



End-user Benefits

- Nonintrusive discovery of every system on end users' networks to determine the technical requirements for consolidation
- Detailed financial analysis that builds the business case for gaining funding approvals
- Road map to lead end users to:
 - Cut server and storage management costs by 10–35 percent
 - Lower hardware and maintenance costs by 50–75 percent (CapEx and OpEx)
 - Improve server and storage utilization by 50–95 percent
 - Reduce power consumption by as much as 80 percent
 - Raise service levels by 20–50 percent
- Independent review of end users' current environments to compare against best practices
- Accelerated deployment of a virtual infrastructure
- Mitigation of risk by leveraging experienced consultants and proven best practices and methodologies
- Ability to provide a proof of concept in any environment

Solution Provider Benefits

- Increased profitability through partner-delivered services
- Seamless integration with your team
- A virtual bench of expert resources that allows you to focus on your customers' needs
- Retention of account control — potential competitors are kept out
- Empowerment to provide increased value and support to your end customers
- Instant expansion and enhancement of services capabilities
- Framework to sell and support virtualization solutions without hiring new staff or investing in costly training and certifications

VIRTUALIZATION SERVICES

AN AFFORDABLE GROWTH CATALYST

Affordable virtualization services are now available to Ingram Micro solution providers. Delivered through the Ingram Micro Services Network (IMSN), a secure services network backed by more than 850 solution providers nationwide, Ingram Micro Virtualization Services are a significant, cost-effective growth catalyst for solution providers seeking to expand and enhance their services capabilities.

Through partnership with the IMSN, solution providers become empowered to:

- Extend their geographic reach and offer technologies outside their core competencies
- Increase revenue and margin opportunities
- Mitigate costs and risks because there's no need to invest in resources, training and infrastructure
- Explore and test new market opportunities
- Safely partner within a trusted and secure environment, supported by NDAs and noncompetes

Do More With Less

With Ingram Micro Virtualization Services, solution providers are able to successfully provide virtualization assessment and delivery services without incurring the expense of hiring new staff or investing in costly training and certifications.

Our proven virtualization services support today's leading virtualization vendors, which include Citrix Systems, EMC, HP, IBM and VMware, enabling solution providers of all sizes to do more with less — from both the technology and resource perspectives.

Spend Less. Get More.

Ingram Micro Virtualization Services work to reduce the number of servers within an organization, enabling you to provide a welcomed



service: helping your customers spend less, use fewer resources and improve service levels.

Ingram Micro Virtualization Services are delivered by one of the leading VMware Virtualization Partners in North America; they've helped design and deploy virtualization solutions for customers like Texas Instruments, Capital Group, Toyota, Carnival Cruise Lines, Amerada Hess, Frontier Airlines, Pulte Homes and Lockheed Martin among many others.

We'll provide technical architects to handle pre-sales scoping to provide a statement of work that accurately addresses your customers' needs and expectations, as well as providing the support you need to close the deal. Once the engagement begins, it will be seamlessly managed by the engagement team and delivered by experienced virtualization experts who are some of the best in the industry.

Services Overview

- Virtualization and consolidation assessments (including financial analysis)
- VMware JumpStart training (IMSN QuickStart workshops)
- Virtual infrastructure deployment that includes:
 - Customized design
 - Implementation and integration
 - P2V (Physical to Virtual) conversions
 - Backup and recovery integration
 - Disaster-recovery design and integration
- Virtual desktop infrastructure (VDI) assessments
- VDI design and implementation
- Detailed technical documentation

CONTACTS

To learn more about Virtualization Services available through On-site Professional Services, delivered by the IMSN, please call (800) 456-8000, ext. 64803; email at imsnservices@ingrammicro.com or visit www.ingrammicro.com/imsn.