

# The power of partnership:

Data Canopy expands business by 15% with Ingram Micro.

Data Canopy is a worldwide hybrid infrastructure provider. They reduce the cost and complexity of hybrid and multi-cloud environments by connecting, storing and securing businesses' physical and virtual infrastructure under one invoice. Custom-fit data center solutions ensure businesses get the infrastructure, network, redundancy and security that best support their data and business needs now and as they grow.



## Industry

Information Technology and Services



## Headquarters

Columbia, Maryland

## Challenge

A few years ago, Data Canopy came across a project opportunity with a leading financial software company.

The company wanted to execute a large-scale migration from premise-based data centers, with traditional hardware and infrastructure, to the cloud and AWS. While Data Canopy had some experience with cloud and AWS, they felt it was insufficient to fully support the requirements of the project and considered not bidding at all.

## Solution

Ingram Micro's team had the necessary expertise to support the project and offered their joint assistance. Together, Data Canopy and Ingram Micro delivered a full proof of concept and assisted the financial software company with their containerization and migration to the cloud.

The client was able to grow in markets in days rather than months, as had previously been the case.

## Results

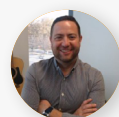
- Ingram Micro supported Data Canopy with their professional services and pre-sales consultation to expand their business by 15% in one year.
- Ingram Micro facilitated connections with new partners, arranging crucial meetings to foster the growth of Data Canopy's business.
- Help from Ingram Micro enabled Data Canopy to advance in their AWS partnership, resulting in the successful development of an AWS business to better serve their end customers.

## Looking ahead to the future

As it evolves its business, Data Canopy is excited to see how the investments that Ingram Micro is making in its professional services capabilities play out for partners like them. Data Canopy has found it's especially hard for companies in their field to find experienced cloud engineering talent but believes teaming with Ingram Micro will allow them to scale to meet demand while delivering exceptional quality.

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Many companies talk about the benefits of working with them. But Ingram Micro really has put their money where their mouth is.”



**Ryan Barbera,**  
CEO at

