

# Healthcare Partner Pathway

Making Ecosystems Happen



## Ingram Micro Cloud Healthcare Partner Pathway

Your pathway to leading Healthcare Cloud Solutions.

Connecting healthcare-focused ISVs, MSPs, SIs, consultants and VARs delivering best-in-class solutions in the healthcare market.

Delivering the Partner-to-Partner (P2P) ecosystem so healthcare professionals can focus on innovation and serve their healthcare customers.

Modernize your IT Infrastructure and co-sell with healthcare-focused partners in the AWS Partner Network you can trust.

- Selection, speed and agility
- Flexible pricing and terms
- Control and governance

## Key Personas & Talking Points

### Chief Information Officer (CIO)

- Strategy/Data/Operations.
- May face barriers from their internal compliance team.

### Chief Technology Officer (CTO)

- Wants to leverage the cloud to build technology offering.
- Knows compliance is important but lacks expertise.

### Business Owner/ Chief Digital Officer

- Focused on driving transformative initiatives of the business and accelerate innovation.
- May see IT and compliance as hindering their speed to transform and want to access cloud quicker.

### Chief Information Security Officer (CISO)

- Security/HIPAA/PHI/HITRUST challenges.
- Reduce risk for the organization and need visibility into compliance requirements within Shadow IT.



### Cloud Solutions

- EMR Migration from DC to AWS Cloud
- Medical Imaging (DICOM) migration from DC Storage to AWS Cloud
- PHI/HIPAA/HITRUST Compliancy and Indemnification Services
- Telehealth Platform and Applications
- Compliant eSignatures and Certificates of Evidence
- Healthcare ISV Hosting
- Cloud Operation Efficiency



### Channels

- Healthcare Solution Providers
- Healthcare ISVs and MSPs
- Consulting and Technology VARs



### Target Audience

- 6,000+ Hospitals
- 8,000+ Physician Offices
- PHARMA & Life Sciences
- Payor Networks



## Migrations and EMR Hosting

- EMR Migration and Cloud Hosting for production and legacy data that allows for pulling any level of detailed practice information into a single platform.
- Data Conversion that migrates petabytes from one system to another in a compliant manner.
- HIPAA Compliant Cloud Services designed for tworkflow of health networks.
- Healthcare IT Leadership offers strategic consulting services supporting a partnership's attainment of valued goals.



## Healthcare-Managed Cloud & Defense

- Compliance Protection for healthcare companies' cloud environments so they can innovate at scale and alleviate the risk of non-compliance, keeping PHI secure throughout their application.
- HIPAA Security Risk Assessment process is more efficient through an easy-to-use interface to analyze, visualize and manage the remediation of security or compliance risks.



## End-to-End Virtual Care Solutions

- Develop easy, fast and safe virtual care connections. Anywhere in the world, 24/7.
- Secure telehealth solutions that are SOC2 and HIPAA certified, FERPA compliant, including software development, provider networks, hardware solutions and 3-D printing.
- Gain quick traction and success with configurable solutions that have standard integrations with most EMRs.
- Eliminate the complexity of the virtual care process with a dedicated team to guide you through workflows and deployment.



## End-to-End Virtual Care Solutions

- HITRUST, StateRAMP and FedRAMP Cloud Compliance-as-a-Service for Independent Software Vendors (ISVs).
- ISVs can minimize their time to initial deployment to four weeks, and their time to a full SaaS compliant and production ready deployment to two months.
- Access to the Project Hosts Security team who provide white glove treatment in managing all the required security documentation, continuous monitoring and handle ISVs' external audits should they seek full certification.



## Compliant eSignatures

- Collect Legally Binding eSignatures, easily prepare, send and sign day-to-day documents electronically.
- Patient intake with Smart Links, patient admission and registration are completed online or on any mobile device.
- Ultra Secure Selfie, PIN, & ID Verification, made easy and secure with identity verification.

## Get started with the Healthcare Partner Pathway today!

Ingram Micro Cloud Public Sector,  
Made Easy!

### Connect

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