Supplier Diversity Program
Program Overview:
Ingram Micro’s Supplier Diversity Program meets our resellers’ growing demand for diversity spend credits by partnering with diversity-certified entities. We leverage their diversity certifications so that resellers can earn credit with minimal change to the sales process or experience.

Diversity Partners bridge the gap between distribution and resellers who need to get their technology from a certified diversity business.
A Seamless Process

The Ingram Micro Supplier Diversity Program is a Subdistribution model, where the diversity certified entity is the Subdistributor.

To execute this:

• Ingram Micro reseller partners receive a diversity specific account that mirrors their primary account with the parent account benefits.

• Purchase orders are executed by the Subdistributor and orders are fulfilled by Ingram Micro.

• The reseller is invoiced by the Subdistributor and pays via Ingram Micro Financial Services.
Our Diversity Partners

• Experience selling to the Federal Government since 2006
• Service-Disabled Veteran-owned Small Business (SDVOSB)
• Specialize in Cybersecurity, Lifecycle Management, and IT Modernization.
  Threewiresys.com

• Ingram Micro partner since 2019
• Native American Technology Distribution Inc. (NATD, Inc.)
• SBE, MBE, Certified TERO (Cherokee for Native American Set-Aside)
• Project management, financial and management solutions
  natdinc.com

• Ingram Micro partner since 2012
• Independently owned based in California
• Certified SBA, MBE, & WBE
• Specialized field sales team.
  mobilematics.us.com
The Opportunity

In Corporate America, the Billion Dollar Roundtable (BDR) was created in 2001 to recognize and celebrate corporations that achieved spending of at least $1 billion with minority and woman-owned suppliers.

Where to leverage Diversity Spend Partners:
- Purchasing from Diversity Suppliers
- Large Corporations
- Federal Systems Integrators
- State & Local Agencies
- U.S. Federal Government

The U.S. federal government requires that any company that provides goods and services to it, above a certain mandated minimum level, meets aggressive goals of subcontracting spend with a list of ethnic-minority-owned, woman-owned, and veteran-owned businesses.
Impactful Reseller Benefits

This program simplifies an Ingram Micro partner’s ability to transact where there is government and private organizational spend mandates and incentives.

Through easy set up and use of existing credit, authorizations, pricing and terms, resellers work with their existing Ingram Micro team throughout their diversity engagements.

- Consolidated Reporting
- No Credit Constraints
- Streamlined Operations
- Satisfy Initiatives
Endless Vendor Value

Ingram Micro provides access to the broadest technology and service portfolio in the channel

- Free to vendors – Zero cost to participate
- No disruption – No change to existing channel, no disruptions to POS reporting, reseller/distributor rebates, or reseller authorizations
- Boosts business – Customers are looking for a way to fulfill their spend needs, and vendors can sell this program as a differentiator
Contact Us:

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Thank You!