

Make your next migration easy with Ingram Micro's professional services



Groupware Technology is a leading IT solutions provider that focuses on delivering data center and cloud computing solutions to help customers achieve mission-critical objectives. Founded in 1992, Groupware has rapidly grown into a \$300 million company.



Industry

Information Technology and Services



Headquarters

Campbell, California



Employees

150

Results

- Delivered expert customer service and migration recommendations to clients while maximizing the company's resources.
- Increased cost savings by choosing services that best aligned with and increased their team's capabilities.
- Created opportunity for future growth in managed services by completing the company's first client project.

Looking ahead to the future

Groupware has experienced various advantages by collaborating with Ingram Micro. By utilizing Ingram Micro's professional services, Groupware is actively exploring and creating new avenues for expanding its business opportunities.

Challenge

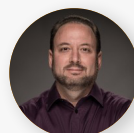
Groupware faced its biggest challenges around resource constraints and complexity when offering specialty services for migration to a multi-cloud environment.

Solution

Groupware chose the architecture and design service from Ingram Micro's professional services to complement the company's own discovery and assessment services.

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Knowing that Ingram Micro cloud has an extensive bench of partners that have proven themselves really made the decision a lot easier for us to go with them.”



Daryl Harrington,

Director of Cloud Solutions at

