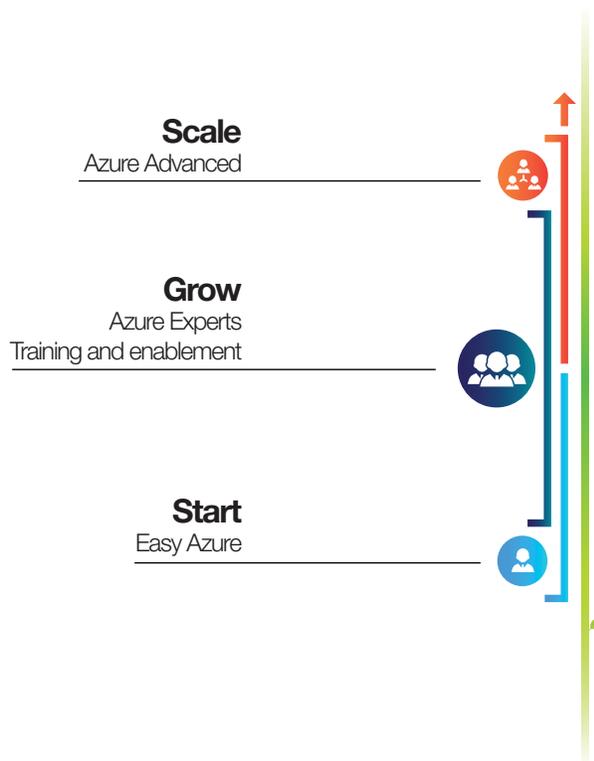


Infrastructure Your Way Microsoft Azure Datasheet



Infrastructure Your Way with Ingram Micro and Microsoft Azure

The market opportunity for Infrastructure as a Service (IaaS) is huge. According to IDC, worldwide spending on public cloud services and infrastructure will reach \$122.5 billion in 2017, an increase of 24.4% over 2016.* To help you take advantage of this untapped opportunity, regardless of your current IaaS proficiency, Ingram Micro has made significant investments in building Infrastructure Your Way, a full lifecycle cloud infrastructure enablement program.



Infrastructure Your Way is designed to help you start, grow and scale your infrastructure business.

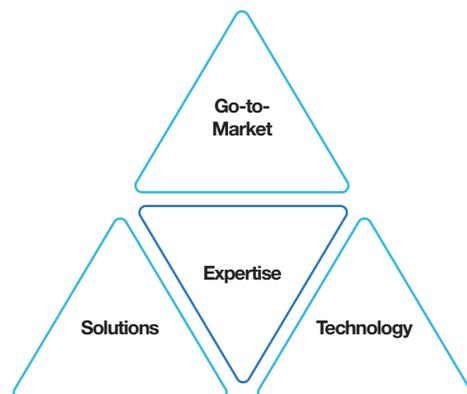
Whether you want easy-to-deploy services like backup, have already built your own solutions on a public cloud platform like Microsoft Azure, or need help with more advanced workload development, Ingram Micro's Infrastructure Your Way is the right program for you.

Through Infrastructure Your Way, you can dive into our comprehensive 9-step framework that provides the solutions, tools and expertise you need to be successful when putting your customers' workloads in the cloud.

The program framework includes recruitment, where we help you build your opportunities for growth, allowing you to transform from a reactive to a proactive business that is focused on solutions and outcomes. The program provides training in Azure, where we offer beginner, intermediate and advanced tracks for your sales and technical teams. You will also discuss the use of assessments and proofs of concept as the best marketing tools available.

Infrastructure Your Way gives you access to all of Ingram Micro's built-for-success expertise to help transform your business, identify infrastructure opportunities and deploy go-to-market plans. And Ingram Micro gives you the automated technology to help you and your team succeed.

By joining Infrastructure Your Way, you'll learn how to implement what's needed for your business to take a piece of the ever-growing IaaS opportunity.



*Source: IDC. (2017). Worldwide Public Cloud Services Spending Forecast to Reach \$122.5 Billion in 2017, According to IDC [Press release]. Retrieved from <http://www.idc.com/getdoc.jsp?containerId=prUS42321417>

Why Ingram Micro?

At Ingram Micro, we're more than just a cloud service distributor. We're a business accelerator. Ingram Micro empowers you through professional and training services, pre- and post-sales professional services, marketing support and market knowledge.

Whether you're a large or small, national or multinational, traditional or born-in-the-cloud service provider, we help you deliver the solutions that grow your business.

To learn how you can start or expand your Azure business, visit ingrammicrocloud.com/microsoft/azure-expert-zone/, or call (844) CLOUDIM (256-8346).

Enroll Now

Easy Azure

Are you ready to get started with IaaS, but aren't quite sure how? Or do you need a simple service like backup or recovery? If so, then Easy Azure is built for you. This module contains prepackaged turnkey services that are built in Azure and include pricing, step-by-step blueprints and how-to videos and webinars.

Azure Experts

Learn not just how, but why and when to incorporate an IaaS solution like Azure into your business. During this multi-day training track, Ingram Micro will guide you through the Azure fundamentals to get you geared up for selling and implementing Azure. As part of these trainings, you'll receive:

Azure Fundamentals Guide

Outlines the basic elements of Azure.

Azure Enablement Kit

Includes the latest Ingram Micro Azure offers as well as access to migration tools and support.

Azure Expert Track Certification

Gain certification in building your own solutions. The training also includes complex builds and a business track focused on the sales benefits of Azure (the *when* and the *why* of Azure).

Azure Advanced

Engage a team of Ingram Micro Azure technical experts, including post-sale solution architects, to help customize your advanced workload configurations. We can help perform the discovery, orchestration and management of Azure services with you and your end customer.