



# LET'S BE AWESOME TOGETHER

Ingram Micro Cloud is an **AWS Advanced Partner** and a **global AWS Distributor** accelerating the growth of AWS Partners and ISVs globally in both Commercial and Public Sector.

## ABOUT US

- Company Size: **\$49B** with **35K+** employees
- AWS Partner since 2013
- Currently in North America, EMEA, LATAM and APAC regions
- With **1300+** AWS partners globally

## PARTNER PROGRAMS

- AWS Advanced Partner
- AWS Public Sector Partner
- Well-Architected Partner
- APN Immersion Days
- AWS Training Provider

## 250+ AWS CERTIFICATIONS

- AWS Certified Solutions Architect-Professional
- AWS Certified DevOps Engineer-Professional
- AWS Certified Solutions Architect-Associate
- AWS Certified SysOps Administrator - Associate
- AWS Certified Developer - Associate
- AWS Certified Cloud Practitioner

## OUR GOALS HELP YOUR GOALS

### CONSULTING PARTNERS

- ▶ We help with **Partner Growth and APN Advancement**

### INDEPENDENT SOFTWARE VENDORS (ISV)

- ▶ We impact **Partner Success and Technical Enablement**

### AWS CUSTOMERS

- ▶ We enable **Greater End User Reach and Customer Success**

### PUBLIC SECTOR

- ▶ We empower **Speed to Market for Public Sector Partners**

# WHAT WE DO



## SALES ENABLEMENT

- Sales Training
- Compensation Modeling
- GTM Strategy
- Marketing Campaign Consultation
- End Customer Lead Generation
- Pipeline and Opportunity Management
- ISV Attached Solution Consulting



## PRACTICE DEVELOPMENT

- Partner Program AWS Illuminate
- Business Planning
- Competency Development
- APN Tier Upgrade Guidance
- Technical Training and Certification Guidance
- Immersion Days
- Partner Transformation Programs



## TECHNOLOGY ENABLEMENT

- Pre-Sales Tech Support Services
- Well-Architected Reviews
- Foundational Technical Reviews
- Augmented and white-labeled Professional Services:  
Assessments, Migrations, Proof of Concepts, Optimization, Managed Services, DevOps, IoT, AI/ML, Security, Big Data



## BUSINESS & FINANCIAL SUPPORT

- Complementary CloudCheckr billing platform
- Operational and back office billing support
- Billing Consulting
- EDP
- Cost Optimization
- Creative Financing Options
- Credit Terms
- End-User Reporting
- RI Optimization and Management

# PARTNER OBSESSED

“ From a competitive standpoint, we can say ‘yes’ in scenarios where we previously would have had to say ‘no.’ Ingram Micro Cloud’s Professional Services absolutely allows us to take on more AWS business in a shorter timeframe. ”

### Matthew Gregg

Cloud Practice Lead  
for Integration Partners

“ Customers have complex problems to solve and it’s our job to provide them with the best possible solution. Ingram Micro Cloud’s team responded quickly and in a professional manner, and allowed us to meet the customer’s expectations, as well as their timeline. ”

### Daryl Harrington

Director of Cloud Solutions  
for Trace3

“ Ingram Micro is peerless amongst distributors in really understanding how best to support AWS solution providers. In partnership with Ingram, Strategic Blue enables AWS customers to optimise Cloud FinOps. Together we accelerate cloud migrations by demonstrating control of cloud budgets. ”

### James Mitchell

CEO of Strategic Blue

# CONNECT CONNECT CONNECT

## MEET WITH US AT RE:INVENT

Grand Luxe Cafe at the Palazzo  
Monday, Nov. 29 to Thursday, Dec. 2  
[laaS@IngramMicro.com](mailto:laaS@IngramMicro.com)