CORE WORKLOADS ON AWS:

GUIDE YOUR CUSTOMERS ON THEIR MIGRATION JOURNEY

Deliver a modern way to manage
critical workloads for your customers
– and bring new value and increased
customer loyalty to your business.

INGRAM MICRO® CLOUD

To thrive and successfully compete in the current market, every organization requires elastic, robust, and scalable infrastructure to back up its operations. While many businesses have embarked on their modernization journeys, they are now finding that they have hit a wall when it comes to delivering new kinds of value and innovation.

Your customers are on the lookout for partners who are skilled, experienced, and attuned to the latest technology – ones that can help them transform their workloads and turn them into truly modern organizations.
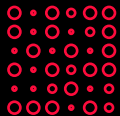
ARE YOU READY TO MEET THIS OPPORTUNITY?

40% OF ALL ENTERPRISE WORKLOADS WILL BE DEPLOYED IN CLOUD INFRASTRUCTURE AND PLATFORM SERVICES BY 2023.

This represents a jump from only 20% in 2020* and demonstrates a significant opportunity for Ingram Micro Cloud partners to capitalize on.

With Ingram Micro Cloud suite of AWS solutions, you can align your business to the cloud trends and:

Expand and enrich your services portfolio with latest technology

Help your customers prioritize workloads for a successful migration

Manage their infrastructure end-to-end, increasing customer loyalty

*Gartner, 2021

HELP YOUR CUSTOMERS ACHIEVE THE NEXT WAVE OF GROWTH.

With consumer demand heating up and new and agile competitors closing in, organizations require nimble operations and powerful systems that drive innovation.

Running workloads on AWS means limitless compute power, storage, and access to a suite of flexible IT infrastructure services that match the pace of change.

Ingram Micro Cloud can help you design an AWS offering around:

Infrastructure modernization
Optimize your customer's IT footprint by designing an agile, secure architecture and help them realize efficiencies while minimizing IT cost.

Database modernization
Help businesses satisfy the demand for the increasing data volume: introduce flexibility to scale up and down, increase processing power and lower operating costs.

Core business applications modernization
Inject extra power into your clients' CRM/ERP applications, improving their availability, agility and performance, and boost their innovation capability.

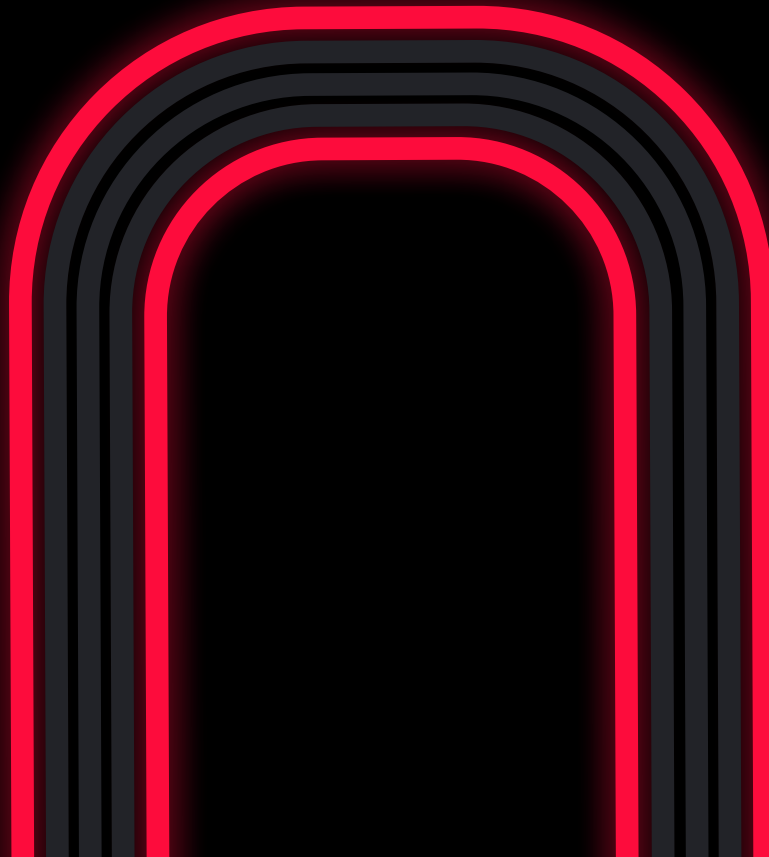# FUTURE-PROOF YOUR CUSTOMERS' CORE SYSTEMS WITH WORKLOADS ON AWS.

Through the mix of capabilities, technology, and solutions, Ingram Micro Cloud experts can help you plan and deliver a migration strategy tailored to your customers' needs – supporting the modernization of a number of workloads.

Windows A new level of performance at a fraction of a cost. →

SAP Greater flexibility and value out of SAP investments. →

ORACLE ERP platforms, reimagined with AWS. →

vmware® [input needed] →

MICROSOFT WINDOWS ON AWS.

For many of your customers, Windows is a cornerstone of their day-to-day business. Running it on AWS provides the extra power to ensure smooth operations, simplifies the maintenance process, and significantly lowers the cost.

Organizations can leverage a range of benefits:

High performance
AWS has at least a two times price/performance advantage over the next cloud provider when comparing storage, compute and networking.

Increased agility
Businesses can scale up and down instantly, removing the need for complex and costly deployments – this means faster development and speedier rollout.

Simplified operations
Configuration, monitoring and development are all simplified, and your customers can streamline operations to save both time and money.

Cost efficiency
With AWS, organizations eliminate upfront investments by moving to an Opex cost model, allowing for more targeted use of compute, storage and database capacity.

Deploying Microsoft Windows in AWS helps to extract more value from workloads.

The value of business-critical workloads such as Windows Server, SQL Server and various desktop-as-a-service solutions is multiplied when deployed in AWS. Depending on the needs and objectives of your customers, Ingram Micro Cloud can help you with the key scenarios:

Data center consolidation
When your customers want to modernize their solutions, move away from the estate and lower hardware costs.

Database modernization
When businesses move from SQL Server to Aurora (purpose-built or open source) to achieve greater performance.

End of support migrations
When your clients want to eliminate the expenses related to custom support agreements that keep their legacy technology running and compliant.

Funding benefits for AWS Partners
We can help you unlock various funding benefits so you can build, market and sell with AWS. Reach out to us to find out more.

SAP ON AWS.

AWS- based SAP deployments help your customers increase their competitiveness, instill data-driven decision making, and ease operational constraints of overhead legacy technology.

AWS is specifically engineered to support SAP workloads, providing:

Unparalleled flexibility and performance
AWS provides the most choice and proven approaches to SAP on cloud, whether you're looking to lift and shift ECC, migrate to S/4HANA, or innovate and transform.

Transformation and innovation potential
Businesses can combine their SAP investments with 200+ AWS services, including analytics, IoT, AI, ML and more, easily accessing the flow of innovations constantly being deployed by AWS.

Greater security and reliability
Your customers gain peace of mind running mission critical operations on the most secure cloud environment, knowing their workloads are protected from disruption.

Lower operating costs
By leveraging AWS, companies can avoid time-consuming and complex infrastructure purchases and deployments, rapidly scaling up and down based on their fluctuating loads.

Helping your customers harness the power of SAP in the cloud.

No matter what SAP system your customers run or strategy they would like to adopt, Ingram Micro Cloud growth solution journey provides the experience, tooling, methods, and best practices to help streamline their migration or transformation.

Data center consolidation
When your customers are looking remove their data center dependency and modernize their offerings or when they are looking to introduce cost cutting measures involving hardware contracts and real estate lease expiration.

Digital transformation or cloud-first philosophy
When businesses want to transform their operating model, move their workloads to a cloud platform and maximize the opportunity of cloud native environment.

Data and insights
When your clients require better access to their SAP data for analytics and greater and more reliable insights into their business and operations.

SAP support for AWS Partners
Our team can help you deploy SAP solutions using AWS Launch Wizard, simplifying the provisioning and configuration of SAP environments on AWS. Get in touch to find out more.

ORACLE ON AWS.

Organizations have been relaying on Oracle for decades, but when markets move fast and access to data drives the competitive edge, your customers require solutions that provide high availability and scale that can meet their growing data needs. Running this workload on AWS offers a long-term, sustainable answer to the data challenge.

AWS is specifically engineered to support SAP workloads, providing:

Unlimited scalability
With AWS your customers eliminate any bottlenecks or performance throttling – the AWS cloud scales to what your customer's Oracle applications require.

High availability
AWS offers reliable services and robust disaster recovery. When primary database fails, the standby database takes over, ensuring continuity of operations at all times.

Simple deployment and efficiency
Your customers' Oracle enterprise applications can be done in minutes, with no heavy lifting – immediately improving productivity and reducing infrastructure maintenance pains.

Lower total cost of ownership
Businesses pay only for what they use and the optimized performance and scalability is achieved at a fraction of the cost of running on premises.

Help businesses become more intelligent and data driven.

By running Oracle on AWS, businesses can improve scalability, security, availability, and efficiency, all at a lower total cost of ownership – while significantly optimizing operations and unlocking the access to data and insights.

Optimize Oracle database on AWS
Your customers can decide to run databases on AWS using Amazon Relational Database Service (RDS), a managed database service that helps simplify the provisioning and management of Oracle databases; they can also run a self-managed Oracle Database directly on AWS EC2, to get full control over the setup of the infrastructure and database environment; or they can choose a self-managed Oracle Database directly on VMware Cloud on AWS, an integrated cloud offering jointly developed by AWS and VMware.

Transform enterprise applications on AWS
Amazon Web Services offers a reliable and secure cloud infrastructure platform that enables businesses to quickly launch entire enterprise software stacks from Oracle in the cloud. Oracle customers can use their existing software licenses on the AWS cloud with no additional licensing fees.

Ingram Micro Cloud support for your Oracle workloads
We can help you with migration and deployment of enterprise applications and Oracle databases, as well as launching enterprise software stacks from Oracle on the AWS cloud to build enterprise-grade Oracle applications using Oracle database and middleware software. Get in touch to find out more.

VMWARE ON AWS.

VMware Cloud on AWS provides many benefits including the ability to take a slow and low-risk approach to cloud adoption. You can help your customers augment existing on-premises infrastructure with cloud resources, accelerating their growth, and provide the ability to have a single environment where they can deploy, manage and run their workloads, while using the elasticity of the AWS cloud.

Oracle workloads on AWS offers companies:

Unlimited storage and data center extension
Fully managed, globally available cloud storage solution, allowing your customers to extend their data center on demand to meet the needs of their applications.

Next-generation applications
Companies can take advantage of native access to AWS services, capabilities and powerful features, modernizing their applications with Tanzu services.

Fast and low-cost migration
Your customers reduce the time, cost and risk of migrating vSphere workloads to the public cloud using the power of vMotion and HCX and can migrate individual apps or entire data centers without any conversions or downtime.

Disaster recovery
On-demand disaster recovery delivered as a service, for site protections with native automated orchestrations, failover and failback capabilities.

Use Cases for Oracle Applications

Those of your customers who are using Oracle system can leverage AWS for a variety of use cases including:

- Oracle Data Migration of existing Oracle Applications production environments.
- Implementation of new Oracle production environments.
- Implementing disaster recovery environments.
- Running Oracle development, test, demonstration, proof of concept (POC), and training environments.
- Temporary environments for migrations and testing upgrades.
- Temporary environments for performance testing.

Partner support
Our team can help you deploy SAP solutions using AWS Launch Wizard, simplifying the provisioning and configuration of SAP environments on AWS.
Get in touch to find out more.

WHATEVER THE PACE YOUR CUSTOMERS ARE MOVING TO CLOUD AT, WE CAN HELP YOU DELIVER WITH CONFIDENCE.

While some organizations are speeding ahead, aiming to become cloud-native as soon as possible, others are still considering their existing investments, application interdependencies and skeptical stakeholders. They will be looking for your guidance to help them prioritize workloads and ease their migration challenge.

Whatever scenario your clients are facing, the Ingram Micro Cloud team is at hand to help you support your customers so they can benefit from cloud quickly – and ensure your business extracts the greatest value from the AWS services you offer.

Lift and shift

Are your customers looking to meet short- and medium-term infrastructure objectives, such as cost-efficiencies, maximizing their current IT investments and simplifying IT management?

→ *If so, our team can support you in delivering a rehosting proposition.*

Modernize and transform

Are some of your clients ready to rethink and redefine specific applications and workloads to reap the rewards of a cloud-native environment?

→ *You can leverage our expertise in helping them refactor with PaaS/SaaS, rebuild on PaaS, replace with SaaS.*

MOVE YOUR BUSINESS IN THE RIGHT DIRECTION WITH THE INGRAM MICRO CLOUD GROWTH JOURNEY.

Our solution growth journey is designed to help you get most of the Ingram Micro Cloud partnership and the increasingly powerful technologies your customers seek.

There are a variety of solutions you can offer to expand your existing portfolio and deliver new forms of value.

Optimization Path
Find efficiencies in your current offering to create a leaner and more effective business model.

Security Path
Expand your security portfolio to help customers secure their infrastructure and balance costs.

Transformation Path
Answer market demand by offering transformative database and application solutions.

Innovation Path
Provide innovative solutions that will help businesses unlock the value of their data.

LEVERAGE ADVANCED AWS TECHNOLOGY COMBINED WITH INGRAM MICRO CLOUD EXPERTISE.

Amazon Web Services is perhaps the most popular choice of cloud service provider for organizations, with hundreds of thousands of businesses using it in over 190 countries.

At Ingram Micro Cloud, our capabilities complement the advanced AWS technology: we design solutions and services that help businesses leverage the true power of cloud.

Strong partnership
Ingram Micro Cloud is an AWS Advanced Consulting Partner and a global AWS Distributor.

Partner commitment
We enable AWS Partners and ISVs with sales enablement, practice development, technical enablement, and business and financial support.

Skills and experience
Our strongly experienced team can help you easily lift - and - shift, refactor, or modernize workloads.

At Ingram Micro Cloud, we're committed to helping our partners design and deliver cloud solutions that meet the shifting needs of organizations – while bringing more revenue to their bottom line.

To find out more about how our team can help you create an AWS portfolio of services dedicated to workloads migration, visit our website or drop us a message at IaaS@ingrammicro.com.

INGRAM MICRO® **CLOUD**