

MORE AWESOME TOGETHER.



Ingram Micro Cloud is an **AWS Advanced Consulting Partner** and a global **AWS Distributor** accelerating the growth of AWS partners for Federal, State & Local governments, K-12 & Higher Ed institutions, and NPOs.

ABOUT US

- Company Size: \$50B with 35K+ employees
- AWS Partner since 2013
- Currently in North America, EMEA, LATAM and APAC regions
- 800+ AWS partners globally

PARTNER PROGRAMS

- AWS Advanced Consulting Partner
- AWS Distributor
- AWS Public Sector Partner
- Well Architected Partner
- APN Immersion Days

100+ AWS CERTIFICATIONS

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

PUBLIC SECTOR CAPABILITIES

SALES ENABLEMENT

Public Sector Sales Training
Compensation Modeling
Public Sector GTM Strategy
Marketing Campaign Consultation
Pipeline and Opportunity Management
Government Contracts for AWS
GovCloud Authorized

PRACTICE DEVELOPMENT

Partner Program AWS Illuminate
Business Planning
Competency Development
APN Tier Upgrade Guidance
Technical Training and Certs Guidance
Immersion Days
Partner Transformation Program for Public Sector

TECHNICAL 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, Payment and Flexible Credit Programs
Augment Government Contracts
EDP
Cost Optimization
Financing Options
End-User Reporting
RI Optimization and Management