

# CLOUD SUMMIT X

Success Strategies that Fuel Cloud Awesomeness

Renee Bergeron, SVP Global Cloud Channel

 [reneelMcloud](#)

A hiker with a backpack stands on a jagged, rocky mountain peak. The background is filled with soft, white clouds, creating a misty atmosphere. The overall scene conveys a sense of adventure and reaching a high point.

# CLOUD AWESOMENESS

ROADMAP





BUILD



BREADTH



DEPTH



SCALE

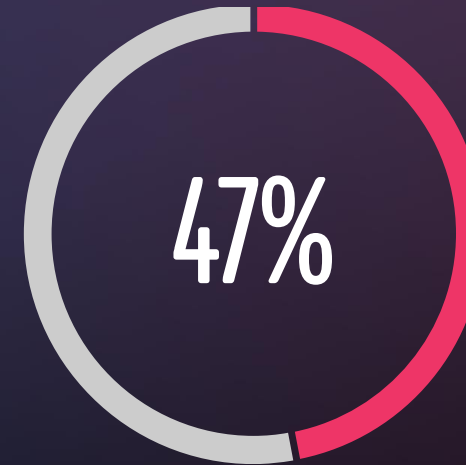


BUILD

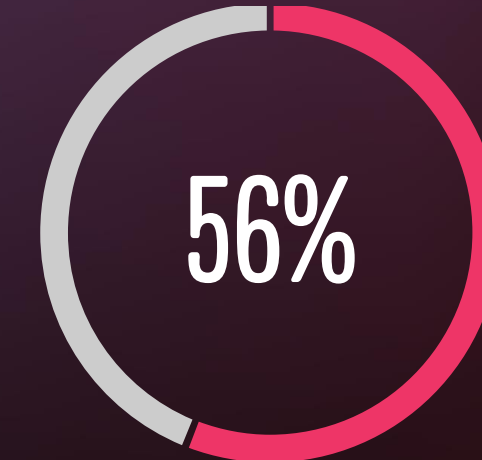
3+ Cloud Offerings  
Reactive – Opportunistic  
Manual Provisioning



BUILD



No Business Plan



No Sales Plan

\*THE 2112 GROUP



BREADTH

4+ Cloud Offerings  
xSELL  
Automate



BREADTH

Reach

xSELL

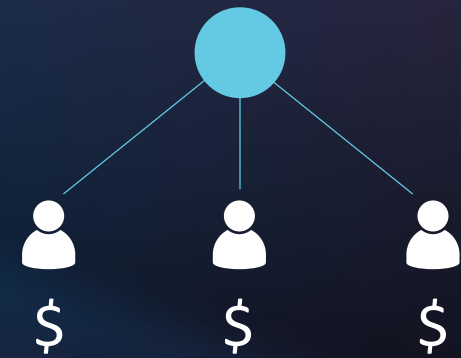
Frequency

Yield



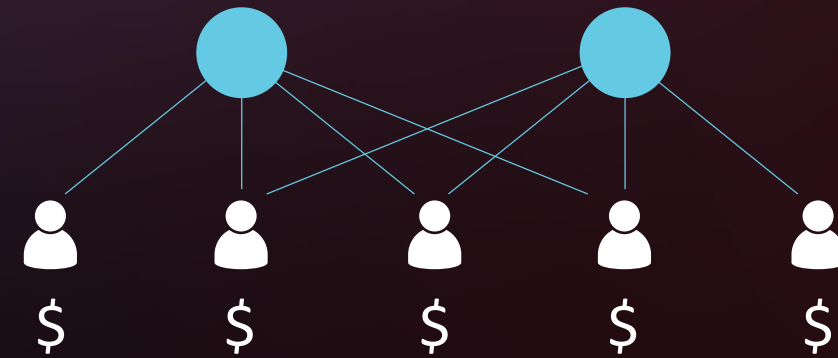
BREADTH

Reach  
repeatSELL

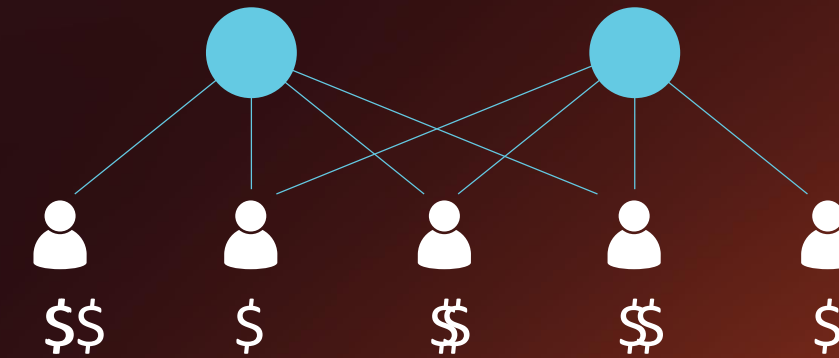


xSELL

Frequency  
crossSELL



Yield  
upSELL







BREADTH

**INGRAM**<sup>MICRO</sup> Cloud Marketplace

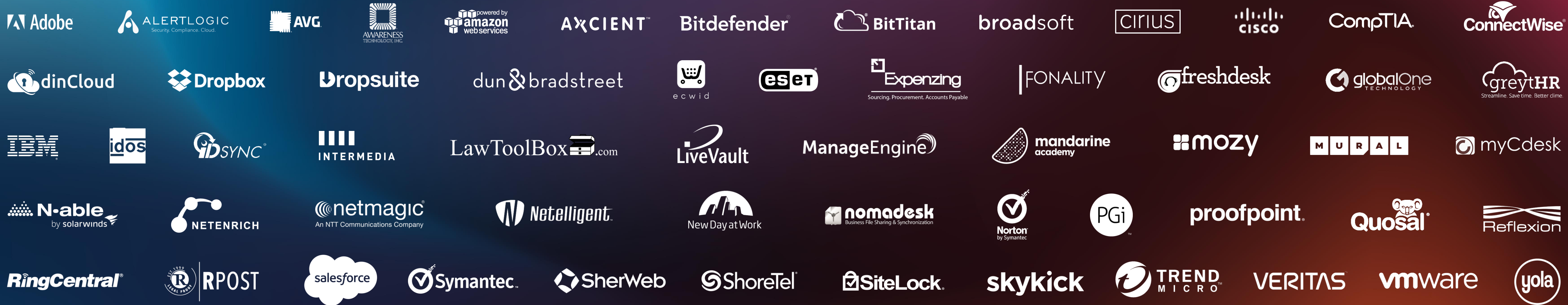
55k+

Ingram Channel Partners

**CloudBlue**

200+

Platform Customers







# COMET

COMPETITION

FINALISTS

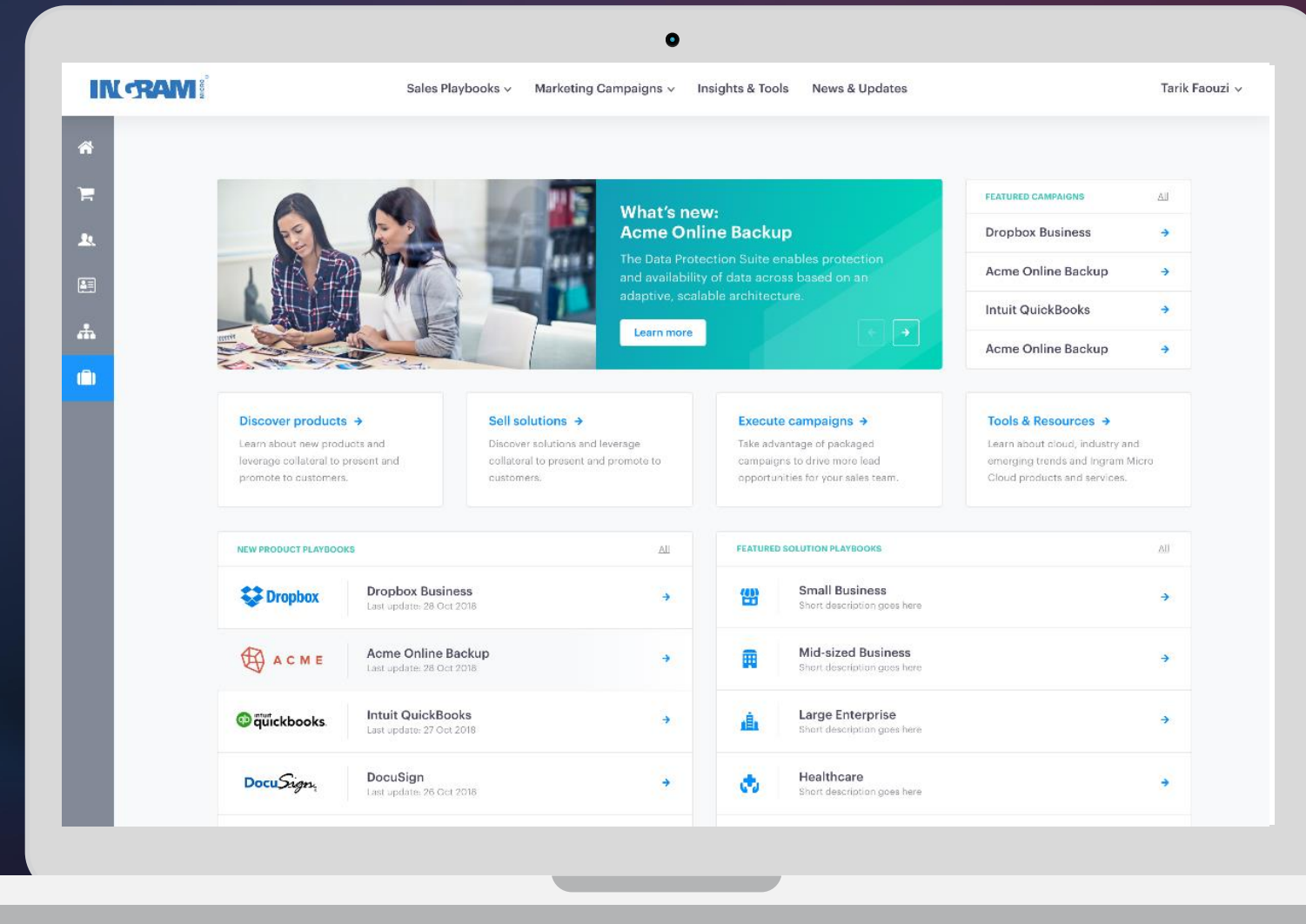
60 ISVs

APPLICANTS

500+ ISVs



BREADTH



Sales & Marketing Hub





DEPTH

10+ Cloud Offerings  
Infrastructure as a Service



DEPTH

## IaaS Framework

Partner Enablement

---



Vision



Training



Demand  
Generation



DEPTH

## IaaS Framework

Partner Enablement

---



Vision



Training



Demand  
Generation

Ingram Micro Cloud

**Azure Accelerate**

---

Customized for warp speed.





DEPTH

## IaaS Framework

### Partner Enablement

---



Vision



Training



Demand  
Generation

### Sales Enablement

---



Discovery  
& Assessment



Architecture  
& Design



Proof of  
Concept



DEPTH

## IaaS Framework

### Partner Enablement



Vision



Training



Demand  
Generation

### Sales Enablement



Discovery  
& Assessment



Architecture  
& Design



Proof of  
Concept

### Delivery Enablement



Migration



Remote  
Infrastructure  
Management



Cost Monitoring  
& Optimization





DEPTH

## IaaS Framework

### Partner Enablement



Vision



Training



Demand  
Generation

## IaaS Center of Excellence

### Sales Enablement



Discovery  
& Assessment



Architecture  
& Design



Proof of  
Concept



Migration



Remote  
Infrastructure  
Management



Cost Monitoring  
& Optimization



DEPTH



**GreenPages<sup>®</sup>**  
Technology Solutions  
Physical. Virtual. Cloud.



SCALE

10+ Cloud Offerings + IaaS  
Outsourced Catalog  
Digital Marketing  
Digital Customer Experience



SCALE

T-MOBILE FOR BUSINESS Plans Coverage Devices Business Solutions [My T-Mobile](#) [Get Started](#)

INTRODUCING

## T-Mobile for Business Marketplace

Affordable mobile device management (MDM) and productivity software for small and mid-sized businesses.

[Get started](#)

IBM

intuit

Microsoft



SCALE

Email

Case Studies

Blogs

White Papers

Webinars

Social Media

Video







SCALE

Effectiveness

Touch Points

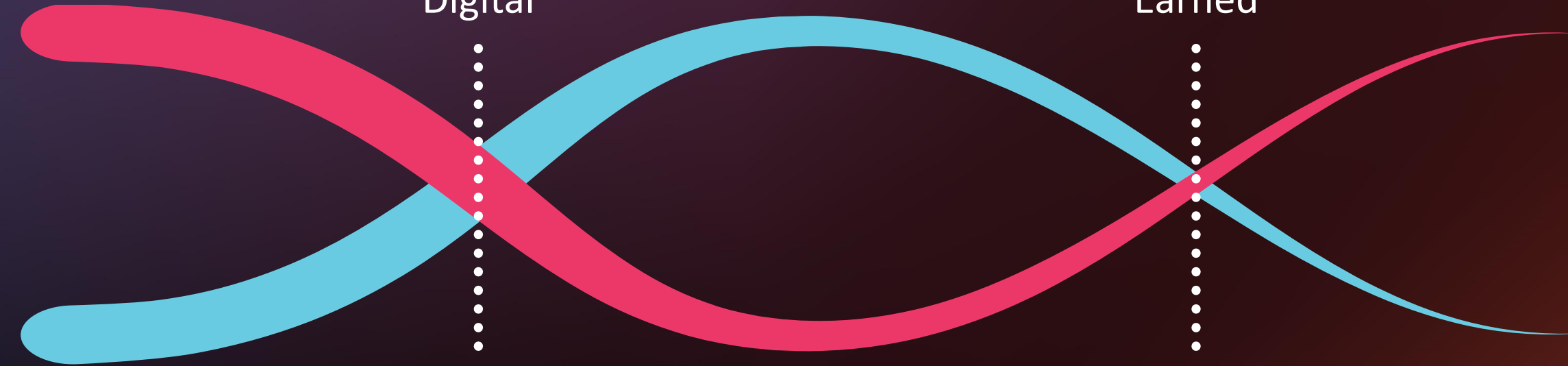
Digital

Earned

Mass Marketing

Digital Marketing

Consent Marketing





SCALE

# Digital Customer Experience





SCALE

Marketplace API



Storefront



CRM



Billing

**INCRAM** MICRO<sup>®</sup>

  
**ConnectWise**<sup>®</sup>



SCALE

*compu*first

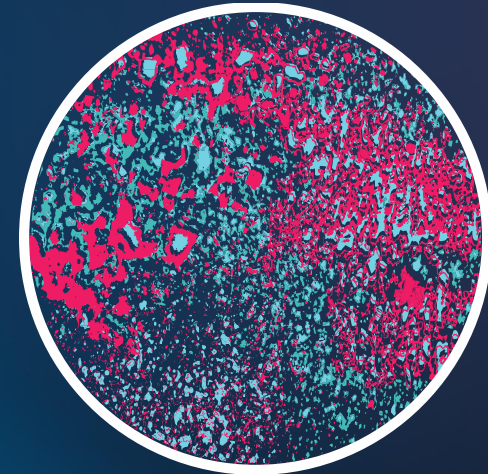
La solution informatique d'entreprise



2018

2019

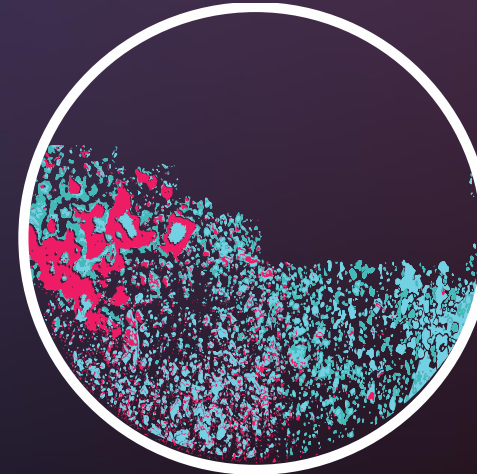
Build



60

50

Breadth



30

44

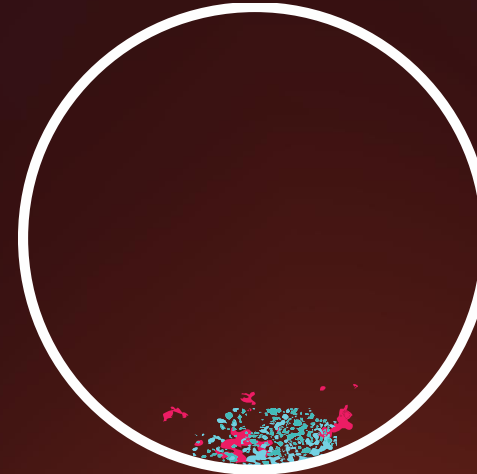
Depth



9

14

Scale



1

2



BUILD



BREADTH



DEPTH



SCALE

CLOUD **SUMMIT** 

Thank You!

 [reneelMcloud](#)

