

Successful cloud migration adoption Here are commonly asked customer questions that co

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?

• What do I do with my legacy IT after the migration?

Can I lower the costs to support existing IT in the interim?

- Do I have end-of-life compliance requirements accounted for?
- This white paper demonstrates how your end customer's concerns about cloud migrations must

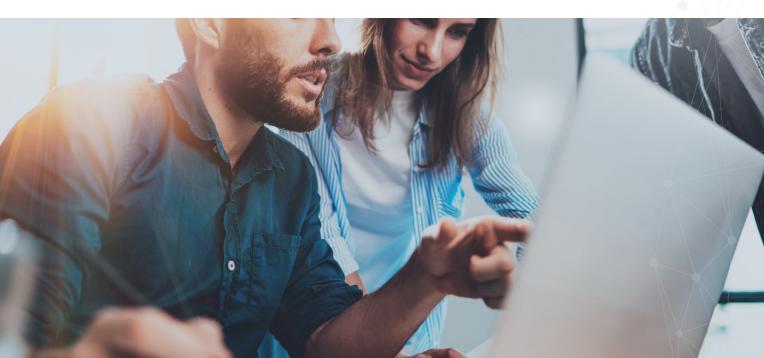
be addressed at both at the solutions level AND the financial level. IMFS addresses and covers both solution gaps and financial gaps. Gaps that must be closed for any customer to finalize a decision.



(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:



buy" and IMFS has developed a cloud migration solution suite that addresses the question of "how to buy" to make them even better.

are met.

requirements worldwide.

Buying into the cloud

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

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

Ingram Micro partners are excellent at helping customers identify "what to



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

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Total Solution Financing



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

from the homepage.