

CASE STUDY

Pinnacle Technology
Partners (PTP)

Pinnacle Technology Partners (PTP) empowers life sciences companies to build, optimize and secure their cloud environments, ensuring their IT infrastructure scales with innovation. Specializing in mission-critical cloud solutions, PTP helps fast-growing organizations run more efficiently and securely in the cloud—so they can stay focused on accelerating the delivery of breakthrough products to market. Backed by a 24/7 operations center, PTP provides end-to-end cloud lifecycle services, including migration, operations, optimization, compliance and security.

**Industry**

Cloud Computing

**Location**

United States

Challenge

PTP, dedicated to supporting life sciences startups in building and managing cloud infrastructure, faced the challenge of scaling rapidly, attaining AWS partner status and expanding its service offerings—all while operating with a limited headcount and a fast-paced, complex client base.

Solution

PTP partnered with Ingram Micro, an AWS Distribution Partner, to:

- Fast-track its AWS Partner and Competency status.
- Reduce engineering workload through automation of technical and billing processes.
- Access AWS Migration Acceleration Program (MAP) benefits via Ingram Micro's credentials.
- Optimize costs and enhance security using tools like CloudCheckr.
- Leverage Ingram Micro's AWS expertise to host Immersion Day events and support marketing initiatives.

Results

- Achieved 40% year-over-year revenue growth with minimal increase in headcount.
- Saved hundreds of hours in engineering and certification work.
- Expanded service offerings by tapping into Ingram Micro's team instead of hiring.
- Quickly reached AWS Advanced Services Partner status and secured the AWS Life Sciences Competency.

The benefit behind working with Ingram Micro

For PTP, we served as a seamless extension of their team—bridging technical and operational gaps. We empowered PTP to successfully deliver large-scale cloud migration projects, even without in-house AWS migration credentials. Our support included scalable, on-demand AWS expertise, strategic guidance and assistance with marketing, customer education and certification efforts.