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## Viva Las VentureTech: Scenes From Ingram Micro in Vegas



Brett Bailey, vice president at WBM Office Systems, a Calgary, Alberta-based VAR and VTN member, led the conference's first member-to-member presentation. Bailey focused on building new competencies within an already accomplished sales organization.

Even when you achieve trusted advisor status with a customer, there's still a level of partnership that places solution providers even higher in the value equation, Bailey said.

Read more at: [http://www.crn.com/slide-shows/channel-programs/231902164/viva-las-venturetech-scenes-from-ingram-micro-in-vegas.htm;jsessionid=feMqXCW2rldu0GT2r9Awuw\\*\\*.ecappj02?pgno=6](http://www.crn.com/slide-shows/channel-programs/231902164/viva-las-venturetech-scenes-from-ingram-micro-in-vegas.htm;jsessionid=feMqXCW2rldu0GT2r9Awuw**.ecappj02?pgno=6)