

Calyx Reinvents Cloud Delivery with Azure

A small, forward-looking MSP finds new agility, scalability, and cost savings with Ingram Micro and Microsoft.



Overview

For over 20 years, [Calyx IT, a managed service provider \(MSP\)](#), has been delivering cloud-first IT solutions to small and mid-market businesses in sectors such as legal, finance, and compliant manufacturing. Their areas of focus have historically included virtual desktops and hosted infrastructure, and they specialize in supporting clients with industry-specific compliance needs. With their proven methodology and platform approach, Calyx IT is able to ensure that their customers have the right controls in place and visibility into those controls when they need.

Over time, the company's traditional private data center model became less sustainable as it grappled with rising costs, limited scalability, and increased complexity from multiple vendors.

To stay true to their mission of “finding a better way,” Calyx began exploring Microsoft Azure. The goal was to offer modern, consumption-based infrastructure with flexible services—like Azure Virtual Desktop—to help clients integrate more deeply with Microsoft 365, while maintaining compliance and security requirements.

“Migration incentives like DCO helped us recover costs. Tracking all these ourselves would have been impossible. Having the Ingram Micro team show us the right programs made a huge difference and turned what could have been a massive challenge into a successful project.”

– Ed Grauel, President, Calyx IT



Journey to Azure with Ingram Micro

Calyx faced the dual burden of operating a legacy virtualization stack alongside costly, unpredictable licensing from other vendors, including VMware. With clients needing faster performance and more seamless integrations, Calyx recognized Azure offered the **performance, scalability, integration, and capabilities** that could meet this demand—but they needed expert guidance to scope, plan, and align costs. To support their journey, they decided to deepen their engagement with their cloud distributor and partner, Ingram Micro.

Ingram Micro holds specializations in Infrastructure and Database Migrations and Azure Virtual Desktop, and is the only global distributor that hold the Azure VMware Solution (AVS) specialization. These specializations not only validate Ingram Micro's deep technical expertise and experience but also unlock rich financial incentives that benefit their partner base.

To support the migration to Azure, Ingram Micro started by mapping Calyx's existing infrastructure to Azure offerings, identifying optimal machine sizes, storage tiers, licensing strategies, and more.

With support from the Azure Migrate and Modernize (AMM) incentive, Ingram Micro was able to offer the migration at no cost to Calyx IT. The addition of incentives from the Microsoft Data Center Optimization (DCO) initiative helped Calyx maximize their profitability with Azure.



Azure Migrations

Over 90% of the migrations were completed with zero unexpected impact on customers, and the Ingram Micro team was always available to help remediate the small number of issues that did arise.

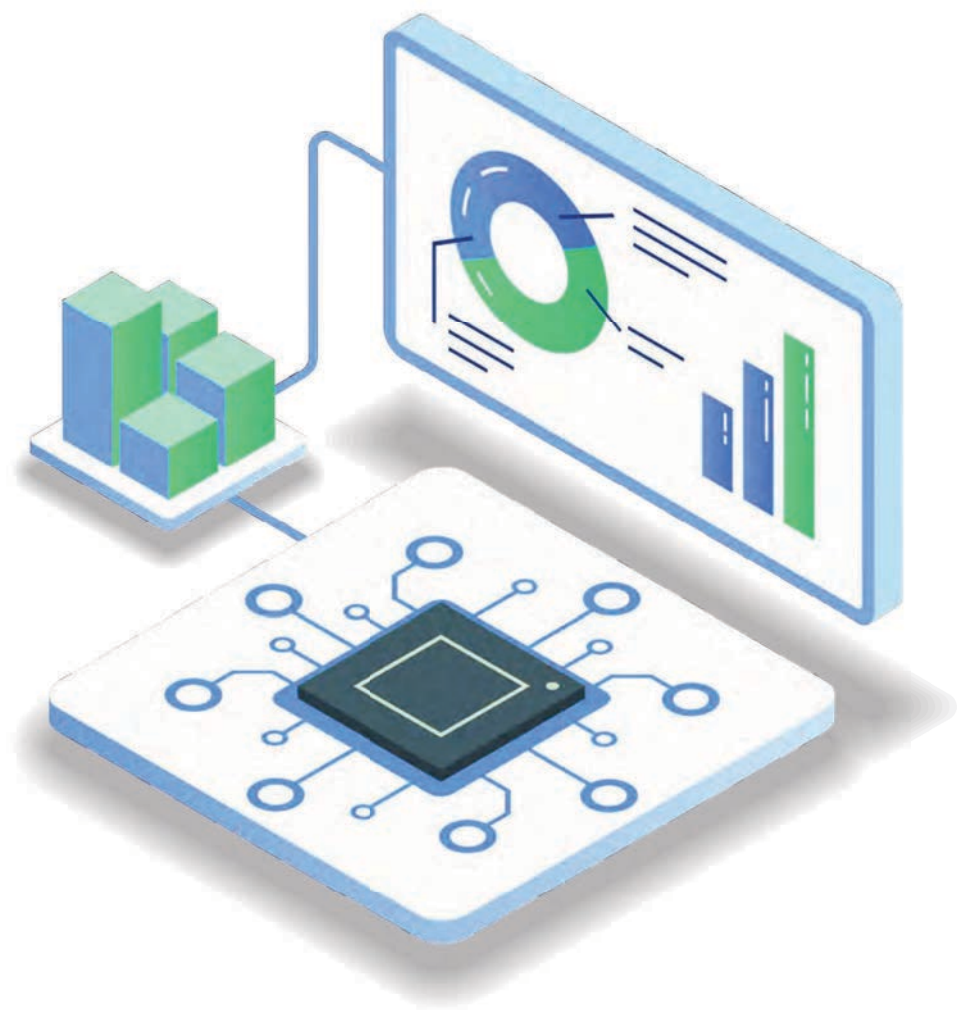
From execution to troubleshooting, Ingram Micro's dedicated engineering experts worked alongside Calyx's engineering team to make the migration as smooth and seamless as possible.

In addition to this hands-on support, training resources such as Flight Academy enabled Calyx technicians to rapidly upskill and achieve key certifications in Azure and the Azure portfolio.

"Ingram Micro brought in a dedicated team to handle planning, execution, and any issues that might arise. One of their engineers practically became an extension of our own team, going above and beyond to help us navigate this entire process."

Outcomes & Benefits

Once migrated, Calyx's client environments immediately benefitted from **more predictable costs**, **improved performance**, and Azure's broad range of services. Azure Virtual Desktop alone positioned Calyx to reduce overall licensing burdens and improved the user experience. With Ingram Micro's ongoing assistance, Calyx stands ready to onboard new customers swiftly, scale existing deployments, and expand their Microsoft practice.



Conclusion

Calyx's transformative journey underscores the power of partnership. By engaging Ingram Micro early, they were able to migrate without disrupting client operations, capitalize on funding for large-scale moves, and future-proof their offering on the Azure platform.

Today, Calyx is poised to help more clients **modernize their infrastructure**, **harness the full potential of Azure**, and **drive more productivity and profitability for their customers**.

“From a partnership standpoint, Ingram Micro has invested more time and effort than any other partner I’ve ever worked with. Ingram has been a partner to us in the way I want to partner with our clients as a true extension of their business.”

Ready to start your Azure migration?

Ingram Micro's comprehensive, evolving program can help you navigate the complexities of Azure, grow faster, and deliver cutting-edge solutions to your customers. Reach out to our team to learn more about our partner program and take the next step in your journey to Azure success.

Learn how →