

# Public, Private and Hybrid Cloud Services For IT Solution Providers

Tech Data’s Cloud & Automation Services practice enables channel partners to assess, migrate, optimize (or build) and manage customer workloads and apps to speed transformation and modernize their IT environments. We work hand-in-hand with partners to provide the necessary level of expertise to help customers maximize the benefits of cloud computing.

Channel partners benefit from engaging with our certified experts, proven processes and best of breed tools in several ways including:

### Portfolio Expansion

Your customers may lack the time, staff or expertise to embrace cloud. Partners gain instant access to services, pre-sales resources and tools to help customers.

### Instant Expertise

Customers expect partners to be experts on the cloud. Leverage our experience with 200+ cloud projects successfully completed to date.

### Greater Profitability

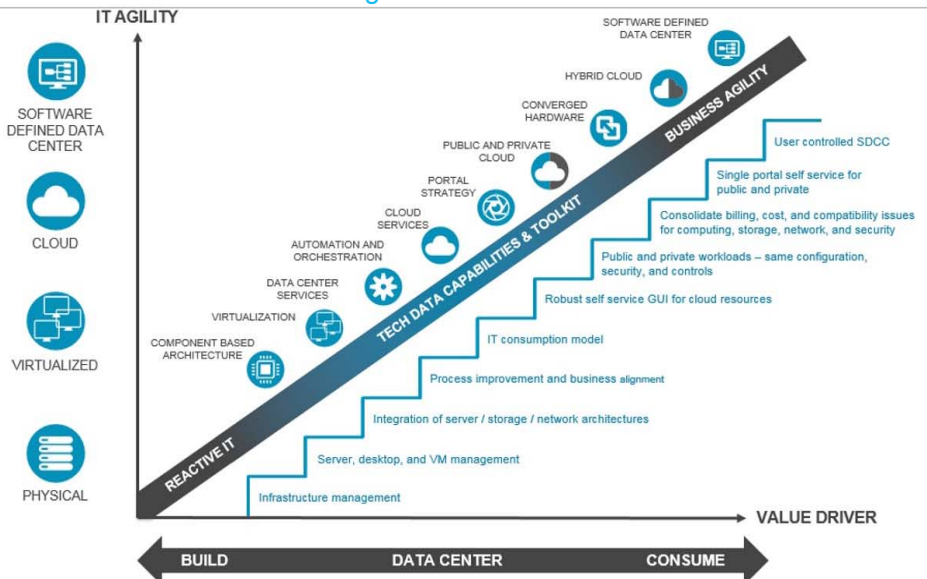
Enjoy higher margins with the ability to white-label as your own value-added services while enhancing “trusted advisor” status with your customers.

## Deep Cloud and Data Center Expertise

Our services are designed from the onset to help an organization achieve their goals at various stages on the cloud continuum — private, public, hybrid and software defined data center (SDDC), meaning we work with our partners and their customers to choose the right mix of cloud platforms and environments that address individual customer requirements at any stage of the cloud journey.

### Cloud and Automation Maturity Scale

It’s about the end customer’s goal



## Differentiate with Integration Tools

We can also provide tools to automate elements of the services engagement. When an organization adopts cloud computing, it automatically adopts hybrid IT computing as well. As a result applications using different components move between the public cloud and data center. This presents integration and management challenges for customers. Tech Data simplifies the integration challenges with our commercial, off-the-shelf and fully supported products. Our tools quickly enable cloud solutions, data integration, and event integration with enterprise management tools such as VMware, HP/Micro Focus, Microsoft, ServiceNow, BMC Software, Cisco, and IBM.

## Portfolio of Services

Here is a representative list of our Cloud Services offerings:

### Assessments

- Cloud Readiness
- Cloud Strategy
- Data Center Automation
- IT Application Maturity & Cloud Platform Readiness
- Workload Placement and Cost Analysis
- Microsoft Azure Migration
- Amazon Web Services Migration
- VMWare Horizon Optimization
- VMware Virtual Network Optimization
- VMware vSphere 6.5 Upgrade
- VMware vRealize Optimization

### Professional Services & Optimizations

- Cloud Design and Implementation Services.
- Automation services to build & deploy private/hybrid cloud infrastructure.
- Backup / Recovery or DR solutions
- Integration services to/from ITSM, ITOM, and Automation platforms
- Custom integration development – from anything to anything
- VMware implementation and custom SOW services for vRO/vRA, NSX, Horizon, Airwatch, vSAN, vSphere upgrades

### Migrations

- On Premise Application to Azure and AWS Cloud Platforms
- Microsoft Azure to/from Amazon Web Services (Lift & Shift)
- Database to Database including Old to New and Cross Platform (e.g. Oracle to SQL)
- Data to Data Migration, Translation and Archival
- VMware to Microsoft Azure
- Microsoft Azure EA/PAYG to CSP
- Microsoft Azure ASM->ARM

### Managed

- Cost saving RI optimization services
- Single window service includes Service Desk, Support and Maintenance Services
- Manage assets deployed across public and private cloud environments.
- Provide end-to-end managed cloud services across applications, middleware and databases

**Build your revenue and profit by adding services to provide a more comprehensive solution. Contact us today!**