

May 2015



Focus on VMware's Powerplays

Exclusive Ingram Micro Incentives

MORE
than expected

May Madness Promotions While Supplies Last! – Only From Ingram Micro!



Now Through May 31st, 2015: Take advantage of these bonus offers while increasing your profit margins with rebates and incentives.

Ingram Micro wants to send you to VMworld!

VMworld Bonus: Earn one (1) voucher for closing a new opportunity over \$500k and two (2) for a new opportunity over \$1M!

*Qualifying PO cost of license only.

Promo One: Purchase \$10,000 in VMware Power Play New or Upgrade Licenses.

Earn ~~\$500~~ **\$1000** back-end Ingram Micro credit per transaction (\$2,000 max payout per partner).

Eligible Power Play Solutions: [View VMware Partner Reward Quarterly Updates](#)^{674K}, PDF

- **vSphere with Operations Management (vSOM)**
 - Earn an additional 10% discount on vSphere with Operations Management sales with Advantage+ Product Accelerators.
- **Virtual SAN (VSAN)**
 - Earn an additional 10% discount on Virtual SAN with Advantage+ Product Accelerators.
- **vCloud Air Disaster Recovery as a Service (DRaaS)**
 - Earn an additional 10% discount for hybrid cloud partners with Solutions Rewards.

Promo Two: Close an opportunity greater than \$250,000 of new VMware license sales,* and receive a free ~~VSAN Deploy & Manage Class~~ **class of your choice!**

*Qualifying PO cost of license only (\$10,000 for Promo One, \$250,000 for Promo Two).

Terms and Conditions

- Promotion valid 5/12-5/31st.
- Offer valid while supplies last; order must bill by **May 31st, 2015 for bonus offers.**
- Funds and passes will be awarded within 30 days via credit memo.
- VMware-branded new license order only; offer applies only to VMware solution providers.
- Orders can't be grouped together to meet dollar-volume requirement; Promos One and Two can't be combined.
- VMworld bonus can be combined with only one of the two promos, max two passes per reseller.
- Excludes negotiated sales and all promo payouts are subject to management approval.
- **Reseller must email PO number(s) by May 31st to andrew.labert@ingrammicro.com to be eligible for either promotion.** On PO add promo offer: **MADMAY.**

Please choose Ingram Micro as your preferred distributor of choice for each deal you register to ensure you receive all Advantage+ benefits, including up to 32% margin when registered deals close.

To learn how, watch this [five-minute webinar](#), or contact [Justin Gawronski](#) at (716) 633-3600, ext. 66066.

For more information on this incentive, please contact Ingram Micro's VMware licensing team at (800) 456-8000, ext. 76488 or email vmwaremdteam@ingrammicro.com