

IAAS LIFECYCLE SERVICES

Build your professional and managed services practices to boost your IaaS profitability

The cloud market is forecast to pass \$330+ billion by 2022,* with IaaS standing out as one of the highest growing domains at \$76+ billion. To capitalize on this enormous opportunity, you want to develop your own unique, value-added IaaS services, but the investment can reach nearly \$1.5+ million,* and it can take at least 20 months to see a profit, which is a significant business risk. You must move fast to capture customers and achieve success.

By adopting a portfolio of proven services with the right tools, expertise and plug-and-play delivery, you can boost your overall IaaS profitability fast. In doing so, you can increase your IaaS revenue by up to 45%* and open new doors for unexplored opportunities.



End-to-end portfolio of IaaS services



IaaS Center of Excellence (CoE)



Data Center decommissioning and buyback services



Fixed cost structure



Cloud Optimization Services



Complimentary cost analysis tools

Ingram Micro Cloud Marketplace helps solve key business challenges for Partners



Deliver seamless migrations from any source to cloud

Cloud migrations have a high failure rate. But with an experienced team of architects and automated tools, you can successfully deliver the most complex workloads accurately. Your customers will be able to count on you to confidently help them move to the cloud.



Help customers make the most of their money with cloud

Moving to the cloud may seem costly. But with fixed fees, a buyback program and advice on cloud spending, your customers will get an accurate look at the short- and long-term costs. They'll be more likely to move to cloud and turn to you as their trusted IaaS expert.

Key features

Diverse services catalog

Migration and professional services for Azure and AWS

Automated toolkit

Automated tools to deliver risk-free services

Multivendor support

Services and support for Azure or AWS cloud platforms

Fixed pricing structure

A fixed cost structure for services

Enterprise-grade SLAs

Strict SLAs match the business needs for support and services

Unified, transparent billing

Services and IaaS consumption are billed in the same invoice

Key benefits

Increase customer retention and long-term value

Be your customers' trusted partner for all their cloud needs, keeping customers happy and reducing churn.

Add or expand your IaaS services

Expand your cloud to business to include a diverse set of IaaS solutions and services, with minimal investment to your operations.

Maximize recurring revenue from IaaS

Build a subscription-based revenue stream of IaaS services.

By the numbers

- #1 Worldwide Microsoft Azure Indirect Partner
- AWS Advanced Consulting Partner
- 10+ different IaaS vendor certifications
- Available in 24 marketplaces

Sources:

* Kostello, Katie. "Gartner Forecasts Worldwide Public Cloud Revenue to Grow 17.5 Percent in 2019." Gartner. Last modified April 2, 2019. <https://www.gartner.com/en/newsroom/press-releases/2019-04-02-gartner-forecasts-worldwide-public-cloud-revenue-to-g>

* Microsoft. "How to elevate your cloud solutions practice." Last modified 2017. <https://azurecsp.blob.core.windows.net/files/azure-msp-playbook.pdf>

About us

At Ingram Micro Cloud, we view cloud not just as a single technology, but as a foundational platform to run and drive a whole new way of doing business. We help resellers and partners get up and running with cloud quickly, enabling them to transform their business. We help our clients monetize and manage the entire lifecycle of cloud services, infrastructure and IoT subscriptions, helping them simplify digital transformation with confidence, speed and agility.

For more information, visit IngramMicroCloud.com