

VentureTech Network | Program Benefits

Program	VTN Services and Benefits	Annual Value	
Growth through Partnering	VTN	The VentureTech Network is a North American IT Solutions organization offering access to technology best practices, world-class solutions and industry-leading service deployment through our network of 350 certified member partners with 10,000 technical resources across North America.	
	Ingram Micro Services Network (IMSN)	Over 750 member companies that network throughout North America, providing IT business solutions to customers. The IMSN capabilities span from professional services to hardware and software support. IMSN members experience increased service and hardware sales revenues from service generated through the IMSN.	Value determined case by case
	Manufacturers	Strategic manufacturer partners. Financial contributions to VentureTech Network are significantly more than those made to competing distributor SMB programs. This strategic focus creates an exclusive value-add for partners. Direct access to top-level manufacturer executives.	Intangible
	Ingram Micro	Two dedicated business development representatives (BDRs) provide support for all members. Plus, a support staff of over 10 managers and associates, as well as top-level Ingram Micro executives, are focused on helping members grow their business, using manufacturer and member partners.	Intangible
	Events	Two annual Invitationals provide members top-level access to Ingram Micro and manufacturer executives. In addition, members participate in two local chapter meetings per year, where members meet to interact on a regional basis. Technology/business-related presentations are featured at local chapter meetings.	\$4,000/Company
	Member Locator	Program members can access profile information of potential partners nationwide, including authorizations, services and core competencies.	Intangible
Marketing Your Business	Marketing Consulting	The VentureTech Network marketing team will support member's business-plan initiatives. Solution-provider marketing programs available to VTN members include lead generation, telemarketing, and the creation and fulfillment of marketing collateral through our Agency Express program.	Value determined case by case
	Marketing Collateral	Enhances solution providers' marketing efforts by providing professionally designed, customizable collateral using camera-ready art and logos, available through the VentureTech Network web site – such as an end-user newsletter, event invitations and specialized services ads. The VentureTech Network web site contains all pieces.	\$4,000/Company
	Marketing Funds	Exclusive manufacturer funding for advertising dollars through manufacturer pass-throughs. Allows members to fund various marketing activities, collateral and events.	\$7,000/Company
Business Resources Partners	Technology Assessment Profile (TAP) Software	TAP is a Visual Basic program, Word document and Access database software combination that enables members to take a consultative approach to meeting clients' network needs. TAP software documents include: "Financial Breakeven and Profit Analysis," "Letter of Intent and Engagement," "Scope and Statement of Work," "Project Proposal," "Change Management," "Project Plan," and "Acceptance and Closure."	\$3,750/Company
	Business Analysis	Provides yearly, confidential analysis of members' financial and compensation condition, as compared with industry averages. Results will highlight targeted areas for improvement, including suggestions for managing growth and increasing profitability.	\$6,000/Company
	CompTIA	Members receive free membership to this IT channel organization, which provides such programs and services as discounts on certification exams, public policy standards and training tools.	\$150
	Dun & Bradstreet (D&B)	Discounts on business reporting with reduced monthly fees through D&B. The D&B Business Information Program allows members to access powerful database purchase information, profile new markets, monitor competition, and much more.	Value determined case by case
	FedEx	Members receive up to 49 percent off FedEx Express domestic air shipments and 15 percent off FedEx Ground shipments.	Value determined case by case
	Business Partners	Discounts on business insurance, office supplies, promotional items, telecom services, trade show displays, travel and more.	Value determined case by case
Trainings and Education	University of VentureTech (UVT)	A center of excellence that VentureTech Network members can reference for education, training and certifications. UVT courses include training sessions, certifications, consulting, sales management, business management, and technical management from manufacturer partners, third-party training programs and internal Ingram Micro resources. Course formats include Computer-based Training (CBT), Web-based Training (WBT), Classroom/Instructor-led Training (ILT), books and blended learning solutions.	Value determined case by case
	Invitationals and Local Chapter Meetings	Invitationals provide members with seminars and workshops where consultants speak about service market opportunities (such as managed services and hiring top-level associates), as well as member-to-member-focused presentations. Also, two local chapter meetings per year provide members with training from manufacturers, as well as customized training courses from companies like Franklin Covey.	\$3,600+/Company
Total Annual Value of Participation in VentureTech Network		\$28,500	
Annual Membership Fee		\$ 2,000	
Membership ROI		\$26,500	

