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How is AI changing Ingram Micro's role from a technology distributor to a digital platform and ecosystem partner?

The advent of AI has ushered in a profound transformation across industries. For us at Ingram Micro, it's an opportunity to become an ecosystem orchestrator for the digital empowerment of our partners and create more compelling value across the technology ecosystem. With our AI-powered digital experiential Xvantage platform, we are bringing OEMs, hyperscalers, data-driven insights and digital capabilities together to help partners learn, build, manage, and buy technology-led business solutions through one platform.

We are leveraging AI to simplify complex processes related to technology acquisition, implementation, optimization and disposition. Furthermore, our digital Xvantage platform helps partners accelerate their AI-led transformation journeys through a wide range of cutting-edge features, functionalities and capabilities. One such example is the Xvantage Enable AI program that empowers partners with the digital adeptness required to envision and drive a success-driven AI journey. Similarly, our Xvantage Integration (XI) Hub and Model Context Protocol (MCP) Servers provide a secure integration layer that enables real-time, intelligent connectivity and integration of data, platforms, tools, and AI assistants. All these play a pivotal role in removing friction from our partners' AI journey and enable them to accelerate innovation and drive growth.

What is Ingram Micro doing to help MSMEs adopt cloud, AI, and cybersecurity with confidence?

In India, we are witnessing a distinct set of digital ambitions and digital priorities among SMEs and MSMEs. They are quite passionate about embracing digital-native technologies and accelerating their transformations, and we must offer them effective guidance to help them envision and drive a success-driven digital transformation journey with confidence. At Ingram Micro, we are bridging this gap by bringing together cloud, AI, cybersecurity, solutions, services, and partner expertise through our Xvantage platform. With Xvantage Integration Hub, we are helping businesses move from AI experimentation to real-world adoption by connecting AI with their data, platforms, and tools. This empowers them to accelerate their AI adoption with greater speed and confidence.

Moreover, we also organize a series of multi-city events, SMB TechTalks, that aim to help SMBs leverage the tools, training, capabilities, and go-to-market support required to accelerate their AI-led transformation journeys.

How can technology lifecycle services help growing enterprises reduce the cost and complexity of managing IT assets at scale?

As growing enterprises scale, managing fragmented IT assets can create significant operational complexity and rising costs. Technology lifecycle services simplify this by providing an integrated framework for asset deployment, maintenance, recovery, and disposition.

With over a decade of global expertise, Ingram Micro combines a global footprint with strong local capabilities to help enterprises navigate India's evolving e-waste regulations while ensuring secure, compliant and audit-ready data sanitization. Our ISO- and R2-certified facilities in India, combined with our global standards, make us a trusted partner for leading OEMs and System Integrators. Through certified reuse, refurbishment and remarketing, we maximize residual value, reduce costs and advance sustainability. ■