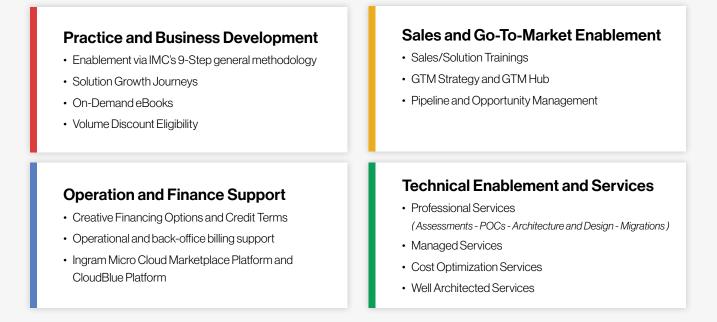
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## Google Cloud

# 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 laaS or a Google Cloud expert, turn to us to support you in your laaS journey.

### What we do:

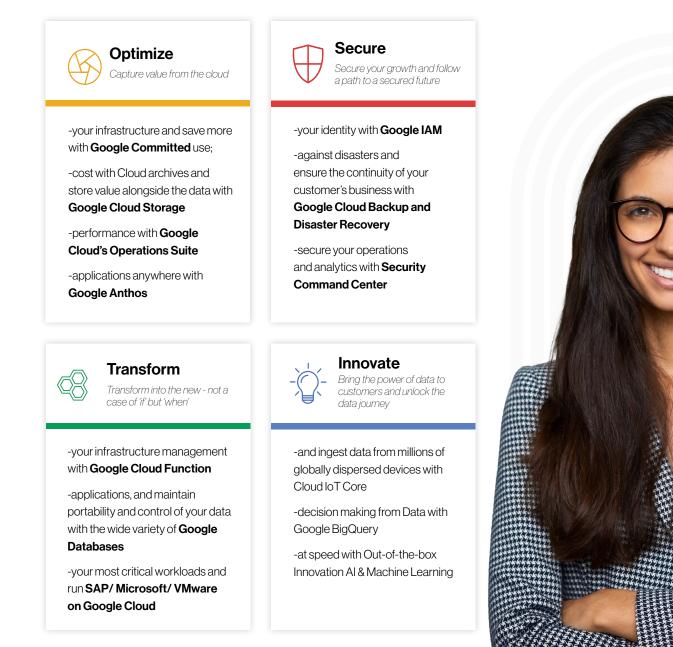


### laaS Methodology & Go-To-Market Strategy

Ingram Micro Cloud will enable partners with our laaS 9-step Practice Building methodology to proactively build an laaS 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
<b>3</b> Demand Generation	6 Proposal	9 Ongoing Management

**Google Cloud Solution Growth Journey** – Connect with our experienced laaS 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.



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

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

**GET YOUR IAAS EDGE**