INTRODUCING GOOGLE CLOUD

START DRIVING TRANSFORMATION WITH GOOGLE'S MULTI-CLOUD SOLUTIONS.

INGRAM MICRO® CLOUD

Google Cloud

Rapid growth in IaaS and PaaS

Spend on IaaS and PaaS solutions has exploded, and it will only continue to grow. Emerging technologies like containerization, virtualization and edge computing are becoming more mainstream and driving additional cloud spending.

But with so many service offerings available, it can be difficult to know where to start. That's where we come in. At Ingram Micro, we help our partners navigate the many IaaS service offerings from the big hyperscalers. As a true multi-cloud partner, we're now also offering Google Cloud solutions. Whether you're new to IaaS or a Google Cloud expert, we have the services and solutions in house to support your journey.

Organizations choose Google Cloud to build their data cloud for its ability to fuel data-driven transformation like no other solution on the market today. Gartner recognizes Google Cloud as a leader for cloud database management systems and Forrester names Google Cloud a leader in streaming analytics.

WHY ADD GOOGLE TO YOUR OFFERING?

From executing a multi-cloud strategy to focusing on specific industry solutions, Google Cloud solutions can help you solve your biggest challenges. We offer tailored services for partners that are considering migrating and modernizing workloads on Google Cloud.

Open and scalable

Google heavily commits to open source, hybrid cloud and multi-cloud solutions, allowing partners to run customer application and workloads in any environment.

Leading data capability

Organizations choose Google Cloud to build their data cloud for its ability to fuel data-driven transformation like no other solution on the market today.

Industry focus

Google offers specific industry solutions, improving efficiency, reducing cost, empowering new business models, and capturing market opportunities.

Continual investment

Google continues to invest in IaaS and PaaS solutions and is rapidly expanding its capabilities, providing partners with opportunities to accelerate and innovate their business.

PARTNER OPPORTUNITY

Whether you're new to IaaS or a Google Cloud expert, we have the services and solutions in-house to support your journey. We offer tailored service and solutions for partners that have a strong IaaS focus and consider migrating and modernize workloads on Google Cloud.

- Google's strong commitment to open-source, hybrid cloud, and multi-cloud solutions is a key consideration for partners who are looking to execute on a multi-cloud strategy.

- Partners with a strong industry focus, often choose Google Cloud to build on the pre-packaged industry solutions, like migration tools to optimize supply chain in manufacturing, analytics tools for the retail value chain and teaching solutions to enhance learning experiences.

- For Google Cloud partners with certified experience, we offer specific services and solutions to accelerate and innovate their business.

'Google Cloud revenue grows 45% growth year-over-year, because of its leadership in real-time data, analytics and AI, the open and scalable infrastructure, workspace and cyber security capabilities and strong focus on industry value propositions. These includes retail, manufacturing, consumer packaged goods, supply chain and logistics, energy and healthcare, amongst others.'

OUR IAAS PARTNER JOURNEY

Ingram Micro Cloud developed a framework to help our partners make the most of IaaS service offerings. The four guiding principles of our IaaS Partner Journey – Optimize, Secure, Transform, and Innovate – fast-track partners to accept where they stand in cloud maturity and establish a roadmap to innovation.

Together with our partner enablement programs and dedicated teams, we help channel partners advance their cloud journey across building, accelerating and innovating their business.

Optimize
Enabling partners to help customers maximize the value of their current investments in the cloud.

Secure
Helping partners and their customers navigate the complex security landscape and 'secure' their growth in the cloud.

Transform
Covering everything from the review process to the rearchitecting for evolutionary transformation of a customer's cloud business.

Innovate
Empowering partners and their customers to develop innovative services using the latest technologies.

KEY INDUSTRIES

Partners with a strong industry focus, often choose Google Cloud to build on the pre-packaged industry solutions, like migration tools to optimize supply chain in manufacturing, analytics tools for the retail value chain and teaching solutions to enhance learning experiences.

- RETAIL
- MANUFACTURING
- CONSUMER PACKAGED GOODS
- SUPPLY CHAIN AND LOGISTICS
- ENERGY AND HEALTHCARE
- EDUCATION

USE CASES

OPTIMIZE

Multi-cloud starter kit, based on Google Anthos
Anthos unifies the management of infrastructure and applications across on-premises, edge, and in multiple public clouds. It has a Google Cloud-backed control plane for consistent operation at scale. Anthos easily integrates with various Ingram Micro core server and cloud solutions.

Secure and scalable virtual desktops
Google Virtual Desktops enables partners to accelerate the shift to remote work flexibly and securely and deliver secure and scalable access to corporate resources, helping end-customer to move their business forward. Solutions from key software vendors like Citrix and VMware seamlessly integrate with Google Cloud.

SECURE

IAM Security Command Center
Identity and Access Management (IAM) lets administrators authorize who can act on specific resources, giving you full control and visibility to manage Google Cloud resources centrally. It provides tools to manage resource permissions with minimum fuss and high automation.

Deliver backup and recovery for any kind of workload
Google Backup and Disaster Recovery delivers efficient and application aware backups and recovery for on-premises and cloud workloads. Google Cloud provides additional SaaS offerings to align to specific business needs and a broad ecosystem of ISV and SI offerings that integrate with Google Backup and Disaster Recovery.

TRANSFORM

Go serverless with Cloud Functions
Cloud Functions is a serverless execution environment for building and connecting cloud services. It provides simplified developer experience and increased developer velocity to run code with zero server management. Functions are great for building serverless backends, real-time data processing, and creating intelligent apps.

Run Kubernetes on a platform built by the largest engineering contributor to Kubernetes
Google Kubernetes Engine (GKE) is a managed, production-ready environment for running containerized applications. GKE is the industry's first fully managed Kubernetes service that implements full Kubernetes API, 4-way autoscaling, release channels and multi-cluster support.

INNOVATE

Deploy a multi-cloud data warehouse with BigQuery
BigQuery is a fully managed, and cost-effective analytics data warehouse that lets you run analytics over vast amounts of data in near real time. There's no infrastructure to set up or manage, letting you focus on finding meaningful insights using standard SQL.

Drive innovation with Google Cloud smart analytics solutions
Google Cloud Smart Analytics Platform is a flexible, open, and secure analytics platform that provides the easiest path to becoming an intelligence-driven organization. The platform is enabling businesses to get more from data warehouses, extract value from business data and drive better outcomes through data driven experiences.

INGRAM MICRO PARTNER GROWTH JOURNEY

To ensure we provide our partners with a sustainable growth path, we built a vendor agnostic program that looks specifically at the growth objective and maturity stage of the partner. We distinguish 3 stages:

Build
We help Build partners to refine their existing IaaS offering or help them to migrate from an existing (traditional) IaaS solution to a cloud-based offering.

Accelerate
We help Accelerate partners to optimize their current business and accelerate building new propositions and launching those to market.

Innovate
We help our Innovate partners to re-envision and redefine their positioning and propositions by working together to innovate their offerings.

Business and financial
- Partner Growth Journey
- Solution Growth Journeys
- On-Demand eBooks
- Volume Discount Eligibility

Training and enablement
- Professional Services (Assessments - POCs - Architecture and Design - Migrations)
- Managed Services
- Cost Optimization Services
- Well Architected Services

Sales and marketing
- Sales/Solution Trainings
- Cloud marketplace
- GTM Strategy and GTM Hub
- Pipeline and Opportunity Management

Activation and optimization
- Migration and deployment services
- Customer success services
- Up/cross-sell services (PaaS/SaaS)
- Ongoing support services

ABOUT INGRAM MICRO CLOUD

Ingram Micro Cloud is pushing the boundaries of what's possible for every problem solver in search of a solution—and every innovator with a dream. By identifying and bringing to market groundbreaking technologies that can transform life as we know it, we empower partners, vendors, intellectual property owners to do more.

PARTNERING WITH US

Connect with our experienced IaaS consultants to find out how we can help to drive cloud revenue with customers, increase opportunity sizes, and help you discover your potential around unique workloads.

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