

PARTNER WITH US AND ACHIEVE MORE

Our goal is to help you: At Ingram Micro, we're dedicated to simplifying the complexity of the cloud. Whether you're new to IaaS or a Google Cloud expert, turn to us to support you in your IaaS journey.

What we do:

Practice and Business Development

- Enablement via IMC's 9-Step general methodology
- Solution Growth Journeys
- On-Demand eBooks
- Volume Discount Eligibility

Sales and Go-To-Market Enablement

- Sales/Solution Trainings
- GTM Strategy and GTM Hub
- Pipeline and Opportunity Management

Operation and Finance Support

- Creative Financing Options and Credit Terms
- Operational and back-office billing support
- Ingram Micro Cloud Marketplace Platform and CloudBlue Platform

Technical Enablement and Services

- Professional Services
(Assessments - POCs - Architecture and Design - Migrations)
- Managed Services
- Cost Optimization Services
- Well Architected Services

IaaS Methodology & Go-To-Market Strategy

Ingram Micro Cloud will enable partners with our IaaS 9-step Practice Building methodology to proactively build an IaaS practice for partners that drive growth opportunities.

Partner Enablement	Opportunity Enablement	Execution
1 Business Planning	4 Opportunity Qualification	7 Deployment
2 Training	5 Discovery and Consultation	8 Operations
3 Demand Generation	6 Proposal	9 Ongoing Management

Google Cloud Solution Growth Journey – Connect with our experienced IaaS consultants for guidance and portfolio building to increase profit across four stages: Optimize, Secure, Transform, and Innovate. These paths help to drive cloud revenue with customers, increase opportunity sizes, and help you discover your potential around unique workloads.



Optimize

Capture value from the cloud

- your infrastructure and save more with **Google Committed** use;
- cost with Cloud archives and store value alongside the data with **Google Cloud Storage**
- performance with **Google Cloud's Operations Suite**
- applications anywhere with **Google Anthos**



Secure

Secure your growth and follow a path to a secured future

- your identity with **Google IAM**
- against disasters and ensure the continuity of your customer's business with **Google Cloud Backup and Disaster Recovery**
- secure your operations and analytics with **Security Command Center**



Transform

Transform into the new - not a case of 'if' but 'when'

- your infrastructure management with **Google Cloud Function**
- applications, and maintain portability and control of your data with the wide variety of **Google Databases**
- your most critical workloads and run **SAP/ Microsoft/ VMware on Google Cloud**



Innovate

Bring the power of data to customers and unlock the data journey

- and ingest data from millions of globally dispersed devices with Cloud IoT Core
- decision making from Data with Google BigQuery
- at speed with Out-of-the-box Innovation AI & Machine Learning



Professional Services – Maximize your recurring revenue and expand your IaaS services with the help of our Global IaaS Center of Excellence (CoE) Team. With our end-to-end portfolio of IaaS services, you can be successful in delivering complex workloads accurately and confidently.

Join Ingram Micro Cloud for your IaaS Journey. Become a Google Cloud Partner and sign up today!

GET YOUR IAAS EDGE

For more information
Visit IngramMicroCloud.com

INGRAM MICRO CLOUD
More as a Service