

Introducing Google Cloud Platform

Start driving transformation with
Google's multi-cloud solutions



Rapid growth in IaaS and PaaS

The spending 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. 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. As a true multi-cloud partner, we offer robust Google Cloud Platform solutions. Whether you're new to IaaS or a Google Cloud Platform expert, we have the in-house services and solutions that can support your journey.



Organizations choose Google Cloud to build their data cloud because of its ability to fuel data-driven transformation. Gartner recognizes Google Cloud as a leader for cloud database management systems and Forrester names Google Cloud as 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 because of its ability to fuel data-driven transformation.

Industry focus

Google offers specific industry solutions, improves efficiency, reduces cost, empowers new business models and captures market opportunities.

Continual investment

Google continues to invest in IaaS and PaaS solutions and is rapidly expanding its capabilities. Partners will have multiple opportunities to accelerate and innovate.

Partner Opportunity

Here are some ways Google Cloud is helping partners:

- 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. This includes migration tools that optimize the supply chain in manufacturing, analytics tools for the retail value chain and teaching solutions that enhance learning experiences
- For Google Cloud partners with certified experience, we offer specific services and solutions to transform their business

Our IaaS Partner Journey

Ingram Micro has developed a framework to help our partners make the most of our IaaS service offerings.

The four guiding principles of our IaaS Partner Journey are: Optimize, Secure, Transform and Innovate.

This fast-tracks partners to accept where they stand in cloud maturity journey and establishes a roadmap to innovation.

With our partner enablement programs and dedicated teams, we help channel partners advance their cloud journey by building 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

Google Cloud provides the right solutions for a variety of industries including:



Retail



Consumer Packaged Goods



Energy and Healthcare



Manufacturing



Supply Chain and Logistics



Education

Use Cases



Optimize

Multi-cloud starter kit, based on Google Anthos

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

Secure and scalable virtual desktops

Google Virtual Desktops enable partners to accelerate the shift to remote work securely. It also delivers scalable access to corporate resources so end-customers can 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.



Use Cases



Transform

Go serverless with Cloud Functions

Cloud Functions is a serverless execution environment for building and connecting cloud services. To run code with zero server management, Cloud Functions provides a simplified developer experience and increased developer velocity. Cloud 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, four-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 almost in real time. There's no infrastructure to set up or manage so you can 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 for companies to become intelligence driven. 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 Cloud 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 partners build and refine their existing IaaS offering or help them migrate from an existing (traditional) IaaS solution to a cloud-based offering.



Accelerate

We accelerate our partners' businesses by optimizing and building new propositions and launching those to market.



Innovate

We help our partners innovate, re-envision and redefine their positioning and propositions by enhancing their offerings.



Business and financial

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



Leading data capability

- Professional Services (Assessments - POCs - Architecture and Design - Migrations, etc.)
- Managed Services
- Cost Optimization Services
- Well Architected Services



Sales and marketing

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



Continual investment

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



Partnering with us

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

Email us at:

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Visit our website

