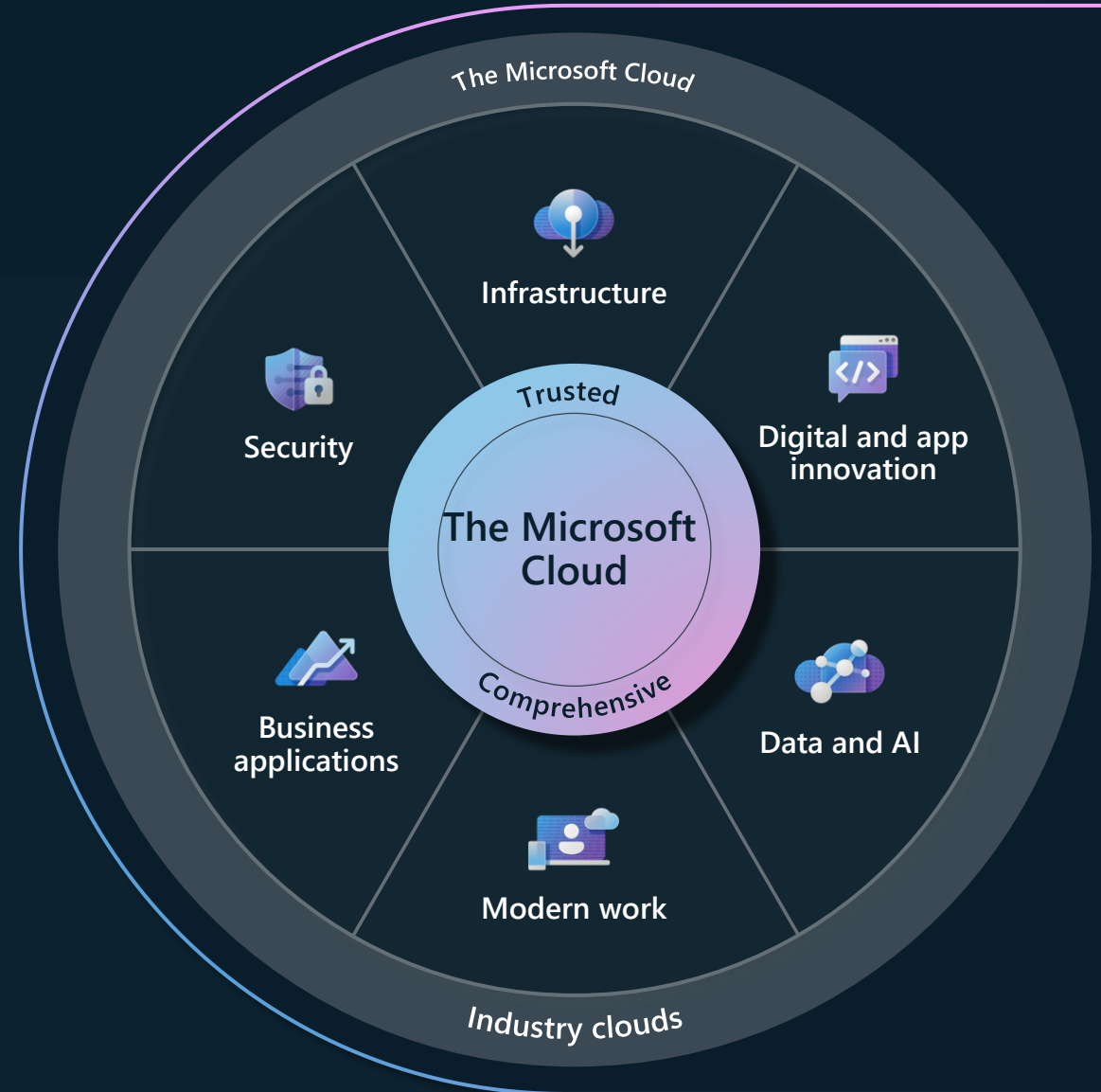
Average time it takes for organizations to
realize a return on their AI investment

Enabling AI transformation

Unlock productivity across your business with Microsoft Copilot.

Build your AI capability with an open AI platform

Co-innovate with trust and safeguard your business.



Ziele / Scope

01

Überblick

der grundlegenden
Aspekte von AI

02

Weiterbildung

Anknüpfungspunkte um
das bereit gestellte
Wissen später zu
erweitern

03

Hilfe

Bei der Umsetzung von
Data & AI - Projekten

04

Feedback

Und Möglichkeiten das
aktuelle Angebot von
Ingram Micro zu
verändern

A hiker with a large backpack stands on a rocky cliff, looking out over a vast, misty landscape. The hiker is wearing an orange jacket and blue jeans. The landscape is filled with clouds and distant mountains. A large, white, curved shape is overlaid on the right side of the image.

Data & AI

Trainings und Events

Proprietary information of Ingram Micro — Do not distribute or duplicate without Ingram Micro's express written permission.

INGRAM
MICRO[®]



Cloud Champion

Ingram MicroDeutschlandTrainingsRessourcenIncentives für PartnerSucheProfil



Willkommen Andreas

Ihre Lernpfade rund um Microsoft-Technologien

Wählen Sie aus den untenstehenden Feldern ein Thema das sie besonders interessiert, und folgen Sie den Lernpfaden, um über alle Technologien und Neuerungen informiert zu bleiben. Nach dem Abschluss erhalten Sie einen Badge zum Vorzeigen Ihres Fortschritts



AZURE

[ZUGREIFEN](#)



MICROSOFT 365

[ZUGREIFEN](#)



DYNAMICS 365

[ZUGREIFEN](#)



SURFACE

[ZUGREIFEN](#)



TOP 10

[ZUGREIFEN](#)





THE MOOD™

BUILD YOUR BUSINESS OFFER

Was ist MOOD™?

Haben Sie schon einmal darüber nachgedacht, Ihr Geschäft zu entwickeln? Dann ist 'The Mood' definitiv der Ort, an dem Sie sein wollen.

[ZUM ANGEBOT](#)

AWS Skill Builder (incl AWS GenAI)

The screenshot shows the AWS Skill Builder website. At the top, the AWS logo and 'training and certification' text are on the left, and a 'DEUTSCH' language selector is on the right. Below this is a dark navigation bar with 'Startseite' and several menu items: 'KURS- UND LERNPLÄNE', 'ABONNEMENTS', 'CLASSROOM TRAINING', 'AWS CERTIFICATION', and 'AWS PARTNER TRAINING'. The main header area has a dark teal background with the text 'AWS Skill Builder' and 'Ihr Lernzentrum zum Aufbau gefragter Cloud-Kenntnisse'. Below the header is a search bar with a 'FILTER' icon, a search input field containing 'Suchen', and a 'NEU ZU ALT' dropdown. The 'Featured content' section follows, with a subtitle 'Browse through the most popular courses offered in AWS Skill Builder'. It displays six course cards. Each card includes an icon, a title, 'KOSTENLOS', duration, a 5.0 star rating, and a 'Digitale Schulung' tag. The last card is a 'Lernplan' (Learning Plan) for the Solutions Architect certification. Below this is the 'Featured subscription content' section, with the subtitle 'Get the most out of your AWS Skill Builder subscription with these training offerings available only with the subscription.' It shows a row of five subscription content cards, including 'Industry Quest'.

aws training and certification

DEUTSCH

Startseite

KURS- UND LERNPLÄNE ABONNEMENTS CLASSROOM TRAINING AWS CERTIFICATION AWS PARTNER TRAINING

AWS Skill Builder

Ihr Lernzentrum zum Aufbau gefragter Cloud-Kenntnisse

FILTER Suchen

NEU ZU ALT

Featured content

Browse through the most popular courses offered in AWS Skill Builder

1/2 < >

Getting Started with Amazon Comprehend	Amazon EC2 Observability, Monitoring, and Troubleshooting	Building Event-Driven Applications With Amazon EventBridge	Getting Started with Amazon QuickSight	Exam Prep: AWS Certified Solutions Architect - Associate (SAA-C03)	Solutions Architect Learning Plan - Earn a Learning Badge
KOSTENLOS	KOSTENLOS	KOSTENLOS	KOSTENLOS	KOSTENLOS	KOSTENLOS
EN 1h 30m	EN 2h 00m	EN 2h 00m	EN 1h 00m	EN 4h 30m	Kurse 62h 48m
★ 5.0	★ 5.0	★ 5.0	★ 5.0	★ 5.0	
Digitale Schulung	Digitale Schulung	Digitale Schulung	Digitale Schulung	Digitale Schulung	Lernplan

Featured subscription content

Get the most out of your AWS Skill Builder subscription with these training offerings available only with the subscription.

1/2 < >

Industry Quest

PLURALSIGHT

 PLURALSIGHT

PluralsightSkillsFlowBlogSign in

 SKILLS

Why Skills?CoursesView plansFor individuals

SearchContact SalesTry for free

Upskilling & reskilling

Cloud transformation

Tech fluency

Engineering onboarding

Software delivery

Agile transformation

Talent mobility

Distributed & remote teams

Opportunity Academies

Informationen und Kontakt

Proprietary information of Ingram Micro — Do not distribute or duplicate without Ingram Micro's express written permission.



INGRAM MICRO[®]

EMEA

Cloud Solutions EMEA CoE

Services Coverage

Consulting: Mon to Fri, 08:00 to 18:00 GMT

Migration Factory: 24/7/365

Managed Services: 24/7/365



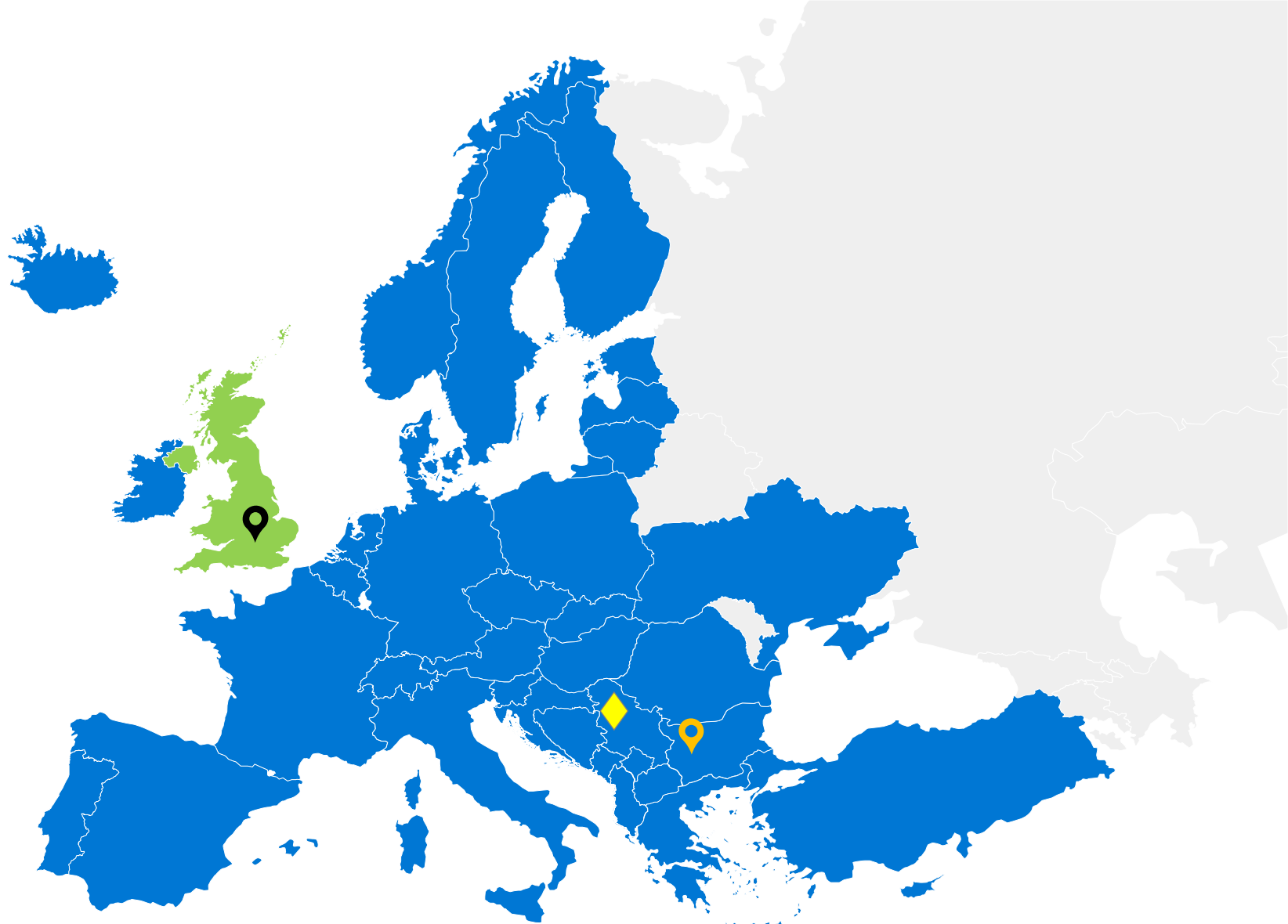
● On-Site/Remote Coverage

● Remote Coverage

📍 Consulting Delivery Centre

📍 Remote Service Centre

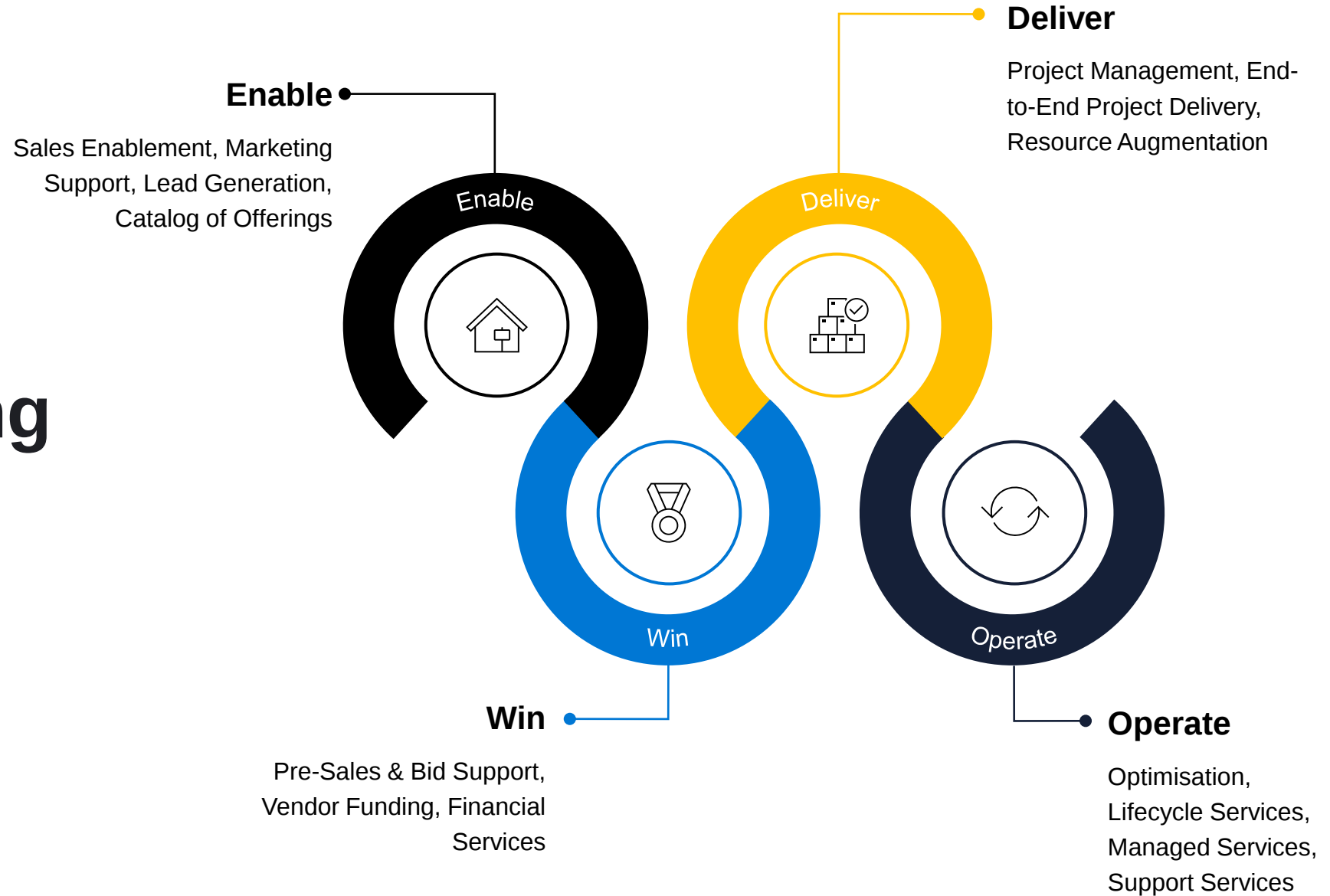
◆ Shared Service Centre



Partner Enablement

Supercharging our Partners

Enabling our partners to achieve more by harnessing our end-to-end capabilities, offerings, and scale, when and where needed



Managed Services

24/7 Managed Services

Outsourced Managed Services to monitor, manage and optimise IT infrastructure, freeing up valuable internal IT resources to focus on strategic IT projects

Remote

UK/EMEA



now™

Logic
Monitor

- Dual located – Northwich, UK and Sofia, Bulgaria
- English, French and German speaking
- Modular-based, ITIL-aligned managed service offerings
- 24x7x365 service coverage
- Multi-vendor/multi-technology expertise
- Proactive and responsive management of IT systems
- Vendor-backed support

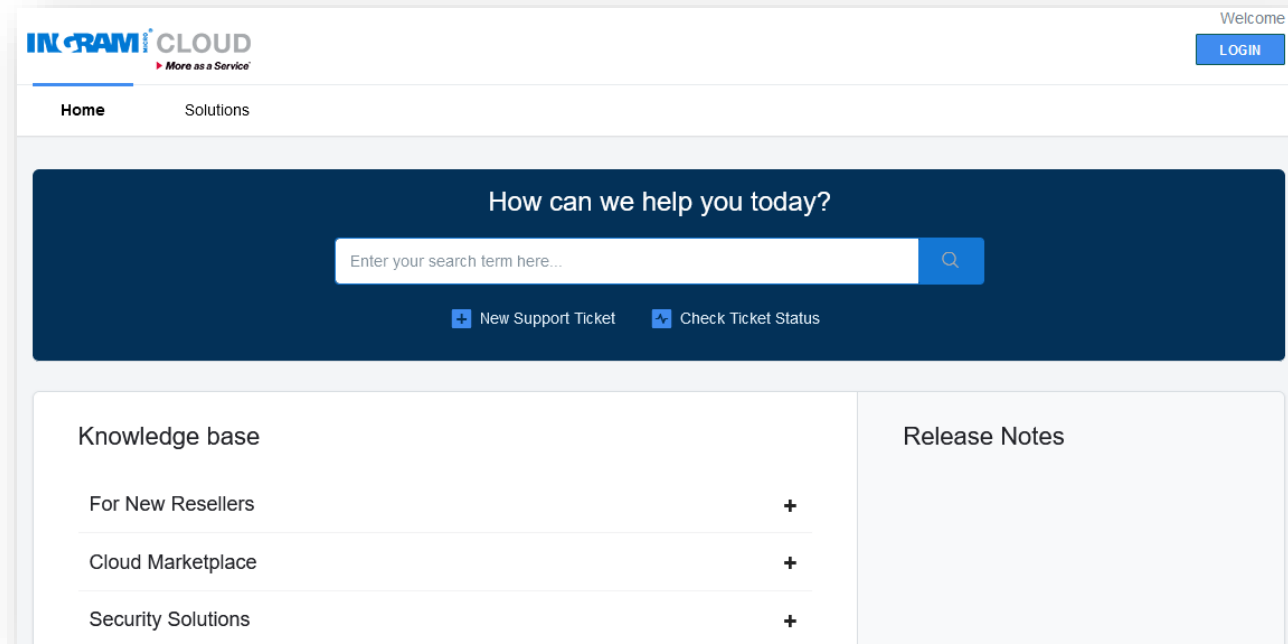
¹Available languages subject to skill requirement and resource availability

1. The partner should have suitable skilled Azure technical resources
2. The partner should not have an existing Azure Advanced Specialization
3. The partner should be looking to develop towards achieving their own Azure Advanced Specialization

Delivery Responsibility Matrix

		Governance	Assess	Prepare	Migrate/Optimize
Partner Maturity ↑	Tier 4 Expert service capability, Azure specialized	Indirect Reseller	Indirect Reseller	Indirect Reseller	Indirect Reseller
	Tier 3 Strong service capability, not specialized	INGRAM MICRO	Indirect Reseller	Indirect Reseller	Indirect Reseller
	Tier 2 Service capable, not specialized	INGRAM MICRO	INGRAM MICRO Indirect Reseller	INGRAM MICRO Indirect Reseller	INGRAM MICRO Indirect Reseller
	Tier 1 Depends largely on Ingram for delivery	INGRAM MICRO	INGRAM MICRO	INGRAM MICRO	INGRAM MICRO

Tech-Support



- 0800 555 902 (Sev. A, 7/24)
- Kb.cloud.im (Sev. B, C, 5/12)
- Imcloudservicedesk.de@cloud.im
- VIP-Support auf Anfrage
- Cloud Star Program

Kommunikation



regulär

Reguläre Informationen verpacken wir ab sofort auf Kundenwunsch in wöchentliche Newsletter



Mission critical

Geschäftskritische Informationen entweder per Mail oder im Teams-Channel zur Verfügung gestellt



Public

Alle reguläre Announcements erfolgen neu über die Hauptseite von Ingram Micro via LinkedIn

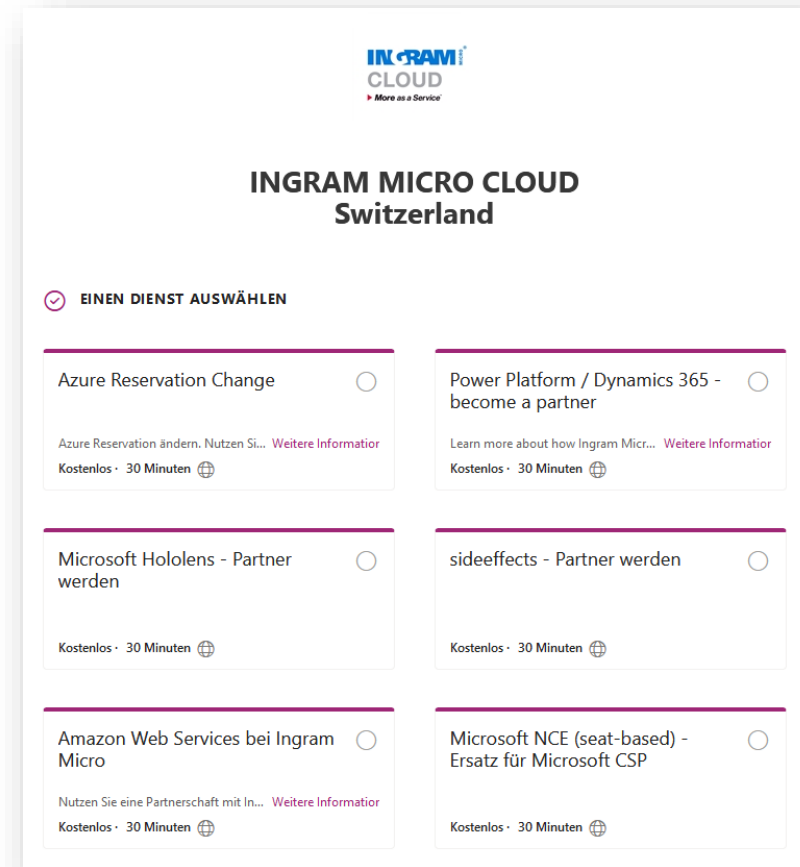


Partners only

Partners only Inhalte werden zukünftig via Microsoft Teams-Channel geteilt.

Get started today

Link



A hiker with a large backpack stands on a rocky cliff, looking out over a vast landscape of clouds and distant mountains. The scene is captured in a cinematic style with soft lighting. A large, white, semi-circular graphic element is positioned in the upper right, partially obscuring the background image.

Thanks!

Ingram Micro