TD SYNNEX | *Public Sector*

Cloud Advantage Program

TD SYNNEX
We are honored to be name
AWS 2024 NAMER Distribution
Partner of the Year

Elevate Your Campus with Cloud Excellence

The TD SYNNEX Public Sector Cloud Advantage Program is designed to empower higher education institutions with streamlined cloud services and enhanced support. By joining this exclusive program, your institution gains access to a vast network of specialized AWS partners, offering tailored solutions that address the unique needs of the academic environment. Whether you're looking to optimize your cloud infrastructure, enhance your billing and invoicing processes, or access local, in-person support, this program provides everything your institution needs to succeed.

What's included in the Cloud Advantage Program?

- **Additional discount on top of the standard contract discount**
- **Access to an advanced AWS reseller partner with AWS competencies**
  - A diverse network of AWS-authorized public sector resellers, all aligned to TD SYNNEX Public Sector. These partners are highly qualified, with proven expertise and advanced credentials to ensure they're fully equipped to meet your institution's unique needs
- **AWS Approved Enterprise Class Support Provider**
  - AWS recently reclassified the Partner-led Support program as an Enterprise class program delivered by qualified partners, and now provides enhanced diagnostic tooling to enable TD SYNNEX to rapidly troubleshoot and resolve issues. TD SYNNEX has been providing AWS Support for over 10 years, has over 400 AWS technical certifications on staff, and boasts a 99.9% customer satisfaction rating
  - Direct AWS Support is available upon request
- **Contract compliance assurance**
  - Authorized agents maintain consistency and compliance by operating under the terms and conditions of the preferred contract
- **Instant access to programs exclusive to TD SYNNEX Public Sector**
  - FinOps Services (Cost optimization, Security Assurance, Risk Mitigation, Compliance, Financial Performance Benchmarking)
  - Well-architected Framework Reviews
  - AWS Immersion Day Trainings
  - Partner-led Workshops
  - Private Marketplace Assistance
  - Migration Acceleration Program
  - Cloud Assessments (Security, Cloud Readiness, Governance, FinOps Capabilities)
- **Ordering options with an AWS reseller partner**
  - Higher education institutions can work directly with their aligned AWS reseller partner for quoting, ordering, and invoicing
  - TD SYNNEX Public Sector can continue to quote and invoice directly to the higher education institution on behalf of the reseller partner

Benefits of the Program

- **Enhanced Support Ecosystem:** Gain an additional layer of pre-sales, billing, invoicing, and post-sales support through TD SYNNEX Public Sector's extensive partner network.
- **Cost Savings:** Access AWS-approved support offerings at a fraction of the cost compared to traditional AWS support.
- **Margin Enhancements:** Benefit from improved financial margins, giving you more resources to invest in your institution's growth.
- **Compliance Assurance:** Authorized agents maintain consistency and compliance by operating under the terms and conditions of the I2 contract, with TD SYNNEX Public Sector providing ongoing oversight.

FAQ

Q: What is the TD SYNNEX Public Sector Cloud Advantage Program?

A: The Cloud Advantage Program is an initiative designed to enhance cloud support and services for higher education institutions. It connects you with AWS-authorized public sector resellers who provide tailored solutions, in-person support, and significant cost savings.

Q: How will this program benefit my institution?

A: The program offers streamlined customer support, cost-effective AWS-approved services, and local, personalized assistance from our partner network. Your institution will benefit from improved financial margins and enhanced cloud services, all while maintaining compliance with the I2 contract.

Q: Who are the AWS partners involved in this program?

A: The program includes a diverse network of AWS-authorized public sector resellers, all strategically aligned with TD SYNNEX Public Sector. These partners are highly qualified, with proven expertise and advanced AWS credentials, ensuring they are fully equipped to meet your institution's unique needs.

Q: How much do these services cost?

A: The cost of our services varies depending on the specific needs of your institution. Some services are included as part of the program, while others are available on a fee basis. To get detailed pricing information and discuss which services best fit your requirements, we recommend reaching out to your TD SYNNEX Public Sector representative. They'll be happy to guide you through the options and provide a customized solution.

Q: How do I sign up for the Cloud Advantage Program?

A: To join the program or learn more, simply contact your TD SYNNEX Public Sector account manager or reach out to our customer support team. We'll guide you through the next steps.

Q: What kind of support can we expect from local partners?

A: Local partners offer in-person training, collaboration opportunities, and immediate on-site support, ensuring your campus receives the highest level of service and expertise.

Q: What if our institution is already working with an IT reseller?

A: If you're already working with an IT reseller, you can still take advantage of the Cloud Advantage Program. We encourage you to reach out to your TD SYNNEX Public Sector representative to explore onboarding your current reseller into the program. This way, your institution can continue benefiting from your existing relationship while gaining access to the expanded services and resources offered through the program.

Take the Next Step

Elevate your institution to the forefront of educational technology by joining the Cloud Advantage Program today. Our team at TD SYNNEX Public Sector is eager to support you and is available to set up a discovery call to discuss how this program can specifically benefit your school. To learn more or to get started, reach out to us at sales@dlt.com.

aws PARTNER

- Immersion Day
- Managed Service Provider
- Govt. Services Competency
- AWS GovCloud (US) Delivery
- Education Services Competency
- Well-Architected Partner Program
- Cloud Operations Software Competency
- Amazon EC2 for Windows Server Delivery
- AWS Marketplace Skilled Consulting Partner
- Migration and Modernization Services Competency