

## Why Ingram Micro?

No other company delivers the full spectrum of global technology and supply chain services to businesses around the world. Ingram Micro's global infrastructure and deep expertise in technology solutions, supply chain, cloud, and mobility enables its business partners to operate efficiently and successfully in the markets they serve. Combined with distinct market insights and the trust and dependability generated from decades of strong partner relationships, Ingram Micro stands apart as the global technology services provider for the future.

## Fortinet Resources at Ingram Micro

### Fortinet Sales Operations Desk 1-800-456-8000 x76439

A dedicated team of Fortinet specialists who handle all of the day to day business flow within Ingram Micro. Contact the team for all quotes, orders, status updates, RMA's, or any other transactional requests.

### Fortinet Solution Team 716-633-3600 x65390

Field deployable and inside resources that enable partners to develop a successful Fortinet practice. The solution team works directly with all levels of the Fortinet organization and can assist partners with everything from program onboarding to sales trainings to demand generation events.

### Technical Account Manager 1-716-633-3600 x67781

An NSE 7 Certified Engineer responsible for partner technical enablement. Solution providers can leverage this resource for demos, webinars, trainings, architecting, design, cyber threat assessments, and more.

### Solution and Design Services 1-800-445-5066 x76124

A team of technical specialists who can help partners size and design the bill of materials necessary for any solution. These specialists receive consistent training from Fortinet and other manufacturers, so they can describe the benefits of Fortinet products over the competition.

### Solutions Architect 716-633-3600 x66429

Focused on identifying business and technological gaps in Managed Security Service Providers (MSSP) programs. Develop the maturity of the partners go-to market offerings for their end user customers through Fortinet and Ingram Micro's products, services, and program offerings.

### Assessment Programs: Demo and CTAP

Ingram Micro has FortiGate 300Es, 60Es, and FortiMail VMs available for partners to use in Fortinet's Cyber Threat Assessment Program (CTAP), to find and highlight vulnerabilities in a customer's existing solution. To take advantage of this program, please contact our Technical Account Managers.

### Professional Services

Ingram Micro has partnered with certified third-party companies to provide additional Fortinet services, including authorized trainings, monitoring services, and installations (remote or onsite). Please contact our professional services team for more information: [Pro-services@ingrammicro.com](mailto:Pro-services@ingrammicro.com)

### Security as a Service (SECaaS)

Are you a MSSP provider or considering moving your business in that direction? Ingram Micro's SECaaS program can help facilitate the transition. Please reach out to one of our team members for more information about our Fortinet monthly billing program.

### Alternative Financing and Leasing Services

Ingram Micro Financial Solutions allows you to focus on what you do best, grow your business. Let us help you choose the right options to drive your revenue, increase your buying power, and maximize your cash flow. [FinancialServices@ingrammicro.com](mailto:FinancialServices@ingrammicro.com)

### Demand Planning 714-382-4113

Dedicated Demand Planner to collaborate with customers upcoming opportunities and forecast demand. Demand planning can drive increased market share with your customers; enhanced communication, clarity of intent and expectations regarding inventory; and improved availability. [lorena.mclellan@IngramMicro.com](mailto:lorena.mclellan@IngramMicro.com)

### Fortinet Sales Operations

1-800-456-8000 x76439

[Fortinet-Licensing@ingrammicro.com](mailto:Fortinet-Licensing@ingrammicro.com)

### Greg Eyrick, Sales Manager

1-800-456-8000 x66213

[Greg.Eyrick@ingrammicro.com](mailto:Greg.Eyrick@ingrammicro.com)

### Fortinet Solutions Team



### Rick Adams

Sr. Solution Executive—West  
805-304-3531

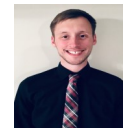
[Richard.Adams@ingrammicro.com](mailto:Richard.Adams@ingrammicro.com)



### Ryan Thompson

Solution Executive—East  
1.716.633.3600 x65289

[Ryan.Thompson@ingrammicro.com](mailto:Ryan.Thompson@ingrammicro.com)



### Thomas Kolbert

Solution Specialist II  
716-633-3600 x65390

[Thomas.Kolbert@ingrammicro.com](mailto:Thomas.Kolbert@ingrammicro.com)



### Amber Rinard

Support Rep II  
716-633-3600 x66045

[FortinetMD@ingrammicro.com](mailto:FortinetMD@ingrammicro.com)

### Solution and Design Services



### Michael Wier

Technical Account Manager II  
716-633-3600 x67781

[Michael.Wier@ingrammicro.com](mailto:Michael.Wier@ingrammicro.com)



### Garrett Brown

Technical Account Manager  
716-633-3600 x66573

[Garrett.Brown@ingrammicro.com](mailto:Garrett.Brown@ingrammicro.com)



### Brian Rauls

Sr. Solutions Architect—MSSP SME  
716-633-3600 x66429

[Brian.Rauls@ingrammicro.com](mailto:Brian.Rauls@ingrammicro.com)

### Fortinet Solution and Design Services Call Center

1-800-445-5066 x76124

## Advanced Logistic Centers

Jonestown, PA    Carol Stream, IL (Chicago)    Millington, TN (Memphis)    Dallas, TX    Mira Loma, CA (Los Angeles)

Strategically placed across the country to minimize lead time on the products you need. Forecast your opportunities to our team and we bring in stock where you want it.