

CloudReady™

The Path to Profit from the Cloud



Why Data Center Lifecycle Services?

- Secure a substantial share of today's \$148 billion services spend*
- Drive profitable growth through the delivery of data center services that span the full IT lifecycle.
- Take advantage of Avnet's Managed, Cloud and Professional services to address your customers' data center optimization needs.
- Augment in-house expertise and capabilities quickly, easily and cost-effectively
- Enter new markets faster and with minimal investment cost and risk

Opportunity Overview

Gartner predicts cloud computing services will become a \$150 billion market opportunity by 2014 as companies seek to evaluate their cloud readiness, analyze solution options, and optimize data center investments.

Avnet CloudReady™ prepares you to quickly enter and capture a long-lasting, profitable stake in the cloud computing market. Whether you wish to specialize in cloud computing or simply augment your solution offering in existing markets, CloudReady helps you achieve your goals faster and with minimal investment.

Cloud Partner Training Modules

In this two-day Avnet instructor-led training, the first day is dedicated to educating your sales team and the second day is focused on technical staff training. Both days start with:

- **Cloud Foundation Track:** Your team will gain a common understanding of the Cloud, learn about the cloud market, key drivers and stakeholders, as well as gain knowledge about the Cloud computing building blocks and Avnet's Cloud Maturity Model. This track is combined with the appropriate Sales or Solutions Engineer Track.
- **Sales Track:** Sales professionals will gain an understanding of stakeholders and key pain points, learn about customer account planning with respect to the Cloud and gain a jumpstart to the sales process with a "Sales Tool Kit" that includes end-customer profiles, qualifying questions and messaging.
- **Solution Engineer Track:** Technical staff will gain an understanding of the key components of the Cloud reference architecture including a thorough discussion of ITIL and learn about supplier solutions as well as how to sell and support Cloud solutions and services.

Cloud Strategy Workshop for End-Users

A one-day billable end-customer engagement targeted at the C-level and Senior IT Management. The workshop provides an executive overview and education on cloud computing as well as an interactive discovery process to create a shared cloud vision and approach for the organization. The benefits of the workshop include:

- Align the organization's business objectives and IT goals for cloud adoption
- Understand the potential value of adopting cloud and the financial impact
- Address concerns and challenges of moving to the cloud
- Introduce the Cloud Maturity Model as a foundation for cloud execution
- Identify potential gaps across people, processes and technology that need to be addressed
- Document the findings and develop a recommendation for next steps

Cloud Assessment

Avnet's Cloud Assessment is a three week professional services engagement. The assessment methodology uses quantitative and qualitative analysis to provide the end-customer organization with the information needed for sound decision-making in determining a go forward strategy and migration path to cloud computing. Based on the Avnet's Cloud Maturity Model as the cloud assessment framework, Avnet works with the organization's key stakeholders to:

- Formulate business objectives and goals for cloud adoption
- Document the organization's current state of people, processes and technology, and score card the organization's Cloud readiness based on the Avnet Maturity Model
- Identify the changes needed to obtain increased capacity, agility, and business responsiveness
- Provide actionable next steps and recommendations to achieve the desired level of cloud maturity
- Identify costs and expected ROI based on current state and future state post cloud adoption

To accelerate your success and increase sales margins, call 1-800-409-1483, or e-mail DataCenterLifecycleServices@avnet.com.

The Right Partner: Avnet

Whether you have a dedicated services team or are considering adding new capabilities, Avnet's Data Center Lifecycle Services will augment your resources with professional and managed services that enable you to deliver complete data center solutions to your customers. By partnering with Avnet, you'll gain the strategic guidance, business-building resources and targeted services you require to quickly and profitably grow your business and accelerate success.



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