

CONTRACTS ALLIANCE PROGRAM

Guide: for Public Sector Cloud



Streamline Procurement

CAP is a value-added offering that allows Ingram Micro Cloud (IMC) Partners to align with other trusted IMC Partners that hold public sector contract vehicles. Thus, streamlining the procurement process for both our partners and their end customers.

- [STREAMLINE PROCUREMENT](#) leverage pre-negotiated public sector contract vehicles
- [CONTRACT HOLDING PARTNER ADMIN FEE](#) nominal fee for admin use of the contract vehicle
- [CONTRACT HOLDING PARTNERS](#) include Strategic Communications and more coming
- [ALIGNMENT MODELS](#) optional models including Teaming or Agent Agreements

★ [U.S. owned](#), Ingram Micro Cloud is an AWS Advanced Consulting Partner and global AWS Distributor accelerating growth through our Cloud 1st Partner Initiative. Our people, platforms, programs, and portfolio of services provide the pathways to scale your Public Sector business.

Domain Expertise



Healthcare Acceleration

- Direct access to Industry Healthcare Leading ISV's
- Robust network of key Industry Healthcare Information Technology consultants
- Extensive Provider and Physician exclusive information



ISV Clear Solutions

- Proven ISV Activate Program drives SaaS businesses to build solutions faster and scale
- Support to simplify build a well-architected solution
- Provide you with remediation services to pass technical reviews in the ISV Partner Path



Education Engagement

- Repeatable solutions for education
- RFXs acquisition tools to prospect, secure, and win more contracts
- Application streaming services with Appstream 2.0
- Desktop as a Service from Amazon Workspaces



Public Sector Intelligence

- More opportunities with vendor GTM strategy and public sector alignment for SLG, EDU, and Federal
- Get ahead with IMC's prospecting, capture, and support services
- Close business faster through contracts and proven pathways

Getting Started

- 01 **ENGAGEMENT REQUEST** send an email request IMC_PSCapture@ingrammicro.com
- 02 **CALL** our IMC Public Sector team will set up a call with you and your company
- 03 **SUPPORT** the IMC Public Sector team will ensure your smooth transition into the Contract Alliance Program and will remain available for support

Flexible Models

- **Teaming Agreement Model** benefits partners who are looking to streamline procurement without administrative responsibilities.
- **Agent Agreement Model** benefits partners looking to streamline procurement and maintain visibility with their end customer.

Take the Cloud 1st step and streamline procurement!

★ **Ingram Micro Cloud Public Sector: Made Easy!**

<https://now.ingrammicrocloud.com/aws-public-sector> | IMC_PSCapture@ingrammicro.com