

Ingram Micro Cloud for Federal Government

INGRAM MICRO CLOUD

► *More as a Service™*

PUBLIC SECTOR

Buying Season



Fiscal year: Oct-Sept

Most procurement occurs in
Q4 (July-Sept): 28%-34%

Federal IT and cloud spending:



\$87.1B

Total IT spending 2020

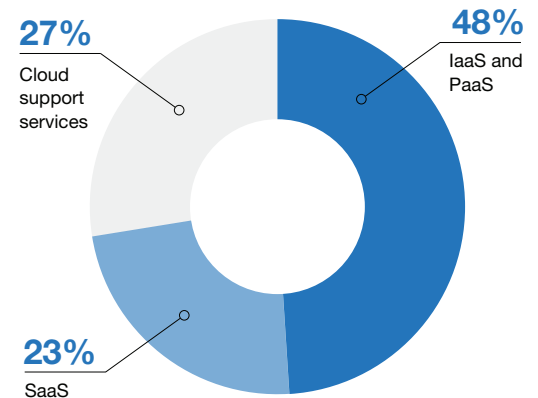
\$7.9B

in fiscal 2022 (projected)

\$8.5B

in fiscal 2023 (projected)

Federal cloud spending by category:



6,500+

Government agencies
Across all classification levels

💰 Federal Purchase Influencers

- Enterprise CIO
- Agency CIO
- Program Manager
- Contracting
- Military Officers

Top CIO Priorities

- Cybersecurity and Risk Management
- Digital Government/Digital Services
- Cloud Services
- Broadband/Wireless Connectivity
- Budget, Cost Control, Fiscal Management
- Data Management and Analytics
- Consolidation/Optimization
- Identity and Access Management
- Workforce
- Migration and Modernization



Top Use Cases

- Streamlined data transfer
- Disaster recovery & business continuity
- Data analytics & management
- Automated compliance environment

🎯 Business, mission, and policy drivers:

- Technology supporting remote workers and digital services delivery
- Cloud First/Cloud Smart initiative
- IT skills gaps
- Security compliance
- DevSecOps
- Data management
- Backup and recovery

Tips for Success

- Research the customer's needs/challenges.
- Resources include the agency's:
 - Information management strategic plan
 - Forecast of contracting opportunities
 - Budget documents
 - Digital and Data strategy
 - ITDashboard.gov profile
 - Contract solicitations on fbohome.sam.gov/
 - Office of Small & Disadvantaged Business Utilization
- Be focused and brief
- Convey your differentiation in the marketplace
- Explain which problems/challenges you solve for the customer

☑ AWS meets federal security & compliance concerns:

Supports: PCI-DSS, HIPAA/HITECH, FedRAMP, GDPR, FIPS 140-2, and NIST 800-171, more.

☑ AWS supports hybrid cloud environments:

Agencies can use the same infrastructure, services, APIs, and tools wherever they are needed from the cloud, to on premises, and to the edge.

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

💬 FED Engagement Questions

- What enterprise applications and data sets have you migrated to cloud services already?
- Are there individual agencies that are looking to migrate services, applications, and data sets to cloud platforms?
- How familiar is your staff with AWS and/or other cloud providers?
- What kinds of security standards do you adhere to?

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

