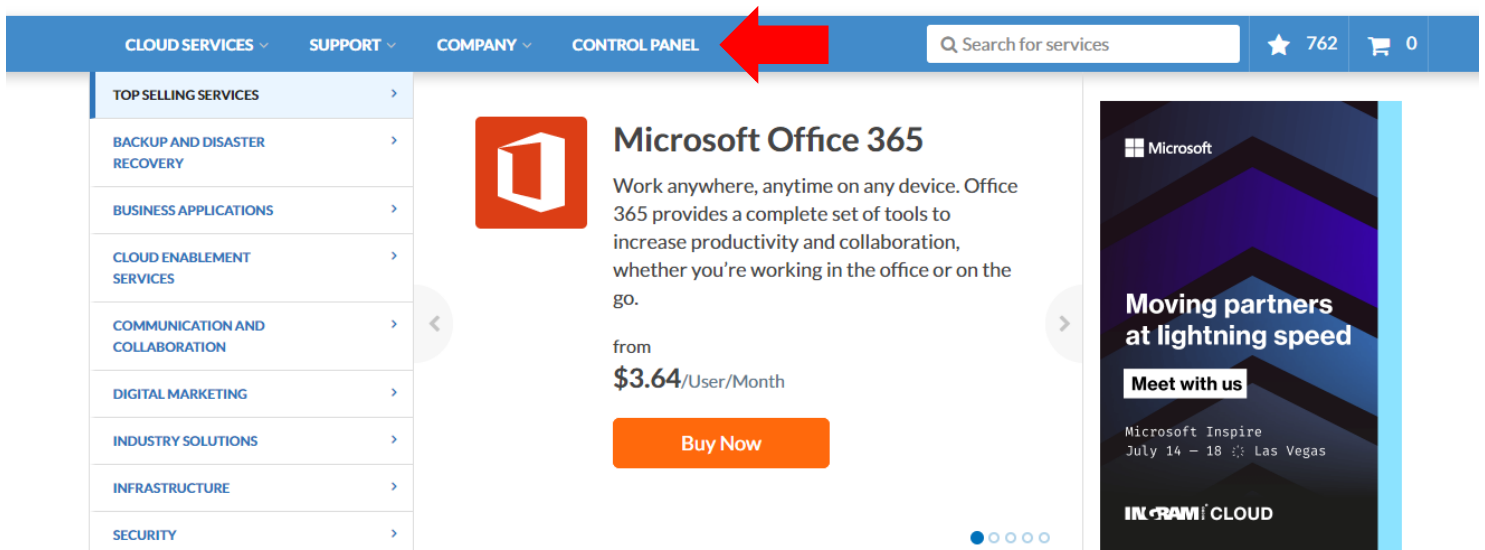


INGRAM MICRO CLOUD MARKETPLACE WALKTHROUGH TO PURCHASE AVEPOINT PRODUCTS/SOLUTIONS:

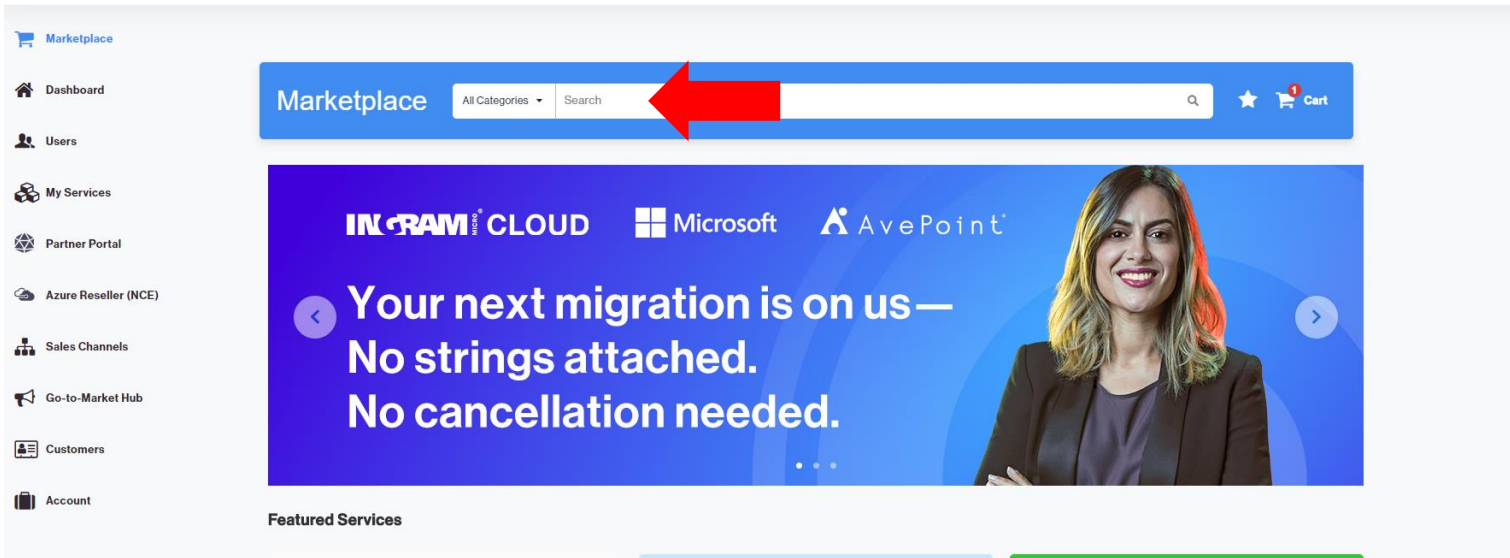
1. Click on this link: <https://us.cloud.im/> , then click on [LOG IN WITH IMONLINE](#)



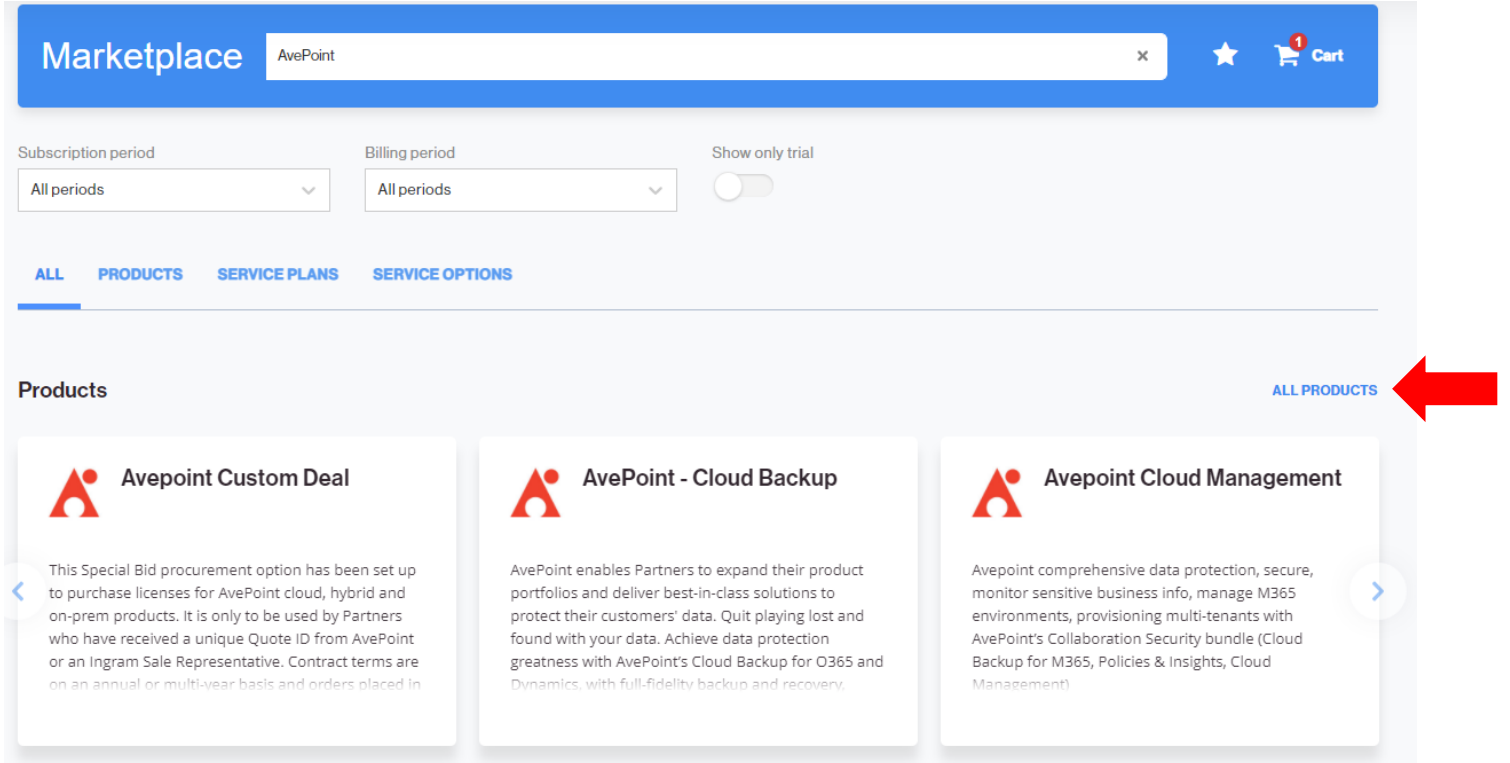
2. Once logged in click on [CONTROL PANEL](#)



3. Search – AvePoint



4. Now, click on ALL PRODUCTS



5. Select the Products/Solutions you would like to order.

The screenshot displays the AvePoint Marketplace interface. At the top, there is a blue header with the word "Marketplace" on the left, a search bar containing "AvePoint", and a star icon and a cart icon with a "1" on the right. Below the header, there are two dropdown menus for "Subscription period" and "Billing period", both set to "All periods", and a "Show only trial" toggle switch. A navigation bar below these elements contains links for "ALL", "PRODUCTS", "SERVICE PLANS", and "SERVICE OPTIONS", with "PRODUCTS" being the active link. The main content area features six product cards, each with the AvePoint logo and a title: "Avepoint Custom Deal", "AvePoint - Cloud Backup", "Avepoint Cloud Management", "AvePoint - Migration Suite", "Avepoint Special Promotions", and "Avepoint Policies And Insights". Each card contains a brief description of the product or service.

6. Each AvePoint Product will have an MSP and Reseller Option:

*****If you are the **MSP** and will be using AvePoint solutions to provide a service for the end-customer you will select MSP version!!!*****

*****If you are a **Re-seller** and will be selling the solution to the end-customer so they can use the solution on their own, you will select Single Tenant version*****

- **By selecting the Single Tenant version, the licenses will be sent to the email you provide for the end-customer.**

7. See some Examples below:

A. When you click on **AvePoint - Cloud Backup**: Now, click on **SHOW MORE** and you will see all your options for AvePoint Cloud Backup.

- Select and click on **ADD TO CART** what you would like to order.
- Any option that includes **BYOS (Bring Your Own Storage)** means you must connect the product/solution to your own backup source.
- **Example: Azure, AWS, etc.**

The screenshot shows the AvePoint Marketplace interface. At the top, there is a blue header with the word "Marketplace", a search bar, a star icon, and a cart icon with a "1" notification. Below the header, the "AvePoint - Cloud Backup" product page is displayed. It features the AvePoint logo, a description of the service, and navigation links for "PRICING", "OVERVIEW", and "PLAYBOOK". The main content area is titled "Plans and pricing" and contains three product cards. Each card has a title, a brief description, a "Subscription Period" of 1 month(s), and a table with columns for "Fee", "MSRP", and "Cost". The first card, "Cloud Backup for Salesforce - MSPs (Monthly)", has a recurring fee of \$5.00 per month, an MSRP of \$5.00 with a 20% margin, and a cost of \$4.00. The second card, "Cloud Backup for Salesforce (Monthly)", has the same fee and MSRP but a 20% margin and a cost of \$4.00. The third card, "Cloud Backup Exchange w/ OneDrive - MSPs (Monthly)", has a recurring fee of \$2.40 per month, an MSRP of \$2.40 with a 16.67% margin, and a cost of \$2.00. Each card has an "ADD TO CART" button at the bottom. Below the product cards, there is a "SHOW MORE" button with a red arrow pointing to it from the right.

Marketplace Search

AvePoint - Cloud Backup

AvePoint enables Partners to expand their product portfolios and deliver best-in-class solutions to protect their customers' data. Quit playing lost and found with your data. Achieve data protection greatness with AvePoint's Cloud Backup for O365 and Dynamics, with full-fidelity backup and recovery, automatic and on-demand backups, and top-notch Microsoft Azure Encryption.

[PRICING](#) [OVERVIEW](#) [PLAYBOOK](#)

Plans and pricing

Cloud Backup for Salesforce - MSPs (Monthly)

For MSPs only. Protects critical Salesforce data. Store and process your backup data in AvePoint unlimited Azure storage.

Subscription Period
1 month(s)

Fee	MSRP	Cost
Recurring per 1 month(s)	\$5.00 20% margin	\$4.00

ADDED

Cloud Backup for Salesforce (Monthly)

For VARS only. Protects critical Salesforce data. Store and process your backup data in AvePoint unlimited Azure storage.

Subscription Period
1 month(s)

Fee	MSRP	Cost
Recurring per 1 month(s)	\$5.00 20% margin	\$4.00

ADD TO CART

Cloud Backup Exchange w/ OneDrive - MSPs (Monthly)

License is based on assigned Office 365 users. This service includes AvePoint's Cloud Backup of Exchange Online and One Drive for Business, unlimited storage and retention. This is a multi-tenant management platform, suitable for MSPs who wants to manage multiple customers cloud environments under one interface.

Subscription Period
1 month(s)

Fee	MSRP	Cost
Recurring per 1 month(s)	\$2.40 16.67% margin	\$2.00

ADD TO CART

[SHOW MORE](#)

B. When you click on **AvePoint Migration Suite**: There are just three plans you can add to the cart from here. Select and click on **ADD TO CART** what you would like to order.

Marketplace Search

AvePoint - Migration Suite

AvePoint enables Partners to expand their product portfolios and deliver best-in-class solutions to migrate and manage their customers data. Migrate legacy workloads to O365, then automate control of security, configurations, and content. Get insight into O365 environments with customized reports.

PRICING OVERVIEW PLAYBOOK

Plans and pricing

Office 365 Migration – FLY for MSP (Annual)	Office 365 Migration – FLY for MSPs (Monthly)	Office 365 Migration – FLY Single Tenant (Monthly)																		
For MSPs only. License is on a per organization basis. One license per partner. This service includes migration of Exchange, SharePoint, and Fileshare to O365 for an unlimited number of tenants per year, up to 1 TB per tenant.	For MSP's only. License is based on assigned Office 365 users. This service includes migration of Exchange, Fileshare, and SharePoint to Office 365, AvePoint's BYOS Cloud Backup and Management solutions.	For VARs only. License is based on assigned Office 365 users. This service includes migration of Exchange, Fileshare, and SharePoint to Office 365, AvePoint's BYOS Cloud Backup and Management solutions.																		
Subscription Period 1 year(s)	Subscription Period 1 month(s)	Subscription Period 1 month(s)																		
<table border="1"><thead><tr><th>Fee</th><th>MSRP</th><th>Cost</th></tr></thead><tbody><tr><td>Recurring per 1 year(s)</td><td>\$9,000.00 16.67% margin</td><td>\$7,500.00</td></tr></tbody></table>	Fee	MSRP	Cost	Recurring per 1 year(s)	\$9,000.00 16.67% margin	\$7,500.00	<table border="1"><thead><tr><th>Fee</th><th>MSRP</th><th>Cost</th></tr></thead><tbody><tr><td>Recurring per 1 month(s)</td><td>\$3.60 16.67% margin</td><td>\$3.00</td></tr></tbody></table>	Fee	MSRP	Cost	Recurring per 1 month(s)	\$3.60 16.67% margin	\$3.00	<table border="1"><thead><tr><th>Fee</th><th>MSRP</th><th>Cost</th></tr></thead><tbody><tr><td>Recurring per 1 month(s)</td><td>\$3.60 16.67% margin</td><td>\$3.00</td></tr></tbody></table>	Fee	MSRP	Cost	Recurring per 1 month(s)	\$3.60 16.67% margin	\$3.00
Fee	MSRP	Cost																		
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Fee	MSRP	Cost																		
Recurring per 1 month(s)	\$3.60 16.67% margin	\$3.00																		
ADD TO CART	ADD TO CART	ADD TO CART																		

Quick Reminder: Each AvePoint Product will have an MSP and Reseller Option:


If you are the **MSP** and will be using AvePoint solutions to provide a service for the end-customer you will **select MSP version!!!**

If you are a **Re-seller** and will be selling the solution to the end-customer so they can use the solution on their own, you will select **Single Tenant version**

- **By selecting the Single Tenant version, the licenses will be sent to the email you provide for the end-customer.**

C. When you click on **AvePoint Policies and Insights**: There are just two options. Select and click on **ADD TO CART** what you would like to order.

Marketplace ★ 🛒 Cart



Avepoint Policies and Insights

Transform basic security reporting and governance with PI. Find, prioritize, fix, and enforce Microsoft 365 security controls across Teams, Groups, Sites, and OneDrive. Customers' critical issues are prioritized for action based on sensitivity and context. Edit permissions and configurations in bulk. Set policies that get enforced automatically. Keep your customers' workspaces, completely secure. Easily secure one tenant, or many with a dedicated multi-tenant portal for MSPs. PI and the Elements Portal for MSPs are a part of AvePoint Online Services (AOS), our 100% SaaS platform, hosted on Azure.

[PRICING](#) [OVERVIEW](#) [PLAYBOOK](#)

Plans and pricing ☰ ☰

Policies and Insights for M365 - MSPs (Monthly)

For MSPs only. Transform basic security reporting and governance with PI. Find, prioritize, fix, and enforce Microsoft 365 security controls across Teams, Groups, Sites, and OneDrive.

Subscription Period
1 month(s)

Fee	MSRP	Cost
Recurring per 1 month(s)	\$1.20 16.67% margin	\$1.00

ADD TO CART

Policies and Insights for M365 (Monthly)

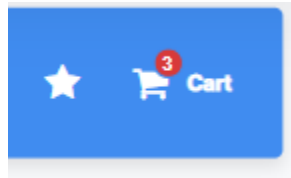
For VARs only. Transform basic security reporting and governance with PI. Find, prioritize, fix, and enforce Microsoft 365 security controls across Teams, Groups, Sites, and OneDrive.

Subscription Period
1 month(s)

Fee	MSRP	Cost
Recurring per 1 month(s)	\$1.20 16.67% margin	\$1.00

ADD TO CART

8. Once you added everything you want to purchase to the cart, scroll to top right of screen and click on the cart to checkout.



Marketplace

AvePoint - Cloud Backup

AvePoint enables Partners to expand their product portfolios and deliver best-in-class solutions to protect their customers' data. Quit playing lost and found with your data. Achieve data protection greatness with AvePoint's Cloud Backup for O365 and Dynamics, with full-fidelity backup and recovery, automatic and on-demand backups, and top-notch Microsoft Azure Encryption.

[PRICING](#) [OVERVIEW](#) [PLAYBOOK](#)

Plans and pricing

Cloud Backup for Salesforce - MSPs (Monthly)

For MSPs only. Protects critical Salesforce data. Store and process your backup data in AvePoint unlimited Azure storage.

Subscription Period
1 month(s)

Fee	MSRP	Cost
Recurring per 1 month(s)	\$5.00 20% margin	\$4.00

ADDED

Cloud Backup for Salesforce (Monthly)

For VARS only. Protects critical Salesforce data. Store and process your backup data in AvePoint unlimited Azure storage.

Subscription Period
1 month(s)

Fee	MSRP	Cost
Recurring per 1 month(s)	\$5.00 20% margin	\$4.00

ADD TO CART

Cloud Backup Exchange w/ OneDrive - MSPs (Monthly)

License is based on assigned Office 365 users. This service includes AvePoint's Cloud Backup of Exchange Online and One Drive for Business, unlimited storage and retention. This is a multi-tenant management platform, suitable for MSPs who wants to manage multiple customers cloud environments under one interface.

Subscription Period
1 month(s)

Fee	MSRP	Cost
Recurring per 1 month(s)	\$2.40 16.67% margin	\$2.00

ADD TO CART

[SHOW MORE](#)

9. Add the desired number of licenses under quantity of all the Products/Solutions you are purchasing and click NEXT.

Place an Order
Select the items that you want to buy for your customer.

Purchase
Purchase the items in the cart.

Quote
Create a quote for a customer.

Your Cart PRINT SAVE CART

Plan & Options	Quantity	MSRP	Margin	Cost	Total
Cloud Backup for Office 365 – MSPs (Monthly) Subscription period: 1 month(s) REMOVE	1				
Cloud Backup for Office 365 – MSPs (Monthly) AVE_MSP_O365_BUR_INGRAM	4999 available	per month(s)	16.67%	\$4.00 /License per 1 month(s)	\$4.00
Office 365 Migration – FLY for MSPs (Monthly) Subscription period: 1 month(s) REMOVE	1				
Office 365 Migration – FLY for MSPs (Monthly) MSP_MAP_MGR_MTM_INGRAM	29999 available	per month(s)	16.67%	\$3.00 /License per 1 month(s)	\$3.00
Policies and Insights for M365 (Monthly) Subscription period: 1 month(s) REMOVE	1				
Policies and Insights for M365 (Monthly) AOS_PI_M365_RS	4999 available	per month(s)	16.67%	\$1.00 /License per 1 month(s)	\$1.00

Order Total: \$8.00

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10. Select Existing Customer or Add a New Customer

***If you **Select an Existing Customer**, all the information in that customer’s profile will be used to create a customer profile with AvePoint. Please take a minute to review their profile to ensure the information is up to date. (*Note: The Customer email address will be used to register their Office 365 tenant with AvePoint. Should you need to supply an email that is different from what is contained in the customer’s profile, you can do so in the next step – see step #11 for more information).

***If you **Add a New Customer**, you will need to create a full customer profile.

Place an Order
Build the right offer for your customer.

Select Existing Customer

Add New Customer

11. Set up your purchase of AvePoint Online Services:


In Box 1 (see below): Customer's Corporate Email Address: add End-Customer's email address (The customer email will be used to register the Office 365 Tenant with AvePoint. This is how AvePoint differentiates and tracks orders, it **MUST** match the corporate domain.)

In Box 2 (see below): Partner's Email Address to send the Welcome Email: you simply enter whatever email address you would like the welcome email from AvePoint to be sent to. This email includes the license code and links to technical support (see last page for screen shot of welcome email).

*****The only time anything will be sent to the end-customer email provided in this step is if you are purchasing the Single Tenant version mentioned in step 6.****

Place an Order

Set Up Your Purchase of AvePoint Online Services

 Additional information is required to proceed with this order: please complete this form to proceed.
In case of any additional questions related to this order, the following technical contact of the Armour Unsderfer Engineering Inc. account will be used:
L. Sullivan (accounts@aeem.com)

Customer's Corporate Email Address

Partner's Email Address to send the Welcome Email to

SHOW ADVANCED OPTIONS

Product ID: avepoint-online-services-qs

12. The last step is to review order, agree to terms and conditions and click buy

Order Items	Included	Additional	Customer Price	Margin	Cost	Total
Microsoft 365 Enterprise E5 with Avepoint						
Recurring Fee - 1 year(s)			\$0.00 per 1 month(s)	0%	\$0.00 per 1 month(s)	\$0.00
Ingram Fly - 2 Month Migration Promo	0 unit(s)	+ 5 unit(s)	\$0.00 /unit per 1 month(s)	0%	\$0.00 /unit per 1 month(s)	\$0.00
Microsoft 365 E5	0 User(s)	+ 5 User(s)	\$57.50 /User per 1 month(s)	20%	\$46.00 /User per 1 month(s)	\$230.00
						Total: \$230.00
						Tax Total: \$0.00
						Order Total: \$230.00

[ADJUST PRICES](#)

Additional Information

PO Number (Optional)

Customer

You are about to place an order for For Avepoint Demo Only

[VIEW CUSTOMER DETAILS](#)

Your Payment

Your billing information will be used to pay your provider for all the services purchased in the Marketplace from your reseller account.

Customer Payment

Your customer can pay an order using one of default payment methods available or add a new one, if required, right in their control panel.

I Agree to the [Ingram Micro Cloud Services General Terms of Service, Additional Terms and Conditions for Microsoft's CSP Service](#) , [Terms and Conditions AvePoint US](#)

[CANCEL](#) [BACK](#) [BUY](#)

*****AFTER YOU RECEIVE YOUR LICENSES, PLEASE REVIEW NEXT STEPS ON FOLLOWING PAGE!**

1. Once you purchase, you will receive the email below **IF you purchased the MSP option:**

The top half will give directions on how to access your AvePoint Online Portal if you purchased **Backup or Policies and Insights**. (Sign Into My Portal)

The bottom provides directions on how to get started with AvePoint's **FLY Migration Tool**. (Download FLY)

elements
Powered by AvePoint

Hello Garrett,

Welcome to the AvePoint family! To help you get started with your purchase, please read the instructions below carefully. We've also prepared a handy [On-boarding Guide](#) with videos and more to help you hit the ground running.

You have purchased a license specifically designed for MSPs, which includes our Elements Portal for multi-tenant management. We've designed the Elements Portal just for you! It's built on AvePoint Online Services (AOS), our 100% Azure hosted AvePoint services for your clients, follow the steps to activate your portal. As FLY for Office 365 migration requires installation on your cloud or local servers, license activation and installation requires additional steps, and your licenses will not be

Activating your Elements Portal for MSPs
You'll need to activate your Elements Portal by clicking the link below to sign in. Here you will see your purchased Backup and/or Management services, be able to activate them across your clients, and even provision free trials!
Your Login ID for your Elements portal is [redacted] If this is the first time logging into your Elements Portal, click Sign In to My Portal below to set your password and activate your subscription. If you already have an Elements Por

Sign In to My Portal

Your client's user ID for AOS is: [redacted] You can switch to your client's AOS tenant by clicking the email address in Customer Directory page of your Elements Portal.

Migrating to Office 365 with FLY
Before migrating your customers to Office 365 with FLY, you'll need to download FLY, complete the installation, then apply the license code.

a. Click "Download FLY" below, then install FLY in your environment according to the [FLY Installation Guide](#). You can install FLY on one server, or across a few. In a hurry? Distributing FLY across multiple servers can achieve greater through

Download FLY

b. Your license file unlocks this service according to the terms of your purchase. Apply this license code in FLY License Manager, which can be found under Management settings.

Your license code is:

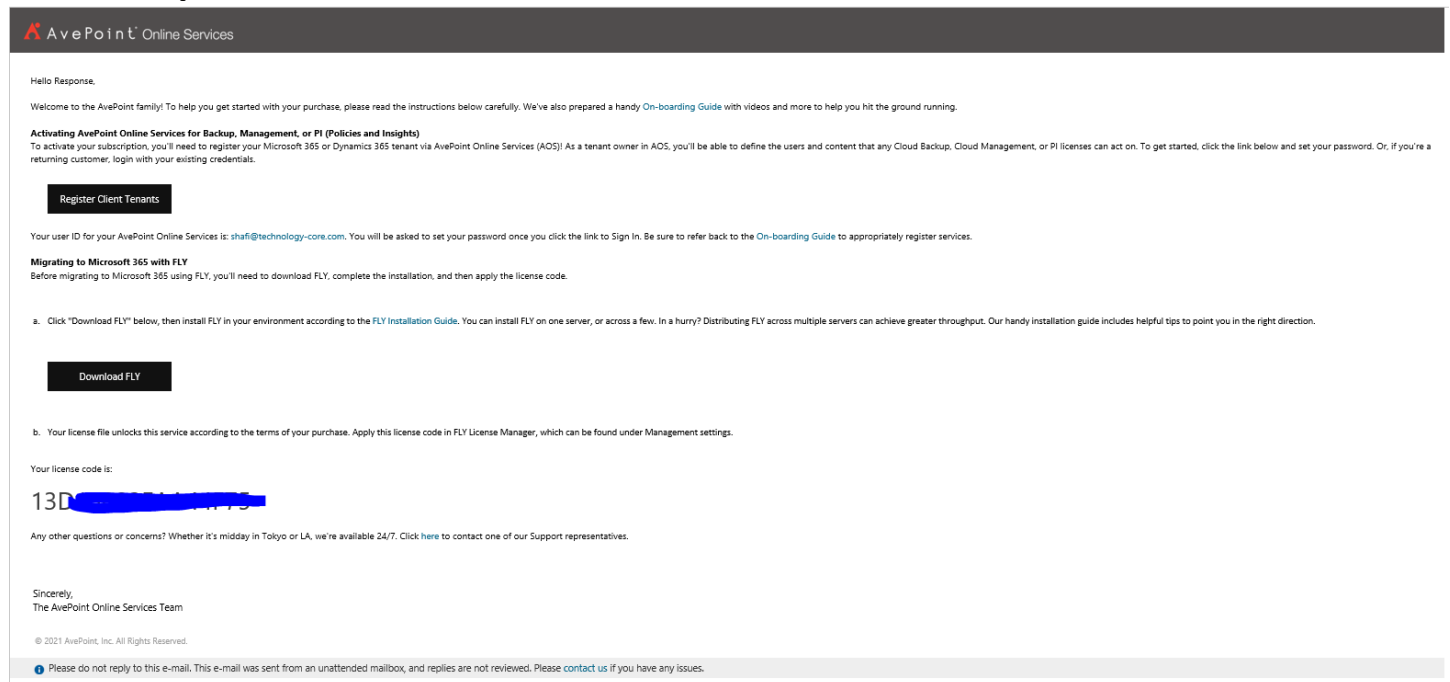
B32C048 [redacted]

We're here to help! If this is your first migration using FLY, [submit a request](#) to receive a little extra assistance to make your moves without a hitch. Our team of migration experts are standing by!

Any other questions or concerns? Whether it's midday in Tokyo or LA, we're available 24/7. Click [here](#) to contact one of our Support representatives.

Sincerely,
The Elements Team @ AvePoint

Your end customer will receive an email like this if you purchase the “single-tenant” option:



These links are included in the above emails for AvePoint support:

1. This onboarding guide to help get started:

<https://sway.office.com/BbsZ6j1W8zCld662?ref=Link>

2. This link is to request a 90 min Migration/Backup/ Policies & Insights start-up session: (After you by the licenses click on this link and fill out the form)

<https://www.avepoint.com/partners/onboard/firsttimewalkthrough>

3. AvePoint 24/7 technical support for any help needed:

<https://elements.avepoint.com/products/support>

Any questions can be sent to: avepoint@ingrammicro.com