

# Cloud Portfolio

A COMPREHENSIVE GUIDE FOR PARTICIPATING VENDORS



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Ingram Micro Cloud provides an end-to-end portfolio of cloud services targeting the business needs of SMBs worldwide, delivering a one-stop shop for all cloud-related needs. Our portfolio encompasses both Ingram Micro Cloud Suites as well as cloud services from more than 200 market-leading cloud vendors.

## Top-tier Solutions

Before we add a third-party solution to our portfolio, it goes through Ingram Micro's vetting process, which includes reviews of product maturity, track records, vendor history and stability, and more.

## Solution Categories:

-  **Cloud-Management Services:** Includes remote monitoring and management [RMM], remote infrastructure management [RIM], mobile device management [MDM], help desk and other key IT service management solutions needed to run a cloud or MSP business.
-  **Communication & Collaboration:** Includes hosted email, conferencing, messaging and file sharing, as well as data and voice services such as VoIP and broadband internet connectivity.
-  **Infrastructure:** Includes data center, network and virtualization services that provide your customers with IaaS (e.g., compute, storage, public and private clouds, disaster recovery, virtual desktop infrastructure [VDI], web hosting and more).
-  **Business Applications:** Includes SaaS solutions for business automation, business intelligence, business services, document management, human resources management, healthcare and productivity.
-  **Security:** Includes network and email protection, web filtering, log management, single sign on and much more to help guard businesses against both external intrusions and unsafe employee behavior from within.

Welcome to Ingram Micro Cloud.

## Cloud-Management Services

CATEGORY	CLASS		
Business Applications Integration	Billing	 ID Sync Billing Suite for Autotask*  ID Sync Billing Suite for ConnectWise*	 
Device Management	Remote Monitoring and Management (RMM)	 Autotask Endpoint Manager (US & CAN)  AVG Managed Workplace RMM  ConnectWise Automate RMM  N-able Central Remote Monitoring	 
		 Vistara ITOP (IT Operation Portal)	 
		 AVG SSO/Mobile Device Management  ConnectWise Automate Maas 360	 
		 Microsoft EMS (Enterprise Mobility Suite)*  Microsoft Intune*  Mobile Manager	 
	Mobile Device Management (MDM)	 ConnectWise Control	 
	Help Desk	 LiveVHD Service Desk  AVG Help desk	 
		 Ingram Micro Service Desk*	 
		 Identity and Access Management*  ConnectWise Billing Integration for Odin*	 
	Identity and Access Management	 Lifecycle Management	
	IT Operations Management	 NOC DOC  LiveVHD Network Operations Center (NOC)  NetEnrich Remote Managed Services	 
		 Ingram Micro Professional Services	 
		 MaaxCloud IT Services by Mural*	 
Professional Services	Migration	 Ingram Micro Training	 
		 MaaxCloud Training Services	 

\*Available on Cloud Marketplace

## Communication & Collaboration

CATEGORY	CLASS		
Collaboration	Enterprise Content Collaboration	 DropBox Enterprise  DropBox Business*  DropBox Education  IBM Connections*  Intermedia Securisync*  Microsoft Office 365 OneDrive for Business*  Business File Sharing and Synchronization*	             
		 Cisco WebEx Cloud*  Intermedia Hosted PBX	 
		 Microsoft Office 365 Skype for Business Online*  PGi iMeet	   
		 RingCentral Office*  ShoreTel Sky	   
		 MS SharePoint Hosted by Ingram Micro  Intermedia MS SharePoint	   
		 Microsoft Office 365 SharePoint Online*  SherWeb MS SharePoint	   

## Communication & Collaboration continued

Category	Class		
Hosted	Archiving	 INTERMEDIA	Intermedia Archiving*
		 VERITAS	EV Cloud
		 AVG	AVG Email Archive
		 AVG	AVG Encryption
	Archiving	 INTERMEDIA	Intermedia Hosted Email Archiving
		 Reflexion A Sophos Company	Reflexion Archiving, Discovery and Recovery (RADAR) and RADAR Lite
		 CISCO	Cisco HCS
		 INTERMEDIA	Intermedia Policy-based Encryption*
Hosted Email	Encryption	 Microsoft	Microsoft Azure RMS (Rights Management Services)*
		 TREND MICRO	Trend Micro Hosted Email Security
		 Reflexion A Sophos Company	Reflexion Total Control (RTC) Encryption
		 SherWeb	SherWeb End-to-End Encryption
		 INGRAM	MS Hosted Exchange by Ingram Micro*
	Exchange	 INTERMEDIA	Intermedia MS Hosted Exchange Server
		 IBM	IBM Verse*
		 Microsoft	Microsoft Office 365 Exchange Online*
		 SherWeb	SherWeb MS Hosted Exchange Server
		 TREND MICRO	Trend Micro Hosted Email Security
	Migration	 BitTitan	BitTitan Migration Wiz and Deployment Pro*
		 mural	MaaxCloud IT Services by Mural
		 skykick	SkyKick Migration Suite
Communication	Messaging	 INGRAM	MS Lync Hosted by Ingram Micro
		 INTERMEDIA	Intermedia MS Lync
		 Microsoft	Microsoft Office 365 Skype for Business Online*
		 SherWeb	SherWeb MS Lync
	Network	 Microsoft	Microsoft Azure Media and Content Delivery Network (CDN)
		 SOFTLAYER	SoftLayer Content Delivery Network (CDN)
	Unified Communication	 CISCO	Cisco WebEx*
		 CISCO	Cisco HCS
		 Fonality	Fonality
		 INTERMEDIA	Intermedia Hosted PBX
		 Microsoft	Microsoft Office 365 Skype for Business Online*
		 RingCentral	RingCentral Office*
		 ShoreTel	ShoreTel Sky
	Carrier	 CenturyLink	CenturyLink Phone, Internet, Network Services
		 INTERMEDIA	Intermedia SIP trunk
		 TIME WARNER CABLE BUSINESS CLASS	Time Warner Cable TV, Phone, Internet, Ethernet

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## Infrastructure

Category	Class		
Infrastructure	Ecommerce		Online Store*
	Web Presence		Web Business Builder*
	Hybrid IT		Cloud Managed IT
	Backup		DropSuite*
Medical	PACS		Azure Active Directory*

## Infrastructure continued

Category	Class	Services	Geography
Data Center	Storage	 <b>amazon web services</b>	Amazon Simple Storage Service (S3), Storage Gateway, Glacier, Elastic Block Store (EBS)
		 <b>Microsoft</b>	Microsoft Office Azure Storage*
		 <b>SOFTLAYER</b>	SoftLayer Object, NAS and SAN Storage
	Backup/Recovery	 <b>Axcient</b>	Axcient Data Backup, Business Continuity and Disaster Recovery
		 <b>INTERMEDIA</b>	Intermedia Securisync*
		 <b>Acronis</b>	Backup Cloud*
		 <b>Microsoft</b>	Microsoft Azure Backup*
		 <b>Microsoft</b>	Microsoft Office 365 OneDrive*
		 <b>SherWeb</b>	SherWeb SkyNox Online Backup and Recovery
		 <b>skykick</b>	365 Backup for Exchange, SharePoint & Onedrive
		 <b>SOFTLAYER</b>	SoftLayer iSCSI and Disk-to-Disk Backup
		 <b>LiveVault</b>	LiveVault Classic, Advantage, Mobile Cloud Backup and Recovery
	Database	 <b>amazon web services</b>	Amazon Relational Database Service (RDS), DynamoDB, Redshift
	Disaster Recovery	 <b>VMware</b>	VMware Disaster Recovery as a Service (DRaaS)
		 <b>Acronis</b>	Acronis Disaster Recovery Service
		 <b>Axcient</b>	Axcient Data Backup, Business Continuity and Disaster Recovery
	Managed Hosting	 <b>amazon web services</b>	Amazon Elastic Compute Cloud (EC2) and workspaces
		 <b>amazon web services</b>	Amazon WorkSpaces
		 <b>dinCloud</b>	dinCloud Hosted Virtual Server (dinServer)
		 <b>dinCloud</b>	dinCloud Hosted Virtual Desktop (dinHVD)
		 <b>PCDPS</b>	Private Cloud Delivery Partner Services (PCDPS)
		 <b>INGRAM</b>	Ingram Micro Cloud Suite: Virtual Machines (VM)*
		 <b>INGRAM</b>	Ingram Micro Cloud Suite: Virtual Private Servers (VPS)*
		 <b>INTERMEDIA</b>	Intermedia Cloud Server
		 <b>Microsoft</b>	Microsoft Office Azure Virtual Machines*
		 <b>SherWeb</b>	SherWeb SkyNox Online Backup and Recovery
		 <b>SOFTLAYER</b>	SoftLayer Bare Metal, Virtual, and Fully Managed Servers*
		 <b>VMware</b>	VMware Horizon Desktop as a Service (HDaaS)
		 <b>VMware</b>	vCloud Air
	Colocation	 <b>365 DataCenters</b>	365 Data Center and Colocation Services
		 <b>CyrusOne</b>	CyrusOne Data Center and Colocation Services
		<b>INGRAM</b>	Ingram Micro Suite: Web Hosting*
		<b>Microsoft</b>	Microsoft Office Azure Web Hosting*

\*Available on Cloud Marketplace

# Security

Category	Class		
Identity and Access Management	Single Sign On	 AVG	Single sign on
		 INTERMEDIA	Intermedia ApplID*
		 Microsoft	Microsoft Azure Active Directory*
Email Security	Collaboration	 TREND MICRO	Trend Micro Cloud App Security for Office 365 (TMACS)*
		 Microsoft	Microsoft EMS (Enterprise Mobility Suite)*
		 Microsoft	Microsoft Azure RMS (Rights Management Services)*
	Email	 AVG	AVG, Antispam, Archive, Email Encryption
		 CIRIUS	Cirius Secure Messaging*
		 INTERMEDIA	Intermedia Email Archiving and Encryption*
		 proofpoint	Essentials
		 Reflexion A SOPHOS Company	Reflexion Total Control (RTC)
		 RMail	Rmail Registered Email Service*
		 Symantec	Symantec.cloud Message Labs
		 TREND MICRO	Trend Micro Hosted Email Security*
Network Security	Endpoint	 AVG	CloudCare Content Filtering
		 AWARENESS TECHNOLOGIES	Awareness Technologies Complete Insider Threat Prevention
		 Symantec	Symantec Endpoint Protection Small Business Edition 2013
		 TREND MICRO	Trend Micro Worry-Free Business Security Services*
	Intrusion Detection	 ALERTLOGIC Security Confidence. Done.	Alert Logic Threat Manager
		 IBM Business Partner	IBM Managed Intrusion Protection
	Web/Server	 ALERTLOGIC Security Confidence. Done.	Alert Logic Web Security Manager
		 AVG	CloudCare AntiVirus
		 IBM Business Partner	IBM Edge
		 SiteLock	Sitelock Website Security*
		 TREND MICRO	Trend Micro Deep Security
Security Management	Log Management	 ALERTLOGIC Security Confidence. Done.	Alert Logic Log Manager
		 IBM Business Partner	IBM Hosted Security Information and Event Management Service
	Mobility	 IBM Business Partner	IBM MaaS360 Mobile Device Management and Security
Services	SOC	 NETENRICH MANAGE IT BETTER TO GO!	NetEnrich Security Services
	Firewall	 IBM Business Partner	IBM Managed Firewall Services
	Security Suite	 IBM Business Partner	IBM Edge Delivery Services
		 IBM Business Partner	IBM Managed Security Services

\*Available on Cloud Marketplace

# Business Applications & Platform

CATEGORY	CLASS			
Business Automation	Professional Services Automation (PSA)	 Autotask	Autotask The Complete IT Business Management Solution	 
		 ConnectWise Manage	IT Business Automation	 
	Quoting	 ConnectWise SELL formerly Quosal	Sell Quote and Proposal Automation Platfrom	 
Document Management	E-Signature	 Adobe	Adobe EchoSign E-Signature	 
		 DocuSign	E-Signature	 
Productivity	Browser-based Workspace	 New Day at Work	Workspace 365*	
	CRM	 Microsoft	Microsoft CRM Online	 
	Class Deadline Management	 Law	Lawtoolbox.com, Inc.*	
	Data and Analytics	 dun & bradstreet	Business Package*	
		 dun & bradstreet	Hoovers Business Solutions	
		 Microsoft	Microsoft Azure Data and Analytics	
Development	Application Development	 Amazon web services	Amazon Elastic Beanstalk	
		 Microsoft	Microsoft Azure Application Development Platform	 
		 SOFTLAYER	SoftLayer Message Queue, Email Delivery and Digital Transcoding	 
Point of Sale	Mobile		NCR Silver*	 

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## Start Today

To learn more about how you can build a monthly recurring revenue stream by delivering cloud solutions to your clients, contact our cloud-dedicated team today.

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