

# CONQUER THE CLOUD PUBLIC SECTOR



A unique time to build your public sector practice with U.S. owned Ingram Micro Cloud accelerating growth of ISV, MSP, SI, and VAR partners. Capitalize on the cloud adoption estimated at \$27B SLED and FED market that is projected to grow at a 31.9% CAGR by 2022\*.



**GOVERNMENT**  
FEDERAL & SLG



**EDUCATION**



**HEALTHCARE**



**NON-PROFIT**

## ABOUT US

- Owned by Platinum Equity, LLC (U.S. private equity investment firm)
- Company size \$47B with 35K+ employees
- Currently in North America, EMEA, LATAM, and APAC regions
- AWS Partner since 2013 with over 1000+ AWS Partners globally
- Azure Partner since 2019 with 5,700+ Azure Partners globally

## PARTNER PROGRAMS

- AWS Advanced Consulting Partner
- AWS Public Sector Partner
- AWS Well-Architected Partner
- AWS TBSB & New Be
- AWS Training Provider
- AWS & Azure Immersion Days
- Azure Virtual Desktop
- Azure Migration Program
- Microsoft Data Center Migration
- Azure Expert MSP
- New Commerce Experience (NCE) Azure

## CERTIFICATIONS

- 200+ AWS Certifications
- AWS Architect
- 35+ Azure Certifications
- AZ-900 Microsoft Azure Fundamentals
- AZ-104 Microsoft Azure Administrator



## OUR GOALS

- ★ **PUBLIC SECTOR** >>> We EMPOWER speed to market for Public Sector Partners
- ★ **PARTNERS** >>> We SUPPORT partner growth and long-term goal achievement
- ★ **ISVs** >>> We IMPACT partner success and technical enablement

\*Source: GovWin IQ from Deltek (June 2020).

# CLOUD 1<sup>ST</sup> PILLARS



## PEOPLE

- Certified Sales Team
- Certified Technical Team
- Public Sector SME's



## PROGRAMS

- AWS Illuminate & ISV Activate
- Azure Accelerate & ISV Activate
- AWS APN Training Partner & Microsoft Partner Network
- Vendor Business Goal Attainment Programs
- Cost Optimization & Management Tools



## PRO SERVICES

- Amazon Web Services
- Microsoft Azure
- IBM
- Google Cloud Platform



## PATHWAYS

- Mission & Capture Support
- Contracts Alliance Program
- GSA & NCPA contract
- Capture support
- Business Intelligence Tools
- Prospecting & Lead Portal
- Gov EDP & PPAs



## PLATFORMS

- Cloud Market Place
- Cloud Blue Rev/PSA
- IM Cloud 1st Partner Initiative including the Contracts Alliance Program & Prospecting & Lead Generation Portal

# DOMAIN EXPERTISE

## PUBLIC SECTOR INSIGHT & INTELLIGENCE

- More opportunities with vendor GTM strategy & alignment for SLG, EDU, & Fed
- Breakout prospecting, capture, & support services
- Close business faster through contracts & proven pathways

## ISV CLEAR SOLUTION OPTIMIZATION

- Proven ISV AWS & Azure programs that help build solutions faster & scale easier
- Support to help you build a well-architected solution and have it validated including remediation services to pass technical reviews

## EDUCATION INSTITUTION ENGAGEMENT

- Repeatable & scalable solutions for education
- RFXs acquisition tools to prospect, secure, & win more contracts
- Remote work & learning solutions for employees, agents, & students
- Azure Virtual Desktop

## SUPPORTS HEALTHCARE ACCELERATION

- Direct access to Industry Healthcare Leading ISV's
- Robust network of key industry Healthcare Information Technology consultants
- Extensive Provider & Physician business information

# DRIVE YOUR PUBLIC SECTOR INTO THE CLOUD

★ Ingram Micro Cloud Public Sector: Made Easy!



<https://now.ingrammicrocloud.com/aws-public-sector>

| [laaS@ingrammicro.com](mailto:laaS@ingrammicro.com)