

EST

11:30 a.m.

- **Welcome to the Ingram Micro Experience**

A global opportunity for vendors and partners to come together in an entirely new way. Hear from the most influential business leaders and dynamic thought leaders on the planet and immerse yourself in the vast Ingram Micro ecosystem.

Jennifer Anaya, SVP, Marketing Global Technology Solutions, Ingram Micro

Alain Monié, CEO, Ingram Micro

Paul Bay, EVP & President of Technology Solutions, Ingram Micro

12 p.m.

- **Ignite Your Imagination**

Hear from your North American executive team on the opportunities to grow your business in ways you haven't imagined yet through your partnership with Ingram Micro.

Kirk Robinson, SVP Chief Country Executive, U.S.

Bill Brandel, SVP Chief Country Executive, Canada

12:35 p.m.

- **Unleashing People's Exponential Potential**

Matthew Griffin will take you on an amazing journey through the near and deep future and show us that we are already living in a world of science fiction.

Matthew Griffin, Founder, CEO, Futurist, 311 Institute

1 p.m.

- **Cisco Fireside Chat**

Cisco offers more to partners motivated to modernize, consult and deliver a superior customer experience, and Ingram Micro provides Cisco partners with 'A Level Up' in adopting more Cisco solutions, financing across all business models and generating profitable growth.

Paul Bay, EVP & President of Technology Solutions, Ingram Micro

Chuck Robbins, Chairman & CEO, Cisco

1:30 p.m.

- **Advanced Solutions—Imagine a Simpler Approach to Today's Complex IT Challenges**

Global Vision: *Sabine Howest, VP Global Partner Engagement & IoT, Ingram Micro*

U.S.: *Jeff Yelton, Vice President of Specialty Technologies and Eric Kohl, Vice President of Advanced Solutions*

Canada: *Anthony Karim, Executive Director, Vendor Management and Bill Steed, VP Sales and Operations*

2 p.m.

- **Ingram Micro Technology Breakouts**

- **BCS—Imagine Tomorrow: Work, Live and Play Better**

See beyond today. Ingram Micro enables our partners to create solutions that reach into every aspect of life. Bridge the gap between home and office, reimagine healthcare delivery systems, put the game in your hands and so much more. Join us as we take you on the journey to work, live and play better.

Craig Birmingham, VP of Consumer Technology Solutions

Therese Ferullo, Executive Director, Sales

Alexandra Harding, Director of Vendor Management

Sean McCrone, Director of Sales

Kevin Prewett, GM Pro AV

Mike Erwin, Executive Director, Systems Business

Jeff Benjamin, Sr. Manager Vendor Management

- **Data Center—Foundational Architecture Simplified and Powered by Ingram Micro**

Want to become a next-generation data center provider? We have the consultants and expertise to help you build data centers that provide a foundation for today's most impactful business outcomes. Attend our session to learn why Ingram Micro should be your preferred solutions advisor.

Cheryl Rang, Director, Advanced Solutions

- **IoT—Can Mixed Reality Save This IoT Keynote?**

Mixed Reality (MR) enables businesses across the world to operate more efficiently and drive productivity—it's even enabled BMW to complete repairs up to 75% faster. Can MR help Eric Hembree, IoT Director, overcome a technology issue and get his keynote off the ground? Join this breakout session to find out.

Eric Hembree, Director of Advanced Computing

- **Security—Into the Breach: Preventing Costly Data Losses**

According to the Ponemon Institute's 2020 Cost of a Data Breach report, the average cost of a data breach is \$3.86 million. Can you or your partners sustain these damages? Protect your business and your customers with Ingram Micro's world-class security practice. Learn how we help our business partners take advantage of increased market opportunities through dedicated technical and market development team engagement.

Randy Irvine, Director, Security



North America



UCC/UCaaS—Enhance Workforce Optimization with Hybrid UCC

After a rapid shift to remote work, how can we manage workforces efficiently and ensure productivity isn't compromised? Enter Hybrid UCC. Join this session to learn how a Hybrid UCC solution enhances workforce optimization, business continuity and the user experience in this new world of work.

Steve Yochum, Director of Sales & GM UCC
Craig Wier, Director of Sales, Cloud

Cloud Canada—The Massive Cloud Channel Opportunity in the Post-COVID Era: Will You Seize it?

Digital transformation was already in full swing in early 2020. But something happened that the world did not see coming: a global pandemic. Overnight, our work environment dramatically changed forever. An already immense cloud opportunity for channel partners has become larger and more immediate than ever imagined. Join Greg Onoprijenko, Ingram Micro's cloud leader in Canada, as he outlines the specific business opportunity that exists for the IT channel, but only for those partners agile enough to seize it.

Greg Onoprijenko, Director of Cloud, Ingram Micro Canada

2:15 p.m.

- **Embracing the Infinite Mindset**

There are no winners or losers in an infinite game; there is only ahead and behind. The ability to adopt an infinite mindset is a prerequisite for any leader who aspires to leave their organization in better shape than they found it

Simon Sinek, Author & Motivational Speaker
Moderated by Jennifer Anaya, SVP of Marketing, Ingram Micro

3 p.m.

- **Networking and Meeting Time**

Explore all the engagements the Ingram Micro ONE Experience has to offer outside of our live content, including the below:

Innovation in Action—Real-world success stories in the era of digital transformation

Manufacturer Focus Groups and Roundtables—Invite only

AI Matchmaking and Speed Partnering—Mingle with partners who have similar interests for new opportunities

Backstage and On-Demand Content—The opportunity to listen and learn from influential experts and artists

4:30 p.m.

- **Happy hours**

Where business meets entertainment, wrap up your day with some fellow partners for a little R&R. Happy hour events are invite-only and details will be sent directly to attendees.



North America



EST

11:30 a.m.

• **Welcome to Day Two of the Ingram Micro ONE Experience**
 Today is another exciting one at the Ingram Micro ONE Experience, with deep dives into the minds of some of the world's leading business leaders, helping you grow your business in ways you haven't yet imagined. We'll kick off our day with a moving message on overcoming adversity from Hakeem Oluseyi, followed by a 1 to 1 interview with the president of IBM.
Introduction by Jennifer Anaya, SVP, Marketing Global Technology Solutions, Ingram Micro

• **Inspirational and Diversity Keynote**
 Hakeem Oluseyi, *Astrophysicist, Former Space Science Education Lead for NASA*

• **IBM Fireside Chat**
Jim Whitehurst, President, IBM
Paul Bay, EVP & President of Technology Solutions, Ingram Micro

12:20 p.m.

• **Key Insights—Cloud and Systems**
 Continue the day with updates from our cloud leaders, followed by a message from the president of Lenovo, North America.
Global Message: *Nimesh Dave, EVP, Global Cloud, Ingram Micro*
Regional Messages: *Tim Fitzgerald, VP of Cloud Channel Sales, Ingram Micro U.S. and Victor Baez, VP of Cloud Channel Sales, Ingram Micro*

• **Lenovo Keynote**
Matthew Zielinski, President of North America, Lenovo

1:10 p.m.

• **Vendor Breakouts**
Cisco U.S.: Transform. Modernize. Optimize. With Stacy Betts from Cisco
Stacy Betts, Senior Director, Partner Sales Organization, Cisco

IBM U.S.: Conquering Everest—Confronting Today's Technological and Financial Headwinds
 Join Ingram Micro, IBM and Red Hat for a candid discussion on how the industry, the channel and technology companies are conquering today's most challenging technological and financial headwinds. Today's uphill battle includes vendor lock in, security concerns in a work-from-home world and how to finance solutions in today's economy. IBM's Judd Ficklen and Red Hat's Ernest Young have been working side by side with our partners helping them navigate today's rocky terrain. Listen in on best practices and solutions they have witnessed partners successfully implementing to navigate the steep terrain and conquer Everest.
Judd Ficklen, Vice President Partner Ecosystems, Americas, IBM
Ernest Jones, Channel Chief, Vice President North America, Sales & Services, IBM
Cheryl Rang, Director, Advanced Solutions, Ingram Micro

Lenovo U.S.: Ingram Micro and Lenovo Path to Gold
 Ashley Hart, Lenovo solutions sales specialist at Ingram Micro is here to talk to you about exclusive Silver and Authorized benefits for you to take advantage of once you become a Lenovo authorized partner with us. Don't miss out on getting a better understanding how you can take advantage of these free perks to help grow your business. By becoming a Lenovo authorized partner, we are giving you 30% off your first system. Join us to learn more.
Ashley Hart, Solution Sales Specialist

HPI Canada: A Fireside Chat with Bill Brandel and Mary Ann Yule
 Join us in a conversation with Bill Brandel and Mary Ann Yule. Listen to how HP has adapted and is transforming during these unprecedented times.
Mary Ann Yule, President & CEO, HPI Canada
Bill Brandel, SVP Chief Country Executive, Canada

Jabra Canada
 Explore how to monetize "the work and learn from anywhere environment" with Jabra headsets.
Tom Roberts, AV Distribution Account Manager, Jabra

TXA CDN Manufacturer Spotlight | Lenovo Canada
 Colin McIsaac talks about what the future of channel partners will look like and how Lenovo is pivoting given the current landscape and climate.
Colin McIsaac, Executive Director & General Manager, Lenovo Canada



North America





North America



- **Vendor Breakouts**

Dell U.S.: Winning with Dell Technologies' PowerStore!

PowerStore is our next-generation storage appliance. It provides your customers with an infrastructure that will accelerate their digital transformation. Designed for the data era, Intel-based PowerStore supports both traditional and modern workloads from the edge to the core to the cloud.

John Maxwell, Director, System Engineering, Dell

Lenovo U.S.: Lenovo Services and Software Solutions

John Stamer, VP and GM, Americas Services and Software at Lenovo is here to talk to you on how you can become more profitable and keep your end users protected by attaching services as part of their full solutions. Lenovo makes it safe and secure with Lenovo ThinkShield Software offerings keeping you and your end users protected. Don't miss out on your opportunity to learn how you can earn up to 4% back with Ingram Micro and Lenovo on all your service sales.

John Stamer, VP and GM, Americas Services and Software, Lenovo

Samsung U.S.: Leading Through Change, How Samsung Is Creating A More Connected Remote Workspace

COVID-19 presented businesses with a herculean challenge: keep employees safe, while also ensuring the health of the company. In doing so, remote work became the rule rather than the exception for employees. Please join Jeff Ganoë as he discusses the products and solutions that Samsung is bringing to market to help solve these challenges.

Jeff Ganoë, Head of U.S. Distribution Channel, Samsung Mobility

Veritas U.S.: Revenue Growth by Way of Protection—A True Veritas Story

Today, customers are facing business challenges in which they were never prepared for. Remote working is the new normal, which means critical business data becomes more at risk because it may not be centralized. Budgets are shrinking, but costs are going up. Ransomware attacks are happening more often and crippling businesses. Compliance and regulations are rapidly changing and companies aren't keeping up. All these things are happening, yet a business's goal is to grow their revenue. Learn from Brian how the Veritas Protection Story helps customers manage business risk to grow their revenue.

Brian White, Global Enablement Specialist, Veritas

Dell Canada: Partnering with Dell Canada

Join Anthony Martiniello in a discussion about Dell's lucrative partner programs. Discover the opportunities and benefits available to you when you partner with Dell and learn about upcoming partnership initiatives.

Anthony Martiniello, Channel Sales Leader Canada, Dell

TXA CDN Manufacturer Spotlight | HP Canada

Join us in a conversation with Bill Brandel and Mary Ann Yule. Listen to how HP has adapted and is transforming during these unprecedented times.

Mary Ann Yule, President & CEO, HPI Canada

Bill Brandel, SVP Chief Country Executive, Canada

1:25 p.m.

- **Vendor Breakouts**

HPE U.S.: Because FOMO on the HPE HybridIT Highway Is No Fun. Stop by to See How Ingram Micro Helped Hundreds of Partners (Big and Small) Accelerate Their HPE Business. We Can Help You Do the Same.

Exclusive to Ingram Micro, our Go HybridIT digital enablement program accelerates your organization's ability to maximize all partner financial benefits from HPE. Stop jumping through hoops. Get a clear roadmap to success from Ingram Micro with HPE and earn a \$25 e-gift card.

Jason Hernandez, Distribution Sales Manager, HPE

Tony Roman, Ingram Micro Sales Supervisor, Ingram Micro

Honeywell U.S.: How Honeywell Can Help You Shape the Future of Your Customers' Operations

Join Taylor Smith, Honeywell's VP of Global Marketing, to learn how Honeywell can help you accelerate your customers' businesses in today's climate by protecting people and places, driving productivity and optimizing operations for the future. Learn about solutions to all your challenges, such as cutting-edge thermo-scanning technology, prepackaged PPE, innovative micro-fulfillment solutions, social distancing solutions for mobility devices, TechSight remote maintenance and more. Don't miss insights around promotion stacks that deliver predictable profitability, demand gen marketing tools, recurring revenue offerings and financing tools. You won't want to miss out.

Taylor Smith, VP, Marketing, Honeywell

1:50 p.m.

Intel U.S.

Find out about the latest developments around 10th and 11th gen mobile and desktop computing for the PC, and how Intel has regained performance leadership. In this webinar, you will learn how Intel processors surpass everything in their class—with major advances in every area that matters to you. 10th & 11th Gen Intel Core processors bring together industry-leading CPU performance, immersive graphics, amazing AI acceleration, and best-in-class wired and wireless connectivity to help you focus, create and engage at new levels.
David Bradshaw, PC Sales U.S. Distribution, Intel Corporation

Emerging Business Group U.S.: Emerge Victorious! Expand Your Value and Accelerate Sales with Ingram Micro's New Emerging Business Group

Is your company looking for a new vendor to round out their portfolio? Ingram Micro's Emerging Business Group is dedicated to bringing the latest innovative technologies into our channel ecosystem and working with our partners to unlock high profile and net new sales opportunities. Join our breakout to hear how our strategic onboarding of vendors is important to the future of your business and selling a broader solution, and what vendors we think are leading the way.
Donald Scott, Sr. Manager, Vendor & Category Management, Ingram Micro

HPE Canada: Remote Workforce Reboot

As we make our way through these uncertain times, it's no secret that remote work overnight has become a necessity in the workforce. When the pandemic first hit, many organizations were forced to implement quick solutions with the advent of COVID-19 and may have pieced together a temporary solution without proper planning for a long-term solution. Did you jump to cloud as the easiest available solution? What are the overall cost and performance impacts? Now, more and more organizations are realizing a temporary fix will not work and are considering adopting it more permanently as a strategy. Join me on a discussion that explores the impacts of supporting a longer term teleworking environment and what you need to consider when preparing for it.
Gaurav Shewaramani, Hybrid IT Chief Technologist, HPE

Cisco Canada: Cisco Designed for Business

Empowering small businesses to thrive in the new normal. Your small business is our BIG priority. Simple solutions to solve complex IT problems. Cisco Designed can strengthen your business today and help you prepare for tomorrow.

TXA CDN Manufacturer Spotlight | VMware Canada

In this session, we will get caught up on the latest from VMware including an overview of solutions and acquisitions, as well as key Canadian customer use cases. Solution areas include: multi-cloud, app modernization, digital workspace, intrinsic security and virtual cloud network.
Peter Near, National Director Solution Engineering, VMware Canada

• Ingram Micro Business Enablement Breakouts**Reach Your Target Audience with LinkedIn Marketing**

Marketing has evolved and we're no longer in an era where we have to rely on billboards and print magazine publications to influence people's purchasing decisions. Reaching your target audience and tracking ROI is now easier than ever. It's no secret that companies who have adopted a digital first mindset have a huge advantage over those that haven't. The truth is that LinkedIn has come a long way in terms of its advertising capabilities and if you're not leveraging it, you could be missing out on a gold mine.

In this session you will learn about advertising on LinkedIn. More specifically, it will cover why you should be leveraging this rapidly growing social network, how to reach both current and prospective customers with various targeting methods, different ad types and various metrics provided during a campaign. Return on investment is one of the most important factors in determining where you spend your marketing budget, and with LinkedIn you can execute campaigns, optimize content and analyze KPIs with near real-time results. Regardless of your experience with LinkedIn, or as a digital marketer, this session will leave you imagining different ways you could utilize LinkedIn's innovative advertising tools to increase both awareness and sales for your brand.
Chase Miller, Digital Marketing Manager

Solutions Selling and the Customer Experience

As the world's economy struggles to hold off a recession, organizations small and large are more dependent than ever on IT. Rigid and antiquated technology are inhibitors to success, and cost optimization with expedited digital transformation has become a top priority. This session will focus on IT trends and cost-optimization techniques that enable Ingram Micro partners to deliver what is next in edge, core data center and cloud.
John Tonthat, Executive Director, Technology Solutions and Karl Connolly, Sr. Sales Representative



North America



2:15 p.m.

Cash Is King: Insights from Ingram Micro's CFO

Cash is King: The market is changing but cash remains king. Anthony Mackle details how you can empower your company's growth right now and into 2021 through Ingram Micro Financial Solutions and Credit. Attend this session to learn why you should leverage Ingram Micro's balance sheet to win business and ensure a healthy cash flow.
Anthony Mackle, CFO, Americas

Win Bigger Deals with Ingram Micro Solution Design & Services

One of the benefits of being an Ingram Micro customer is having access to our SD&S team. Learn more about how our team helps you win up to 65% more deals. With our technical expertise, we'll help you build out full solutions that your end users can't say no to.
Jay Giron, Sr. Manager, Business Operations & Transformation

Fuel Your Business with Purpose-Built Technology

Ryan Grant, Executive Director, Advanced Solutions

Creative Financial Solutions for Canada

An opportunity to learn more about how Ingram Micro's available creative financial solutions can help further grow your business and solution offerings.
Kelly Carter, CFO and Ada de Michele, Director Credit

Conversations with our Canadian Leaders

An opportunity to hear from our Canadian Leadership Team on the current climate of business and our 2021 strategies and investments.
Bill Brandel, SVP Chief Country Executive, Ingram Micro
Bill Steed, VP Sales & Business Operations, Ingram Micro
Jason Quibell, VP Operations & Logistics, Ingram Micro
Anthony Karim, VP Vendor Management, Ingram Micro

2:30 p.m.

- **The State of Digital Transformation in the COVID-19 Era**

Michelle Bailey, Group Vice President, IDC

- **Closing Thoughts**

Kirk Robinson, SVP Chief Country Executive, U.S.
Bill Brandel, SVP Chief Country Executive, Canada

3:05 p.m.

- **Networking and Meeting Time**

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5:30 p.m.

- **Backstage with Elvis Costello**

Since bursting onto the new wave/punk scene as Elvis Costello & the Attractions in 1977, Elvis Costello has released 31 albums, been inducted into the Rock and Roll Hall of Fame, won a Grammy and published an autobiography, *Unfaithful Music & Disappearing Ink*. Refusing to be tethered to any genre, Costello has collaborated with legends including Paul McCartney, Burt Bacharach, Allen Toussaint and Tony Bennett. In an exclusive to Ingram Micro ONE, Elvis performs stripped down versions of some of his all-time classic songs—and gets up close and personal in an Ingram Micro Backstage chat.
Elvis Costello



North America



Targeted Audience Only

- Trust X Alliance—Nov. 6



North America

