



Public cloud for the public sector

Selling *AWS* with
TD SYNnex



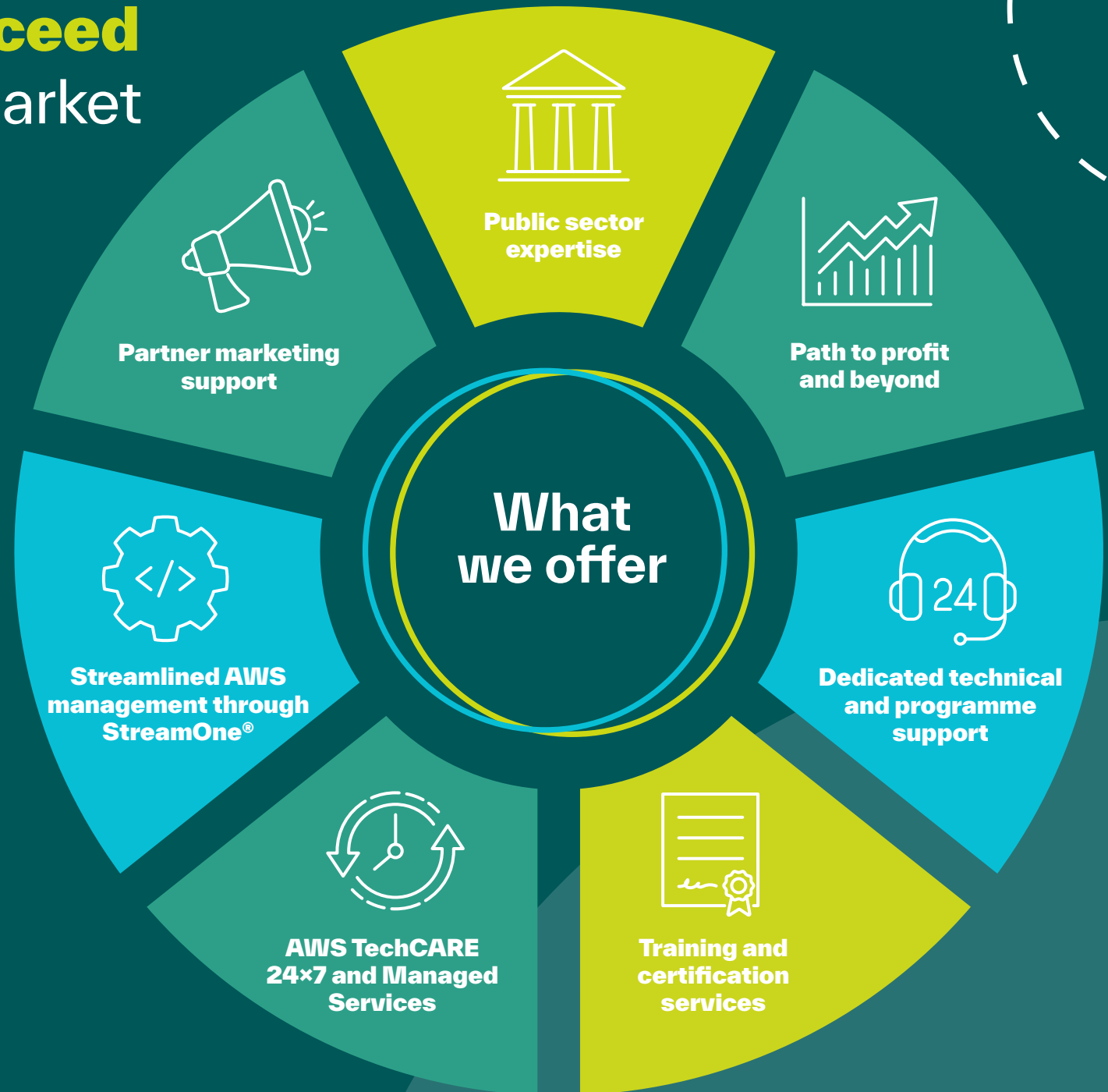
Helping you succeed in a challenging market

There are some demands that affect every business, regardless of the service they provide.

But in the public sector, it's undeniable that those challenges are amplified. Things like **regulatory compliance, cost optimisation, scalability and innovation** come under huge amounts of scrutiny. Putting pressure on IT partners to find exactly the right solution and ensure every box is ticked.

That's where we come in. At **TD SYNnex**, we're here to help partners to make the most of **AWS** opportunities for the public sector.

As a Premier Tier Services Distribution Partner and Certified Migration Competency Partner for **AWS**, we have all the **expertise, tools and exclusive programmes** you need to skill up and succeed in this challenging market.



Minimise risks, **maximise returns**

Your public sector journey with TD SYNEX and AWS.



1

Simplify the complex parts by collaborating with our experts

Including migration, tender/RFx recommendations, and private pricing agreements (PPAs).

2

Grow your business by aligning with AWS teams

TD SYNEX will help you align with AWS sales, marketing, and financing teams through our Acceleration Development Programme.

3

Optimise your profitability with consulting and business tools

Partner discounts. Automating billing and invoicing for AWS resell revenue. Uncovering new ways to add value for your customers.

7 ways partnering with TD SYNEX can boost your chances of winning in a tender*

- ✓ Extensive tender experience
- ✓ Expert support while working with AWS and PPAs to provide the best commercial options
- ✓ Custom training for specific requirements
- ✓ Lending our weight to references and success cases
- ✓ Preparing technical answers to tender requirements
- ✓ Delivering certified WAFR and OLA services for extra points at the technical evaluation stage
- ✓ Flexible custom payment solutions

* Please note: these services are not available in all languages / geographies. Please check with your local TD SYNEX team for details.

5

Benefit from programmatic support and pre-packaged solutions

From marketing and pre-sales activity, to easy-to-implement sales blueprints based on the **Cloud Solutions Factory** for AWS.

6

Manage solutions through the StreamOne® platform

Simplify and consolidate consumption and billing for your clients.

4

Explore a specialist range of AWS Cloud Services

With solutions that are designed for national, regional and local governments, public institutions, healthcare, education, and non-profit organisations.

7

Manage and grow your AWS pipeline with ACE

Under the **ACE** customer engagement programme, you can collaborate and co-sell with **AWS**, source new opportunities, and minimise risk with technical support and sales resources.

With us by your side, it couldn't be simpler to build a global cloud business practice.

Tackling the top three public sector challenges

Why TD SYNEX is perfectly placed to help.

1

Regulatory compliance and security



The Challenge:

Complying with strict regulations and security standards in the public sector (GDPR, ENS, and many more).



Our solution:

Specialised advice from our experts, access to certified architects, and training in regulatory compliance and security.

2

Billing management and cost optimisation



The Challenge:

Controlling cloud spending within tight and highly scrutinised public sector budgets.



Our solution:

Managing, forecasting, and optimising **AWS** consumption with **StreamOne**[®], including consolidated billing and advanced cost control tools.

3

Innovation and scalability



The Challenge:

Streamlining the implementation of cloud solutions, and scaling quickly to meet ever-increasing demand.



Our solution:

Utilising our extensive services offerings, including managed services, migration services, optimisation services and more.

Talk to TD SYNEX today

It's time to take your **AWS** business to the next level

A personal service. Tailored to driving your success in the public sector.

From the **TD SYNEX Academy** to our **Accelerated Development** programmes, we help partners develop their public sector capabilities in record time.

So for the fastest route to this highly promising market, contact us today.

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