

Ingram Micro Cloud for State and Local Government

INGRAM MICRO CLOUD

► *More as a Service™*

PUBLIC SECTOR

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.

Top CIO Priorities

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

Tips for Success

Understand the way that State and Local Government IT projects are initiated, evaluated and purchased.

- The elected officials set the goals and agendas that agencies are expected to support.
- Agency Managers and/or CIOs develop projects that support these priorities.
- Before a project is approved and funded, a CIO will appoint a project manager who evaluates all possible solutions and vendors.
- The project manager writes the BUSINESS CASE to justify the request for funding and recommends the solution and vendor.
- If the funding is approved, the procurement official issues an RFP or bid.

AWS in State and Local Government

Most vendors concentrate their sales efforts on the Enterprise IT Agency at the State level. Most of the actual IT spending is at the Agency level in every type of SLG Jurisdiction.

States	50	Townships	16,506
Counties	3,304	Special Districts . .	35,356
Municipalities . . .	19,431		

Cloud SLG Spend



\$103B

Total addressable IT spend by SLG



\$21B

Cloud spend by SLG



17%

Increase expected for cloud spending

State & Local Cloud Adoption

- Cloud services simplify the migration from outdated and expensive legacy systems, applications, and databases.
- Cloud services can be procured using operating funds instead of needing to request capital funds.
- SLG IT leaders can decide to establish private on-premises clouds, utilize public clouds or adopt a hybrid cloud strategy.
- The Coronavirus State & Local Fiscal Recovery Fund grants are making \$350 Billion available to SLG jurisdictions.

💰 SLG Purchase Influencers

- Elected Officials
- Enterprise CIO
- Agency CIO
- Program Manager
- Contracting

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