

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

Tech Data’s Cloud 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 can expand their portfolio by offering an end-to-end solution that includes services capabilities.



### 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.



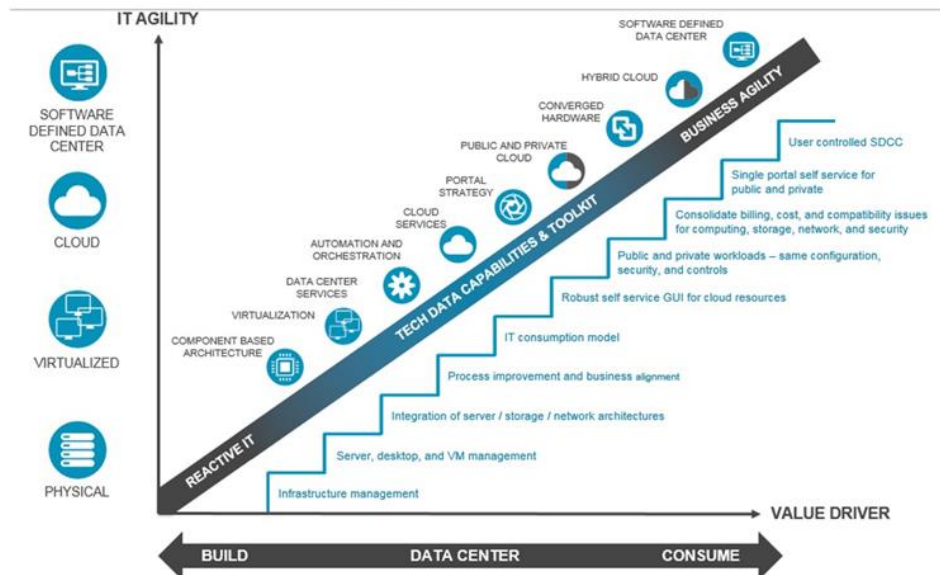
### Instant Expertise

Customers expect partners to be experts on the cloud. Leverage our experience with 400+ cloud projects successfully completed to date.

## Deep Cloud and Data Center Expertise

Our services are designed from the onset to help an organization achieve their goals at various stages on Cloud continuum –private, public, hybrid and software defined datacenter (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.

**Tech Data Services Maturity Scale**



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## Delivering Greater Outcomes Together

Tech Data Cloud understands the importance of delivering end-to-end outcomes to your customers. Below, 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

### Migrations

- To/From Microsoft O365 (Exchange, Sharepoint, Teams, OneDrive, etc.)
- On Premise Application to Microsoft 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

### 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.

### Managed Services

- Pro-active Remote Monitoring and Management of Microsoft Azure | Amazon Web Services (AWS) environments, and Microsoft O365
- 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

### Post – Sales Support Services

- Reactive Remote Monitoring & Support of Microsoft O365 and Azure environments.

## Contact Us Today!

Build your revenue and profit by adding services to provide a more comprehensive solution.

Visit our [Services](#) page located on our Cloud Home Page to learn more about our overall services offerings, or contact your Tech Data Cloud Specialist to get a services estimate or to learn more.