



#### CASE STUDY

## GreenPages partners with Ingram Micro Cloud to bolster its services portfolio



#### INDUSTRY

Information  
Technology  
and Services

#### LOCATION

Kittery, ME

#### EMPLOYEES

180

GreenPages is a leading hybrid cloud services provider and systems integrator dedicated to helping organizations digitally transform. Founded in 1992, GreenPages services clients in midmarket enterprise organizations nationwide with a focus on commercial, financial and healthcare/life sciences organizations. The company provides a breadth of products and solutions, from infrastructure modernization and multi-cloud architecture, migration and design services to cloud operations, management and optimization.

### Enhancing the cloud services portfolio

GreenPages' customers understand the efficiencies and speed that moving to the cloud will bring to their businesses. They want to migrate to the cloud to take advantage of these benefits, but they struggle to understand the technical requirements, subscription models and complexity of the agreements involved.

"They need help, and they're turning to GreenPages for direction," said Tony Perfilio, Director of Sales Excellence at GreenPages.

IT leaders such as GreenPages are challenged with ensuring the strictest security and governance of their systems and data while ensuring 100% uptime and ease of access for end users. They need to be able to safely offload these traditional day-to-day IT infrastructure operational tasks to focus on innovation.

## Tapping Ingram Micro Cloud's IaaS Lifecycle Services

GreenPages evaluated several potential partners and chose Ingram Micro Cloud.

"Ingram has a stellar reputation in the industry, with a legacy of trust and success," Perfilio said. "We had no doubts that this was a good move."

GreenPages examined Ingram Micro Cloud's IaaS Lifecycle Services portfolio and purchased its Discovery and Assessment Service. This evaluates the customer's IT landscape to determine the best course to move to the cloud. It also purchased the Migration Service, which moves the target workload to the cloud.

"With the capabilities under a CSP program through Ingram Micro Cloud, we're able to demonstrate to customers how they can true up and true down, and take advantage of everything the cloud is famous for," Perfilio said. "After we show clients that there's little to no business disruption during migration, they find it compelling to work with GreenPages."



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**Tony Perfilio**  
Director of Sales Excellence

### Delivering powerful solutions to customers

Ingram Micro's Discovery and Assessment Service gives GreenPages extensive visibility into its clients' datacenter environments, supplying the necessary data for GreenPages to provide prescriptive guidance on moving workloads to AWS or Azure. Using this data, GreenPages can build a cloud migration strategy and roadmap as well as show clients the ROI of various migration scenarios and phases. This gives clients the flexibility to evaluate the different results for maximum performance, without any risk.

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GreenPages has seen nothing but positive results, with seamless migrations that can meet its customers' needs and timelines.

"Ingram Micro Cloud makes it easy for partners to be successful," Perfilio said. "The collaboration between GreenPages' Cloud Enablement & Operations Experts and Ingram Micro's Cloud solutions architects is collaborative and complementary. Together we're able to offer an incredibly attractive and powerful solution that allows clients to deliver innovation for their business."

GreenPages has identified a pipeline of \$8.5 million in cloud spending from customers.

"We expect about 200% growth in revenue," Perfilio said. "That's massive."