

Help Clients Take the Complexity and Risk Out of Migrating Their Core IT Software

Mergers and acquisitions (M&As) are among the biggest challenges for enterprises and their IT organizations to navigate. With M&A activity expected to rise, IT's role is becoming ever more critical in ensuring integration success. There are many moving parts to control, outcomes are uncertain and previously unknown or unimportant facts suddenly emerge as critical. The business must continue to run its operations and serve clients in the face of disruptive integration activities. A well-executed integration plan is the number one success factor for clients experiencing a restructuring or consolidation due to M&A activity — or those in need of a major upgrade.

Service Overview

Ingram Micro Enterprise Migration Services addresses these issues with certified, experienced enterprise migration consultants and architects who can ensure a successful migration of key software systems without disrupting the core business.

We offer a wide range of services including:

- Project Management
- Consulting
- Architecture Design
- Implementation
- Data & Messaging Migration
- Platform Coexistence
- Cross Platform Migrations

Major Platforms

- **Messaging:** Microsoft Exchange, Office 365, Novell GroupWise, Lotus Notes, Google Mail
- **Directory Services:** Novell NDS, Microsoft Active Directory
- **Database:** Microsoft SQL, Oracle, Migrations, Replications & Relocations
- **Collaboration:** Microsoft SharePoint

Reseller Benefits

- Successful IT migration builds “trusted advisor” relationship with customer
- Trusted, third-party assistance designed to quickly and efficiently merge/divest a company without disrupting the core business infrastructure
- Increased margins through an expanded services portfolio

INGRAM MICRO PROFESSIONAL & TRAINING SERVICES

(800) 456-8000, ext. 76094
proservices@ingrammicro.com

Learn more:

www.ingrammicro.com/ptsplaybook

Order services:

www.ingrammicrolink.com

Market Opportunity

Anticipating that economic and market conditions will remain positive in the U.S., the momentum for mergers and acquisitions is building. According to KPMG Research:

- Deal makers are encouraged by low interest rates, record stock prices, improving employment numbers and an abundance of cash.
- 82% of respondents were planning at least one acquisition in 2015 — and many were planning on multiple deals in 2015.
- It is predicted that the most active industries will be healthcare related (84%), technology/media/telecom (60%), energy, oil & gas (36 %) and consumer markets (34%).

Customer Benefits

- Quick and efficient migration without disrupting the core business infrastructure.
- Provides key stakeholders with clear intent and strategic objectives articulated in measurable terms.
- Greater insight into the effort and expenses involved with migrating a company, division or product including time and financial perspectives.
- The establishment of a governance model to provide high-level details about the roles and responsibilities needed to successfully manage IT integration efforts.

Professional & Training Services



While our reseller partners have traditionally known Ingram Micro for our Procurement & Logistics capabilities, Ingram Micro Professional & Training Services enables our partners to effectively deliver value to their clients throughout the entire technology lifecycle. We offer opportunities for solution providers to evaluate, discover, deploy, service and support new solutions as part of your team or as an independent partner.