



Empower Your Customers to Grow Their Data and Insights Practice

Give your customers the confidence to overcome complexity and establish their Data and Insights capabilities.

Keeping up with exponential data growth

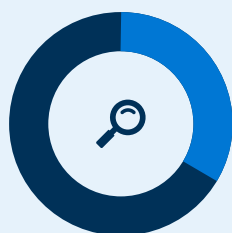
More than half of organizations today report having less than 25% of their data migrated or consolidated in a single point like public cloud storage¹.

The difficulty of integrating hybrid architectures and having data in both public cloud and on-premises environments is a major obstacle to data modernization. The result? Businesses are missing out on the true value of their data.

Drive long-term strategic growth with Ingram Micro

Our Data and Insights growth solution enables partners to leverage advanced cloud technology to gather, store, process, analyze and visualize data more effectively. This in turn gives your customers the crucial intelligence and strategic direction that's needed to achieve scale.

We can help future-proof your Data and Insights capabilities



32%

The Data and Insights market is estimated to hit \$129 billion by 2025, with a CAGR of 32%².



Expand your technical skillset

As customers struggle to keep pace with data growth and complexity, they need a partner with deep technical expertise to help them unlock the value of their data.



Take advantage of upsell opportunities

Extract greater value from your current engagements and stand out in a crowded marketplace with access to pre-built solutions packages.



Establish long-term partnerships

Organizations are looking for more than just a service provider – they want a strategic partner who can provide the capabilities to support their long-term goals.

Customer pain point

How our solution helps

Integrating hybrid architectures with data in the public cloud and on-premises environments are an obstacle to data migration.

- ✓ We migrate existing databases like SQL Server to Azure SQL Database and SQL Managed Instances – highly available, consolidated, scalable, durable and secure environments – that enable you to offer customers integration with tools for the next levels of data analysis and governance.

Data comes from too many different sources and formats. This makes it hard to consolidate centrally and ultimately takes too long to derive insights.

- ✓ We centralize and consolidate different data sources (relational data and big data) into a Data Lake, Data Warehouse or Data Lakehouse, so you can provide a single point of view for customers to gain insights and find relevant information in the shortest time possible through.

Performing deep analysis that's required to make predictions based on data requires advanced tools.

- ✓ We provide access and enablement to work with frameworks and tools – including machine learning, automation and AI – so you can help customers take advantage of future outcomes. Enable them to become more proactive and assertive when making decisions.

Data and Insights capabilities are evolving every day and organizations are not equipped with the required skills to implement new technologies.

- ✓ Bolster your offerings with our extensive experience and expertise in data and insights. Plus, take advantage of varied certifications across vendors including AWS, Azure, Databricks, Google, Microsoft, MongoDB and Snowflake.

Our approach

At Ingram Micro, we help our partners grow their baseline skills to start offering solutions around data migration to cloud, consolidation and analytics. By leveraging the right tools, services and resources, you can drive long-term growth for you and your customers in the Data and Insights practice.



Industry Expertise

Utilize the power and scale of Ingram Micro's global network, multi-cloud platforms expertise and product specialization capabilities.



Deployment Solutions

We provide partners with assessments, specialized gray label services, technical guides and pre-built packages to support deployment.



Training and Support

Take advantage of learning paths, webinars, workshops, resources, pre- and post-sales support and professional managed services.



Marketing Services

We maximize results for our partners with sales incentives, project subsidies, lead generation initiatives and co-marketing strategy.



Operational Excellence

Utilize our combined cloud management tools and operational support to achieve a blueprint for operational excellence.

Grow your business with enhanced Data and Insights capabilities

1. IDC Public Cloud Tracker, 2022
2. Public Cloud Tracker, 2025 Projections, IDC