

INGRAM  
MICRO

aws

# Your AWS distribution choice is critical for Public Sector success



Help your public sector customers as they transition to bringing mission-focused workloads to AWS Cloud. Empower them with the reliability and efficiency they need for their everyday operations, leveraging the most advanced cloud infrastructure available through AWS. Let us support you in confidently delivering exceptional value to your customers with Ingram Micro and AWS.

We support partners interested in doing business in the following sectors:



## Government and Smart Cities

National, regional and local governments around the world, as well as GovTech.



## Education

Educational institutions, EdTech companies and students.



## Healthcare

Public sector healthcare organizations around the world.



## Non-profit

Non-profit organizations, NGOs and tech companies serving non-profits.

# Ingram Micro is your go-to AWS public sector expert

Unlocking enhanced opportunities in the public sector is our expertise—we're here to help you navigate and capitalize on them.



## Vertical co-sell ecosystem and global support footprint

Our offerings include AWS solutions, cloud migrations, managed services, ISV solutions and generative AI. Gain market insights and bid solicitations for U.S. Public Sector and Healthcare markets with Deltek GovWin and the Definitive Healthcare Database.



## Contracts and routes to market

Maximize your reach by integrating Ingram Micro's grant intelligence into your business strategy and leveraging OMNIA, GSA and our Contract Alliance Program (U.S.), OGVA 2.0 (UK), and global agreements. Expand into emerging markets like zero-trust data, CMMC 2.0 compliance, healthcare and smart cities. Additionally, access our PPA deal desk for support with commitment-based discount agreements.



## AWS Marketplace private offers

If you're a partner in the public sector, utilize our in-depth knowledge to explore the AWS Marketplace, forging new pathways for consumption and services. Fulfill your AWS Private Pricing Agreement spend commitments by transacting through the AWS Marketplace and capitalize on our partner network for co-selling opportunities and to discover ISV solutions designed specifically for public sector segments, propelling your customers' objectives forward.



## Accelerated Development for Services and Software Path Partners

With our comprehensive knowledge, you can embark on your AWS journey, advance to the next partner tier, or launch your solutions in AWS Marketplace with confidence. Our AWS Accelerated Development program connects you with our expert cloud coaches and an AWS curriculum, fast-tracking your capabilities in 6-9 months what typically takes 18-24 months. For software partners, we prepare you for the AWS ISV Accelerate program, so you can be co-sell ready with the AWS sales team.

Ready to start making moves in the public sector?

Get started