

Navigating the SMB Cloud Market

Ingram Micro Cloud + Microsoft

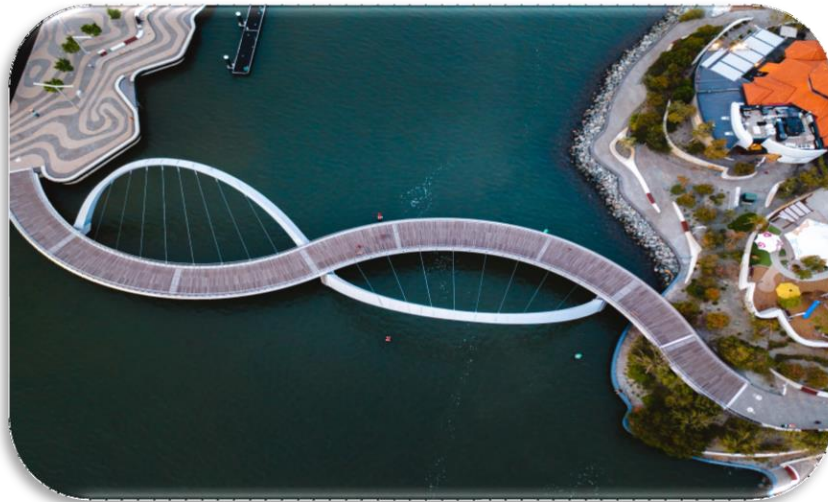
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SMBs' Needs are Evolving

To meet these demands, Partners need to help SMBs:

- Drive digital transformation
- Fuel innovation
- Achieve better business outcomes



of SMBs spending more than **\$1.2 million** per year on the cloud, according to Flexera 2022 State of the Cloud Report.

The Cloud is Essential to Stay Competitive

SMBs are adopting the cloud to **drive digital transformation** and pursue new business objectives.



Remote Collaboration



Cybersecurity



Business Applications

Top Challenges Faced by SMBs

As a cloud solutions provider, you can provide the **solutions and expertise** to fill these gaps and to develop industry-specific solutions.



Security



**Managing
Cloud Spend**

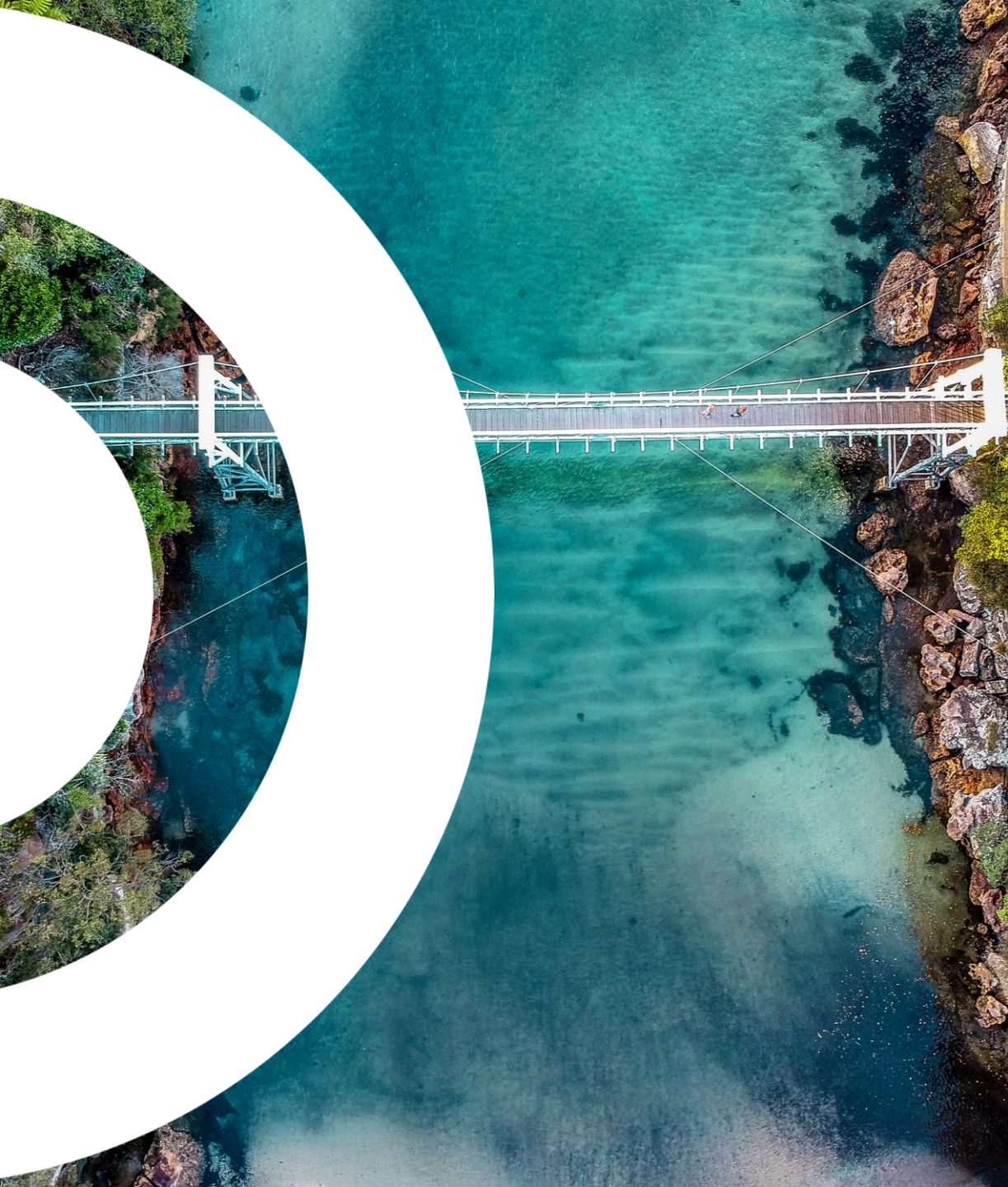


**Lack of Resources/
Expertise**

Microsoft's Portfolio of Cloud Solutions

- Microsoft 365
- Modern Workplace
- Microsoft Dynamics 365
- Azure
- Microsoft Defender

Microsoft's solutions provide a **solid, scalable foundation for SMBs** – and your cloud business.



Navigating the SMB Cloud Market

Resources

- [Flexera State of the Cloud 2022](#)
- [Ingram Micro Cloud Microsoft Microsite](#)

Quiz

Thank You!

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