

Manufacturer Technology Fair Participants

North American Sponsors:

Cisco

Come visit Cisco at the Technology Fair and learn how, together, we are the future. Representatives will be on hand to walk you through the various products and solutions across Cisco's Smart Business Architectures: Collaboration, Borderless Networks, Virtualization and Small Business. You'll hear about our new solutions developed for small and midmarket customers, along with important profitability programs to help you reduce your time to revenue. Come see firsthand a virtual demo of the Experience Center, sponsored by Cisco, and how you can leverage it to set yourself apart from the competition. Also, visit the Cisco Services team to view a Cisco Smart Care Service demo and see how Smart Care enables you to build the next generation of personalized services.

HP

Learn how to boost your HP business by checking out the latest products and promotions at HP's exclusive booth. You will have an opportunity to speak with representatives from HP Printing/Imaging, Supplies, Personal Systems, Services, Networking, Servers and Storage. Come see how HP can help your customers be more adaptive and competitive by delivering award-winning, best-in-class products and services that excel across diverse IT environments.

IBM

IBM is marking the 100-year anniversary of its founding on June 16, 1911, with a year-long global initiative. The company will re-examine the history of technology innovation and predict where the world will be in the next 100 years. IBM will use this milestone to engage with business leaders, academia, clients and local communities in the 170 countries where the company does business. We invite our VTN partners to help celebrate our centennial anniversary. Our commitment to you continues as IBM leads the industry in innovation dedicated to meeting your needs for the next 100 years. Stop by the IBM booth during the Tech Fair and join in the celebration. Everyone who stops by the booth will be entered into a drawing to win a gift card valued at \$100. Ten cards will be given away.

Microsoft

Monetize your future with Microsoft. Visit our booth to enroll as a Microsoft Cloud Reseller and win a copy of Office 2010. Share your "Tip of The Day" on making money with Microsoft to win other prizes. Get answers about cloud, virtualization and the Microsoft Partner Network, and more.

SonicWALL

SonicWALL is offering an exclusive program to VTN members to join our team. We are prepared to invest in your business with the Partner Recruitment & Enablement Program (PREP). Stop by the SonicWALL booth for further information.

VMware

VMware, a global leader in virtualization and cloud infrastructure, delivers customer-proven solutions that significantly reduce IT complexity and enable more flexible, agile service delivery. Leveraging VMware vSphere, one of the most widely deployed foundation for cloud computing, VMware accelerates the transition to a cloud computing approach while leveraging existing investments and improving security and control.

Canadian Sponsors:

APC

APC by Schneider Electric, a global leader in critical power and cooling services, provides industry-leading hardware, software and services designed to ensure availability and higher energy efficiency across the residential, business network, data center and manufacturing environments. Backed by the strength, experience and wide network of Schneider Electric's Critical Power & Cooling Services, APC delivers well-planned, flawlessly installed and maintained solutions throughout their lifecycle. Through its unparalleled commitment to innovation, APC delivers energy-efficient solutions for critical technology and industrial applications.

CA

North American businesses are collectively losing \$26.5 billion in revenue each year through IT downtime and data recovery. On average, each company loses \$159,331 per year. CA Technologies has the solutions to reduce the impact of IT downtime. Stop by our table to meet our team of Sue Matesic and Herb Cheung. We'll also have great prizes to give away, including an Apple TV.

InFocus

Stop by the InFocus booth to play with the newest in interactive projection, the IN3900 series. InFocus supports your customers with recent price discounts and five-year warranties on quality projectors. Programs such as Registration Rewards and EasyMoney Reseller SPIFs ensure high margins and protection for leading with InFocus.

Liebert

Liebert (a division of Emerson Network Power) is an industry leader in UPS backup power and precision cooling solutions for computer rooms and data centers. Come see which local Canadian support and niche products we can offer your business on all your power and cooling projects.

Motorola

Motorola can offer thorough, customized, end-to-end solutions to make your job easier before and after the sale. Call Ingram Micro's Motorola business development specialists to help you in your industry, your network type or your specific need to meet the unique demands of your business. To intelligently evolve and thrive in the new marketplace, your enterprise must change to serve smarter customers—in retail, manufacturing, transportation and beyond. Imagine a future with seamless connectivity, real-time asset tracking, advanced devices and rich application services, pushing the boundaries of what is possible today. Learn what's next with our expert insights, resources and trends, so you can be ready to build a stronger business tomorrow.

RIM

Provide the mobility expertise your customers need. Become a BlackBerry reseller today and begin earning revenue by selling and supporting the BlackBerry solution. Visit the BlackBerry table to learn more and have a chance to win a BlackBerry smartphone.

U.S. Sponsors:

Alert Logic

Learn how you can complete your security and compliance offerings with Alert Logic's cloud-powered intrusion detection, vulnerability assessment and comprehensive log management solutions. Stop by and ask us how we can help you generate recurring, high-margin revenue, add security with no cap-ex and deepen existing customer relationships.

ASUS

Driven by innovation and committed to quality, ASUS designs a broad array of PC products that inspire our legions of loyal customers. Our mobile PCs are consistently rated among the most reliable in the world, and our notebooks are covered by one of the best complimentary warranties in the industry.

Autotask

Awareness Technologies

"A new website allows you to use Facebook, Twitter, email, surf the Web and read all the news in one place. That one place is called 'work'."—Conan O'Brien

Visit Awareness Technologies (Ingram Micro Services booth) to learn how your customers can monitor, record and block their employees' online activities and application usage from a single SaaS console.

Buffalo Technology

Be sure to make time to visit the Buffalo Technology table to learn about our brand-new TeraStation Pro products, including the new, high-performance and cost-effective TeraStation Pro Windows Storage Server family. It's an affordable alternative to expensive Windows servers.

Citrix Systems

Business-savvy reseller partners recognize that going virtual can have a profound impact on their clients' top business objectives. Stop by the Citrix table to find to understand the "wow" of desktop virtualization.

CNET

CNET Content Solutions' ChannelOnline™ is a hosted web application with an ecommerce storefront that automates the complete sales cycle from quote to purchase order. With ChannelOnline IT resellers can cut quoting time to as little as 10 minutes. Therefore enabling them to successfully increase their volume and scale their overall revenue.

CyberPower Systems

CyberPower is one of the fastest growing manufacturers of Uninterruptible Power Supply (UPS) in the world. Visit our booth to learn more about our latest power products and innovative solutions.

Eaton

Eaton is thrilled to be a new member of VTN. As a global leader in power protection, distribution and management, Eaton's portfolio encompasses a comprehensive offering from a single-source provider. Eaton's commitment to VTN members will include partnering for innovative ways to make your power practice thrive.
www.poweradvantage.eaton.com/vtn.go

Ergotron

Come learn how Ergotron can help you increase your margins and increase your healthcare, education, corporate and digital signage customers' productivity. While you're there, ask about our Advantage program where you can earn extra margin on your largest accounts and give them free seed units to try and keep to help you close your deals. Visit <http://ingrammicro.ergotr.com> for more information.

Fortinet

Fortinet is the pioneer and market leader of unified threat management (UTM) solutions. Please visit the Fortinet booth to learn how to achieve unprecedented growth and profit by delivering superior UTM security solutions to your customers. Stop by to learn more about the Fortinet Partner Program (FPP) as well as VTN exclusive promotions.

GoGrid

Grow your business by adding GoGrid Cloud Servers, Dedicated Servers, and Cloud Storage to your product lineup. Stop by our booth and learn more about GoGrid's award-winning partner program and how you can start enjoying world-class support, dedicated channel and sales support, free demo accounts, co-marketing funds and industry-leading partner margins.

IBM Cloud Products

Let IBM Global Technology Services help you capture more of the fast-growing cloud services opportunity. You can build a recurring revenue and profit stream reselling IBM's growing portfolio of on-the-IBM-cloud services offerings. Further enhance your profit-making potential by adding these workload-based offerings to your client proposals.

IBM Smart Business Cloud Enterprise service provides an affordable pay-as-you-go model for security-rich access to an enterprise-ready environment to help your customers reduce the need for costly infrastructure and staff, with significant reductions on software licensing costs.

Additionally, IBM's Managed Backup Cloud services can help your client protect their mission-critical business data, regardless of where it's stored. These cloud services offer a comprehensive range of on-site, off-site and hybrid information protection

solutions for clients who want to achieve information resiliency and operational recovery across enterprise data assets. Come learn more and see demonstrations of these IBM Cloud Services at the Tech Fair.

Intermedia

Intermedia is one of the world's largest Microsoft hosted Exchange providers. Intermedia has helped more than 6,500 business partners build highly profitable, recurring revenue-based business models with a large portfolio of cloud-based services, including hosted Exchange 2010, hosted PBX, OCS, SharePoint and more. Intermedia enables partners to own both the customer billing and overall customer relationship.

Jive Communications

Jive Communications provides full-featured hosted VoIP solutions to technology partners nationwide. Expand your offerings, grow revenues, and build a life of customer residual earnings with Jive's top-rated hosted VoIP service. Call Jive at (877) 333-5551 or visit our booth for more information about Jive partner programs.

Juniper Networks

It's time to build a New Network. Juniper switching solutions are proven to save you time thanks to the Junos OS single platform. And the Juniper partner program rates highest in profitability (*CRN Channel Champs 2010*). Stop by our booth to learn more and enter for your chance to win a \$200 American Express gift card.

Kingston Technology

Visit the Kingston Technology booth at the Tech Fair to check out our latest Kingston solid-state drives (SSDs), desktop, notebook and server memory, as well as our latest USB and Secure Digital Flash products. Learn how Kingston upgrades can increase your bottom line while saving your customers money and headaches.

Lenovo

Address how resellers can optimize Lenovo channel programs, provide a Lenovo/Intel road map, and review how Think Vantage Technologies differentiate Lenovo. At the tabletop we'll showcase our latest model updates and provide an update on our four slate offerings and release dates.

McAfee

McAfee, a wholly owned subsidiary of Intel Corporation, is one of the world's largest dedicated security technology companies. McAfee delivers proactive, proven solutions and services that help secure systems, networks and mobile devices around the world, allowing users to safely connect to the Internet, and browse and shop the Web more securely. McAfee secures your digital world. www.mcafee.com

NEC Displays

NEC Display Solutions offers cash back and more on all your sales. Come visit the NEC booth to see how else you can win big this year. NEC will be showcasing the newest technology for digital signage and more. Visit www.necdisplay.com/partners today. Make sure you select "VTN" upon new registration.

NetEnrich

Do you need a better, more profitable way to scale your IT services business? Stop by and visit NetEnrich. We are an extension to your own IT staff—whether you need access to experts who know how to build and manage private clouds, a specialized DBA engineer or you just need to offload painful infrastructure monitoring and patching duties, we can help. NetEnrich's innovative remote suite of IT services (IT-as-a-Service) gives solution providers and MSPs instant access to expert, certified IT engineers, proven ITIL processes and an ISO27001 certified, SAS70 audited network operating center (NOC) at a much lower cost than full-time resources.

Rackspace

Do your clients need cloud computing solutions? MSPs who are looking for a hosting provider come to Rackspace to help navigate the world of managed hosting and cloud computing solutions. Stop by the Ingram Micro Seismic booth to learn how adding cloud solutions to your existing business model can increase monthly recurring revenues.

Sprint

Sprint is coming to VTN and bringing 4G. Come visit the Sprint table and see what 4G can do for you and your business. Ingram Micro and Sprint have teamed up to offer you and all of your employees a terrific discount. Stop by to learn how to save 12 percent on your wireless bill every month.

Symantec

Visit the Symantec booth and you could win a set of Nike irons with bag or one of three \$100 Callaway gift cards. Just talk to a rep about the many security and storage solutions from Symantec and drop off your business card to get a raffle ticket to play golf; you'll be entered into the prize drawing (U.S. members only). You'll receive a \$5 gift card just for trying your golf skills. Return to the Symantec booth at 5:15 p.m. for the drawing. You must be present to win.

Trend Micro

Ask about Trend Micro's VTN-exclusive pricing for our managed services providers and our VMware Alliance security offerings for virtual environments. Sign up for a "Trend Micro—What's New?" 30-minute WebEx in April and be entered into two \$100 gift card drawings.

VaultLogix

Increase your managed services revenue or learn how easy it is to begin selling managed services for the first time with Ingram Micro Online Backup. Stop by the Ingram Micro Cloud Services booth and ask for VaultLogix. You'll have the opportunity to speak with Zak Karsan, VP of business development for VaultLogix to learn about the Ingram Micro Online Backup service and find out how simple it is to begin generating additional monthly recurring revenue.

Wasp Barcode Technologies

Ahoy mate! Ready to help your customers save money with automated solutions? Wasp inventory tracking, asset management, POS and time/attendance solutions can do just that. Your Wasp representative is waiting for a lucky winner to unlock the treasure chest. Don't be shark bait—come try your luck.

WorkSpace Communications

Stop by for a demo of what is arguably the most powerful productivity tool available today. See what it means to be truly connected to colleagues, using a fully integrated tool that saves businesses as much as 50 percent. It's VoIP, email, calendar, IM, presence, conferencing and more. It's the all-in-one "wow" in the cloud.

Xerox

Visit the Xerox display at the Tech Fair to see how we're connecting products, services and expertise for business partners like you to increase top line revenue and customer loyalty. Managed print services (MPS) is one of the fastest growing markets with recurring revenues and margin potential of 30 percent or more. Since Xerox is a recognized leader in MPS, come see what we have to offer your business.

Zebra Technologies

Improve efficiency and security with Zebra's card, barcode and RFID printing solutions. Zebra Technologies provides the broadest range of innovative printing solutions to identify, track, secure and manage assets, people and facilities. Because when you tag it, you can see it, measure it, and learn from it. We tag it. www.zebra.com

Ingram Micro Services Division

Come visit us at the Ingram Micro Services booth to learn how we can help expand your solution providers' business and increase revenue. Our complete line of service solutions include cloud and managed services, professional services and manufacturer-authorized certification training. Find out how you can manage technical labor resources more efficiently, build and sustain recurring services revenue streams and increase profitability, as well as leverage the variety of staffing, recruiting and training resources that are available to our solution providers.

Ingram Micro Leasing, Powered by VAR Resources

Make sure you stop by the Ingram Micro Leasing table to learn about our new leasing offering designed to drive increased sales and profitability, while at the same time creating stickiness and customer loyalty. You'll also learn about how early payments—within 48 hours of product delivery—can benefit your operations. This is a table you must not miss.

Our newly revamped Leasing program is powered by VAR Resources, a highly successful channel leasing company that has assisted thousands of resellers reach their sales goals. Stop by and meet some of the folks from VAR Resources and see how they can assist you and help grow your business.

Ingram Micro Leasing Powered by VAR Resources—a solution you need from a name you can trust.

VTN CONNECT

The “concierge” to the community. Stop by the VTN CONNECT Concierge booth to discover all of the business enablement solutions we can offer your company: Mastermind Peer Groups, Sales Manager Peer Groups, Technical Training and Certification, Sales Training, the Business Intelligence Portal (BI) and the Vendor Incentive Support Program with HP.