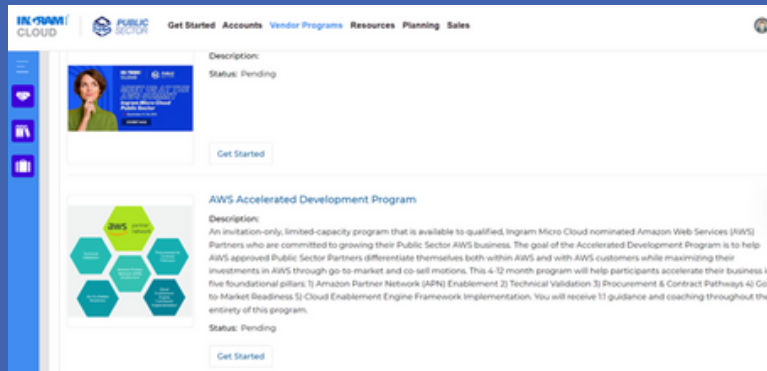


# AWS ACCELERATED DEVELOPMENT

## Perfecting Partner Experience

*Delivering an enhanced experience through our Accelerated Development Platform and with our AWS Cloud Coaches.*



**Up to Five Milestones: Accelerated 4 to 6 Month Journey**  
 (18 to 24 month program without an Ingram Micro Cloud Coach)

## AWS Services Path and Software Path Partners

Consulting Valued at \$30,000 at No Cost to Qualifying Partners

APN ALIGNMENT	CLOUD ENABLEMENT ENGINE	TECHNICAL VALIDATION	PROCUREMENT PATH	GO TO MARKET READINESS
<ul style="list-style-type: none"> <li>Build your skills and offerings with access to AWS Training and Certification courses.</li> <li>Leverage APN resources to progress to Select Tier* with Public Sector authorization.</li> </ul> <p><i>*Services Path only</i></p>	<ul style="list-style-type: none"> <li>Establish a cross-functional team to leverage proven best practices, governance and training needed for AWS cloud adoption.</li> </ul> <p><i>Services Path</i></p>	<ul style="list-style-type: none"> <li>Align relevant AWS programs to technical capabilities.</li> </ul> <p><i>Ex: Service Delivery, FTR, Immersion Day, Competency</i></p>	<ul style="list-style-type: none"> <li>Ingram Micro expertise and resources to accelerate the growth of your AWS Public Sector practice.</li> </ul>	<ul style="list-style-type: none"> <li>Build your AWS Battlecard and Partner Business Plan with AWS Templates to promote your business within AWS.</li> <li>Utilize resources like AWS Partner Solutions Finder and Marketing Central to promote your business.</li> </ul>

# THE INGRAM MICRO CLOUD

## Coaches Playook



### Services Path

- ✓ Stay engaged and informed on your partners' progress with regular status updates on milestone achievements
- ✓ Give your partner a head start towards graduation. Procurement and Contract Pathways Milestone is completed by working with Ingram Micro Cloud
- ✓ Partners benefit from Ingram Micro Cloud end-user demand program, Jarvis, to accelerate required customer wins
- ✓ Global Reach and Partner 2 Partner Professional Service opportunities
- ✓ Access to exclusive, curated business intelligence from the Definitive Healthcare Database, GovWin, and eRepublic
- ✓ Complimentary CloudCheckr for cloud billing, resource optimization, and compliance recommendations



### Software Path

- ✓ Ingram Micro Cloud fulfills the procurement milestone
- ✓ Fast-track your Partners' solution for FedRAMP and StateRAMP Readiness
- ✓ Secure PHI / HIPAA data with our HIPAA, PHI, HITRUST, and GDPR Managed Compliance Services
- ✓ Access to exclusive, curated business intelligence from the Definitive Healthcare Database, GovWin, and eRepublic
- ✓ Global Reach and Partner 2 Partner Professional Service opportunities
- ✓ Complimentary CloudCheckr for cloud billing, resource optimization, and compliance recommendations