INGRAM MICRO®

Vertical Advantage
RETAIL

Market Opportunity

The impact of technology on retailers is game-changing. Today's consumers — armed with smartphones and tablets — often can access more information within a store's walls than can the store's own associates. Established retailers need solutions that support mobile strategies and omni-channel initiatives. Within the next three years, most retailers plan to refresh and/or replace retiring legacy systems with more nimble and cost-effective solutions to keep pace. Stores that are unable or unwilling to support their customers' shopping preferences — in-store, online, mobile or a combination of the three — will lag behind the competition.
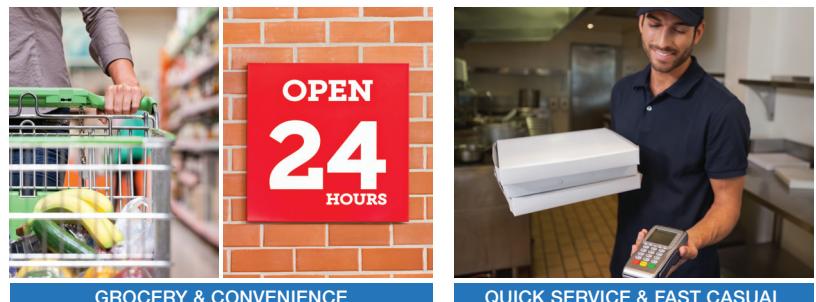
Leverage Our Solutions

We focus on General Retail, Grocery & Convenience, and Quick Service & Fast Casual Restaurants. For retailers of all sizes, we offer solutions to meet new standards for collaboration, compliancy, integration, analytics and security. We offer products and support for:

- Cloud & Managed Services
- Computing & Storage
- Data Capture/Point of Sale
- Mobile Computing
- Networking & Data Security
- Physical Security
- Pro AV & Digital Signage
- Deployment Services & Assessments

GENERAL RETAIL

GROCERY & CONVENIENCE

QUICK SERVICE & FAST CASUAL

Why Ingram Micro?

Ingram Micro has invested heavily in resources and solution development to enable our partners to support the demands of this market and capitalize on the substantial opportunity that it represents. We provide a team of retail-dedicated specialists to support our partner and vendor communities, and have developed an extensive range of offerings that address key pain points in the market. Resources for the partner community include:

- Retail Partner Network (RPN)
- Educational webinars on retail industry trends
- Ingram Micro events with retail-focused tracks
- Regional roundtables focused on retail solutions
- Retail industry workshops, resources and tools
- Centralized information:
  us-new.ingrammicro.com/retailadvantage

- Complete solutions from 1,400+ technology manufacturers
- Knowledgeable and experienced customer service reps
- Pre- and post-sale technical support
- Integration services, managed services & professional services
- Marketing services, including creative development and analytics
- Financing options, including credit and leasing

Delivering end-to-end retail technology solutions.

Ingram Micro has the depth to be your single-source provider of comprehensive retail IT solutions, from front-of-store to back-office and warehouse. We offer a wide range of products and services — for small and large retailers alike — with a focus on collaboration, compliancy, integration, analytics and security.

Retail Advantage LINE CARD

INSTORE OPERATIONS

Automatic Identification & Data Capture (AIDC)
Barcode Scanners

Barcode Verifiers

Biometrics/Facial Recognition

Optical Character Recognition

RFID Readers/Encoders

Smart Cards

Digital Signage
Custom Interactive Solutions

Digital Signage (SaaS, Media Players, Software)

Electronic Shelf Labels

LCD Displays (Monitors & TVs)

Mounting Solutions & Display Enclosures

Outdoor Displays

Touchscreen Displays

Location-Based Services
Beacons

Captive Portal Services

Mobility
Accessories

Charging Stations

Enterprise Mobile Management

Kiosk Systems

Mobile Computers

Mobile Network/Failover

Mobile POS Devices

Mobility Service Providers & Activation

Primary & Redundancy Bandwidth

Tablets

Networking
Routers & Components

Switches & Hubs

Wireless Networking

Payments
Key Injection Services

P2P Encryption Software

Payment & Signature Capture Terminals

Processors

Physical Security
Access Control

Network Surveillance

Video Management Software

Point of Sale
Cash Drawers

Check & Mag Stripe Readers

Mounting Solutions & Carts

Point of Sale Systems

Pole Displays

POS Keyboards & Keypads

Scales

Scanner/Scale Combos

Vehicle Mount Units

Printers
3D Printers

Barcode Label Printers

Card Printers

Dot Matrix Printers

Kiosk Printers

Line Impact Printers

Printer Accessories & Consumables

Receipt Printers

RFID Printers

Pro AV Solutions
Audio Solutions

Projectors/Screens

Time & Attendance
Clocks

MERCHANDISING

Software
Allocation & Replenishment

Merchandise Planning

Inventory Management
RFID Printers

RFID Readers/Encoders

RFID Tags

SUPPLY CHAIN

Software
Distribution Planning

Inventory Planning

Vendor Managed Inventory

Execution
e-Procurement

RFID Readers/Encoders

MARKETING

Loyalty & Gift Card Programs
Digital or Physical Cards

Data Analytics
Analytics/Business Intelligence Software

CRM
Campaign Management Software

Contact Center
Infrastructure Software

CORPORATE ADMIN & INFRASTRUCTURE

Cloud
Business Applications & Platform
Communication & Collaboration:
 - Hosted Email
 - Cloud Management Services
eCommerce
Infrastructure:
 - Infrastructure as a Service
 - Backup
 - Recovery
Security
Web Hosting

Computing Systems/ Servers
Accessories
Desktops/Workstations
Monitors
Notebooks & Tablets
Thin Clients

Data Center
Power & Rack Equipment
Security Appliances & Software
Servers
Storage Hardware & Software
Virtualization Software

Networking
Routers & Components
Switches & Hubs
Wireless Networking

Network Security
Anti-malware Software
DLP/End Point Protection
Firewall/Gateway
Patch Management
Vulnerability Assessments
Vulnerability Management Software

Software
Accounting Software
AutoID Software

Payment Processing Software
POS Software
Scheduling Software
Security & Biometric Software
Warehousing/Logistics Software
Workforce Management Software

Unified Communications and Collaboration
Telephony
Video, Web, Audio Conferencing

PROFESSIONAL SERVICES

Expert Services
Deployment Services
Implementation Services
NetScaler Deployments
VCE Deployment & Implementation Services
Virtualization Health Checks
VNX Deployment Services
Voice/Video Readiness Assessments
Web Application Vulnerability Assessments
Wireless Network Assessments

Migration and Implementation
Cisco Implementations
Citrix Implementations
DC/POS Implementations
Office 365 Migrations
SharePoint Migrations
UCC Implementations
VMware Implementations
Websense Implementations

3rd Party Services
IT Asset Disposition Services
IT Staffing Services
Remote System Administration
Warranty Services

Training

Consulting
Inventory Planning & Management
PCI Compliance

Marketing
Agency Ingram Micro
Marketing Services

MANUFACTURERS

3M

A
ABBYY
Acer
Acronis
Adobe
ADTRAN
AirWatch
  by VMware
Alert Logic
Amazon Web Seerices
American Battery
Anthro
AOpen
APG Cash Drawer
Apple
Arcserve
Aruba Networks,
  an HP Company
ASUS
Autotask
AVG Technologies
Avocent
Awareness Technologies
Axcient
Axis Communications

B
Barco
bCODA
Belkin-Linksys
Bematech
Best Wave
Birst
BIXOLON
Black Box Digital
  Signage
Bogen Communications
Bosch
Boston Acoustics
Brecknell
BrightSign
BroadSign
Brother
Buffalo

C
Canon
CAP Software
CASIO
CenturyLink
Check Point
CHERRY
Chief
Cisco
Cisco Meraki
Citrix
ClearOne
CognitiveTPG
Compulocks
Conductiv
ConnectWise
Cornerstone
  Technologies
CradlePoint
CTX Virtual Technology
CyberPower

D
Da-Lite
Datalogic ADC
Datamax-O'Neil
Dell
Dell Wyse
Denon Pro
D-Link
DocuSign
DocVerify
Draper
DynaScan

E
Eaton
Ecwid
Elite Screens
Elo Touch Solutions
e-Nabler
EnGenius Technologies
Epson
Equinox Payments
Ergotron
ESET
Exacq Technologies
Exceptional 3D

F
F5
Fargo HID
Fluidmesh Networks
Forcepoint
Fortinet
Fujitsu

G
Gefen
GeoVision
GizMac
Google

H
Hiperwall
Honeywell
HP

I
IBM
IGEL Technology
InFocus
Ingenico
Innovation First
Intel
Intelligent Product
  Solutions
Intellinet
Intermec
Intermedia
Intuit
IOGEAR
IronPort
ITS Enclosures

J
JBL Pro
Juniper Networks

K
Kaspersky Lab
Klipsch
Kodak
Konftel
KT&C

L
LabTech
Lantronix
Lavu
Lenovo
LENSEC
Lexmark
LG Electronics
Liebert
LifeProof
LiveVHD
Logitech

M
MagTek
MakerBot
Manhattan
Marantz
Media Sign Pro
Mediplay
Mercury
Microsoft
Milestone Systems
MMF POS
Mobile Technologies Inc.

N
N-able
Nanonation
Navori
NComputing
NCR
NEC
Nest Labs
NetEnrich
NETGEAR
NEXCOM
Nexsan
NextWindow
Niles
Nimble
Novell
Nuance
Nutanix
NXG Technology

O
OKI
OmniMount
OneLogin
OtterBox
Overland Storage

P
Panasonic
pcAmerica
Peerless AV
Planar Systems
Plantronics
Popstar
PowaPOS
PrehKeyTec
Premier Mounts
Printronix
PROMISE Technology
Purple WiFi
Pyle Audio
Pyramid

Q
QNAP
Quantum

R
Raritan
Red Hat
Reflexion
RingCentral
RMSA Retail Solutions
RSA Security

S
Salesforce
Samsung
Sato America
Savant
Scala
Schneider/APC
Seagate
Seiko Instruments USA
Sharp
Shavlik
SherWeb
ShoreTel
Signagelive
SkyKick
SMART Technologies
Socket Mobile
SoftLayer
SoleraTec
SonicWALL
Sonnet Technologies
Sophos
SOTI
Sourcefire
Sprint
Star Micronics
StarTech
SunBriteTV
Symantec

T
T1V
Targus
Tenable
T-Mobile
Toshiba
Trend Micro
Trident
Tripp Lite
TSC Printers

U
Ubiquiti

V
V7
VaultLogix
VCE
Veeam
Verifone
Veritas
Verizon
ViewSonic
Vistara
VIVOTEK
VMware
VS Networks

W
Wasp Barcode
  Technologies
WatchGuard
  Technologies
Wavelink
Wovenmedia

X
Xerox
Xirrus

Z
Zagg
Zebra Technologies
ZTE
ZyXEL

Retail Advantage LINE CARD

Retail Advantage

Karen Gust
Program Manager
(800) 456-8000, ext. 65013
karen.gust@ingrammicro.com

Vertical Advantage

Tony Vottima
Vice President
(602) 999-1677

Susan Plonka
Sr. Manager of Solutions Development
(800) 456-8000, ext. 64017
susan.plonka@ingrammicro.com

Marketing

Alana Madrid
Marketing Client Services Manager,
Vertical Markets
(800) 456-8000, ext. 67850
alana.madrid@ingrammicro.com

Executive Sponsorship

Jeff Yelton
Vice President and General Manager, Advanced Solutions,
Specialty Business Unit
Mobile: (864) 270-7462
jeff.yelton@ingrammicro.com

Manufacturer Partners

Acronis

Let Ingram Micro help you deliver the promise of technology for retail. Contact us today.

us-new.ingrammicro.com/retailadvantage
retailadvantage@ingrammicro.com

INGRAM MICRO®