

IngramMicro | **Financial  
Solutions**IngramMicro**Cloud**

# Financial Pathway to the cloud

An Ingram Micro Financial Solutions (IMFS) guide on the financial pathway of migrating off owned infrastructure and into the cloud.

## Successful cloud migration adoption

Here are commonly asked customer questions that come up after a customer has decided that a migration to the cloud in any form might be a good idea:

- Will I need to run legacy IT for a period of time and what are the costs?
- Can I lower the costs to support existing IT in the interim?
- What do I do with my legacy IT after the migration?
- Do I have end-of-life compliance requirements accounted for?

This white paper demonstrates how your end customer's concerns about cloud migrations must be addressed at both at the solutions level AND the financial level. IMFS addresses and covers both solution gaps and financial gaps. Gaps that must be closed for any customer to finalize a decision.



## Ingram Micro Financial Solutions (IMFS) Creating a Financial Pathway for cloud migrations

This path opens new business opportunities for our channel partners and their customers alike.

For partners to demonstrate the power of this financial pathway, a few key insights are required to develop a picture of the benefits it can bring:

## Buying into the cloud

**Will I need to run legacy IT for a period of time and what are the costs**

Ingram Micro partners are excellent at helping customers identify "what to buy" and IMFS has developed a cloud migration solution suite that addresses the question of "how to buy" to make them even better.

## IMFS Financial Solution Suite

Having the full suite of financial offerings is good but a great financial solution requires the people that can architect finance solutions which specifically address our partner's customer needs. IMFS business development and solutions architects act as the voice our customers need to ensure those needs are met.



## Legacy Asset Capital Creation & Compliance

Most customers who own IT assets (hardware or software) write down the value of their assets over time. IMFS and the Ingram ITAD group can help. IMFS can purchase obsolete assets, at book value, and rent them back to customers with terms that match depreciation schedules and/or the migration timeline. Ingram ITAD can handle proper disposition of assets with no value, including all compliance requirements worldwide.



## Total Solution Financing

A migration to the cloud does not necessarily mean that technology hardware or software assets will no longer be necessary. We encourage our partners to explore financing the full lifecycle of the migration, regardless of what is involved. IMFS can solution the costs to get there in alignment with that value.



## A Cost-efficient strategy to manage off legacy systems

Most customers would not be considering migrating to the cloud if they did not see the cloud as an option to reduce costs or improve efficiencies. One way to do this is to reduce the cost of maintenance and support for assets that are destined for obsolescence. Ingram Micro's Comms-care provides affordable short-term support contracts to fill the need for the time needed. All of which can be integrated into the cloud migration total solution financing as needed by your customer to make the migration affordable.

## Customer accounting perspectives

To find out the benefits, download the white paper from the **homepage**.