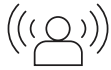


Ingram Micro Cloud for Education

Buying Season



July – September:
Awareness

Agency leaders set priorities according to alignment with elected officials' priorities. Program managers begin to look for solutions and possible vendors.



October – December:
Consideration

Program managers develop program requirements and develop business case to justify funding. If funding is approved, program managers evaluate competing solutions and vendors make recommendations.



January – March:
Selection

CIO, program managers, and other buying influences evaluate the recommendations and select a vendor and solution. Agency management and CIO approve the award.



April – June:
Award

Contracting official or purchasing manager processes and announces the contract award.

EDU Purchase Influencers

Enterprise CIO

- May initiate enterprise projects
- Approves business case and vendor for enterprise projects
- Provides shared services

Head of Distance/Online Learning

- Sets certain requirements
- Helps with business case
- Recommends a set of vendors based on market-researched tools

Head of Networking/Storage

- Sets certain requirements
- Helps with business case
- Recommends a set of vendors

AWS in Education

Market Size

Public Institutions 1,626
Private Institutions 2,672
TOTAL 4,298



20 Million
Students



\$318 Billion
IT Spend

Tips for Success

Understand the way Higher Education IT projects are initiated, evaluated, and purchased.

- Varies widely by type and size of institution.
- Enterprise CIO usually determines Cloud Strategy.
- CIO together with project team initiates projects.
- Project team evaluates vendors and solutions.
- Need to justify recommendations with business case.
- CIO and project team select vendor.

K-12 Use Cases

- Remote Learning
- Virtual Desktops and Labs
- Contact Centers
- FAQ Chatbots
- ED-Fi Operational Data Store Security
- Student Information Systems
- Identity Management
- Learning Management

Higher Education Use Cases

- Analytics/Data Lakes
- ERP Migrations (Banner & PeopleSoft)
- Application Migrations
- Application Modernization
- VMC on AWS
- Remote Learning
- Workspaces



Top Use Cases

AWS delivers flexible cloud infrastructure to help higher education institutions transform how IT addresses student and staff needs for teaching and learning, research, and other campus initiatives.

Scenario/Challenge	Solution Set	AWS Service
An expanding remote workforce	End User Computing	Amazon WorkSpaces, Amazon AppStream 2.0
Securing data for a remote worker	End User Computing	Amazon WorkSpaces, Amazon AppStream 2.0
Being unable to manage a current solution that cannot scale and dealing with increasing complexity	End User Computing	Amazon WorkSpaces, Amazon AppStream 2.0
Moving workloads from on-premise to a new cloud environment	Migrations	AWS DMS, AWS Application Discovery Service, Migration Evaluator, AWS DataSync, AWS Migration Acceleration Program (MAP)
Data center consolidation or exit strategy	Migrations	AWS DMS, AWS Application Discovery Service, Migration Evaluator, AWS DataSync, AWS Migration Acceleration Program (MAP)
Costly hardware, managed services contracts, slow back-up and restore options	Storage	AWS Storage Gateway, AWS Backup, Amazon S3
Data growth increase hardware and operational costs; difficulty testing what business disruption would look like	Storage	AWS Storage Gateway, Amazon S3, CloudEndure

Engagement Questions

- What enterprise applications and data sets have you migrated to cloud services already?
- Are these applications and data sets deployed on on-premise, public, or hybrid cloud platforms?
- Are there additional enterprise services, applications, and data sets that you are looking to migrate to the cloud?
- Are there other campuses, departments, or data centers looking to transition to cloud services?

Ingram Micro Cloud

- U.S. owned company
- Focus on Partner Enablement, we do not compete with our partners
- 200+ AWS Certifications
- Pro Services, BI tools, Capture/RFP support, and Contract Alliance Program
- Migration's competency
- Well-Architected partner
- Certified APN Training Partner
- Pro-services assessments to implementation

