

# Core Infrastructure Practice

Tech Data Cloud Solutions Factory



# Welcome to TD Cloud Solutions Factory – Core Infrastructure Practice



Thank you for your interest in Core Infrastructure.

We are happy to be able to help in your Core Infrastructure practice through our Cloud Solutions Factory and its Click-To-Run solutions. Feel free to go through the entire ebook, or click on areas of interest.

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Core Infrastructure**

**Market Opportunity &  
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# Tech Data's Cloud Solutions Factory Core Infrastructure Practice



# TD Cloud Solutions Factory – Core Infrastructure Practice Introduction

Cloud continues to spur innovation and evolution of traditional data centers, or on-premises infrastructures. In today's era, businesses no longer see cloud as a way to reduce costs and improve efficiency. Businesses of all sizes are now looking into cloud as the route to innovation, growth, and faster disruption.

Moving your customers infrastructure to the cloud, isn't an easy journey. We know it could be challenging, but the end result is so worth it. However, as a partner, you aren't alone in the journey.

**Tech Data Cloud Solutions Factory and its Click To Run solutions can give you peace of mind, and assist in every step of the way.**

Tech Data's Cloud Solutions Factory supports partners in running a successful core infrastructure practice, and enables them with the right technologies, solutions and services to build up and accelerate their business. Our pre-architected solutions can support partners in delivering cloud services & solutions. Our already validated and tested solutions include the fundamentals for compute, storage and network in the cloud.

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# TD Cloud Solutions Factory – Core Infrastructure Practice Click to Run Solutions

## What are Click-To-Run Solutions?

Click-To-Run solutions are comprehensive pre-architected solutions, these solutions are automated, repeatable and ready to deploy solutions.

- Validated, tested & monitored during deployment process
- Perform self healing if potential failures may occur – with the highest possible chance of successful deployment.
- Fully configurable based on end-customer requirements (pre-and post configurable)
- Provisioned through StreamOne Cloud Marketplace

## TD Cloud Solutions:

- ✓ Complex solutions made easy for partners to configure, customize & deploy
- ✓ Licensing integration, services, 3rd party components etc
- ✓ Built, tested, maintained and monitored by Tech Data

## TD Cloud Quick Starts:

- ✓ Leveraging Vendor scripts (Quickstarts)
- ✓ Selected, tested, maintained and monitored by Tech Data

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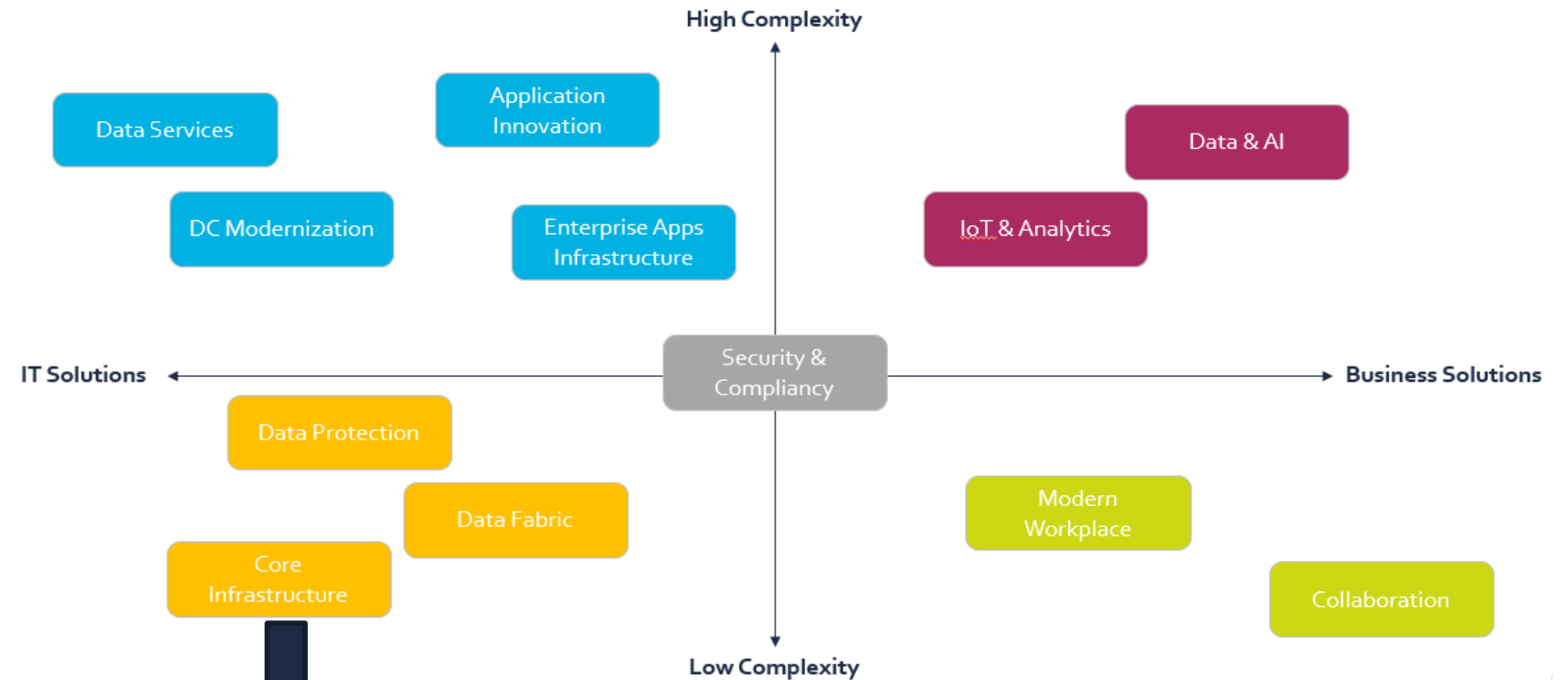
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# TD Cloud Solutions Factory – Core Infrastructure Practice (GRID)

## Core Infrastructure Featured Click-To-Run Solutions

- Tech Data File Storage on Azure
- Tech Data Small Business Cloud Server
- Tech Data SQL Server for Azure (Windows)
- Tech Data Archive Storage on Azure (In Development)





## TD Cloud Solutions Factory – Core Infrastructure Featured Solutions

### Small Business Cloud Server.

A highly scalable all-in-one ICT system for SMBs running on Microsoft Azure.

### SQL Server on Azure for Windows

Secure, and cost effective solution designed to migrate your SQL workloads to the Cloud or extend and improve your on premises capabilities.

### Infrastructure Essentials: Dev/Test\*

Simplified IT environment with pre-configured VMs for Dev/Test.

### File Storage on Azure.

Tech Data Files Storage on Azure provides a low-cost, durable and scalable file storage.

### Azure Archive Storage.\*

Tech Data Archive Storage on Azure provides a low-cost, durable, scalable and highly available secure cloud storage for storing rarely accessed data with flexible latency requirements

### Identity Management.\*

Advanced identity & security management for your Azure infrastructure.

\* Solutions Coming Soon



## TD Cloud Solutions Factory – Core Infrastructure Practice (Vendors)







# Core Infrastructure Practice Market Opportunity

The public cloud market is expected to grow 17.3 percent in 2019, reaching \$206 billion. The market is expected to double in revenue by the year 2021, as more companies embrace the cloud movement.

Investment in the cloud are driven by decisions around ROI, security as well as the potential to innovate and transform or help businesses scale.

From a business point of view, organizations are focusing on becoming more agile and as well as automation as a way to provide value. Companies migrate IT workloads over to the cloud to help address business and customers demand. Unfortunately, the traditional data center or on-premises infrastructure isn't able to meet such outcomes and offers limited capabilities.

Cloud computing whether it's public, private or a mix such hybrid cloud, offers flexibility to scale on demand, not to mention it provides affordable OpEx, versus having to making a large CapEx investment.

**The world of traditional IT is under pressure to add agility, cut costs and all-in-all do more with their limited resources. Organizations need flexible infrastructure that can scale on demand. Develop the hybrid cloud capabilities you need to deliver faster innovation with optimal control and security."**

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# Core Infrastructure Practice Partner Opportunity

## How can partners take advantage of this opportunity and drive revenue within this market?

Cloud partners grow faster, and can expect more profitability than non-cloud partners. As a cloud partner you are able to provide more choices, and scale by paying only for what you use.

- Drive longer engagements and recurring business... This is your opportunity to establish yourself as a trusted advisor
- Develop a business outcome sales motion – Identify problems to solve within your current customers that will lead to critical breakthroughs.
- Understand where your customers cloud journey starts. Cloud journey begin with either a communication/collaboration service, such as email, or a recovery service, such as data backup, as their first cloud solution. These provide a foundation, while allowing for other solutions to be deployed in the future.
- Customize solutions for your customers, in example IaaS. Business can choose to increase or decrease capacity based on seasonality, promotions that are running, or even as the business grows overtime.
- Lastly, leverage your distributor for sales, technical, and marketing enablement support. Don't be afraid to ask for help. There is so much distributors can offer!

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## Core Infrastructure Practice Use Cases

### Dev/Test Environment.

Secure, reliable and (cost) efficient all-in-one ICT system, designed to make your SMB business future proof.

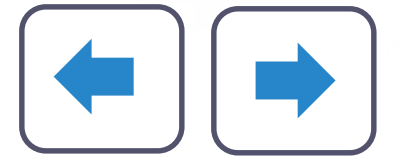
### IT Foundation.

Secure, reliable and (cost) efficient infrastructure for Tier-1/2 architecture workloads.

### Scale on demand.

Support your mission-critical applications and workloads with instant and scalable infrastructure.

# Where Do You Start?



What does my **business need**?

How can I save **time and money**?

How do I ensure **performance** ?

Minimize Costs

Business Goals

Mitigate Risks

Solution Strategy

Avoid Delays

IT Priorities

Maximize Performance

Increase ROI

Reduce Complexity

Tech Data Cloud Solutions Factory can help.



# Why Cloud Solutions Factory for Core Infrastructure ?

Our objective is to become the leading hybrid cloud solution aggregator by providing integrated private and public cloud technology as-a-service solutions. Tech Data is uniquely positioned to offer these solutions by leveraging our large ecosystem of vendors, ISVs and partners.

Tech Data Cloud Solutions Factory provide integrated private and public cloud technology as-a-service solutions available to any partner through our StreamOne Cloud Marketplace.

Why should partners leverage our solutions?

- All of our pre-architected solutions are scoped to solve a specific customer problem or meet a business outcome.
- Start with customer problem and challenge, desired solution & outcome and start designing solutions with that in mind
- Cloud Solution Design & Deployment is a complex and lengthy process - we simplify this for our partners

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# Why Cloud Solutions Factory for Core Infrastructure ?



## Reduce Cost & Time

Reduce costs, time and risks by configuring, customizing and deploying already built, validated and tested solutions



## Offer More, Get More

Enhance your portfolio and increase your revenue by offering more options and solutions to your customers.



## Faster Time to Market

Broad set of enablement resources to quickly build Cloud solutions practices within your organization

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# Why Cloud Solutions Factory for Core Infrastructure?

Benefits when you leverage our Click-To-Run Solutions from our Solutions Factory

## For Partners

- Enhance offerings and portfolio through differentiated solutions
- Reduce implementation time and costs
- Faster time to market
- Lower implementation risks
- Increase customer satisfaction

## For End Customers

- Guaranteed secure, reliable and working solutions
- Solutions delivered in time and within budget
- Lower risks during implementation

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# How to Get Started



## Start Assessment

Take our Cloud Practice Assessment to assess your current business, and identify areas for growth and improvement



## Start the Conversation

Schedule a free consultation with a Solution Manager to learn more



## Start Enablement

Leverage sales, technical and marketing resources



## Start Deployment

Provision any of our Click-To-Run solutions through Tech Data's StreamOne Cloud Marketplace

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## For More Information:

Visit our Cloud Solutions page to learn more about our solutions or to schedule a consultation with a Solution Manager.

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