

Tech Data's Cloud Solution Provider Program

Let Tech Data Make Your Office 365 business simple, flexible and profitable

Tech Data helps partners who are in an Open or Advisor licensing model easily transition to a Cloud Solution Provider (CSP) model. Our goal is to make selling cloud subscriptions like Office 365 simple and easy to manage, so you can maintain profit margins and customer satisfaction. Moving from an Open or Advisor model to a CSP model nets you the following benefits:



You own your relationship with your customers-creating recurring revenue opportunities



Provide a single bill to your customers that includes both Microsoft and your services, with financing options on your terms



Easily scale up and down the number of seats you provide to your customers. Or change plans altogether when needed.



Provisioning, management and support tools



Access to exclusive promotions and incentives as a valued Tech Data CSP partner

FAQs:

- What changes for my customer? The point of contact for invoicing is now TeamLogic IT
- Can my customer mix and match different Office 365 plans? Yes!
- What About Azure? Do I need to purchase Azure credits or tokens? No, Azure through CSP is invoiced in arrears, based on actual usage
- Can I move existing Advisor seats to CSP now? Absolutely! Contact our team at Microsoft@techdata.com to get started

Tech Data wants to make moving to a CSP model both simple and profitable for partners:

Agent 365

Refer your end-customers to gain further incentives

- Lucrative monthly incentives: earn monthly commissions on every purchase
- Hands-on billing management: We automate provisioning and offer hassle-free billing support
- Unrivaled End-Customer support: we provide support to help you navigate your end-customer support calls
- Greater Profitability: You can earn a total of up to 8% in commissions on the invoiced amount of all MSFT services

MDF Opportunities

Switch to CSP and earn MDF!

- Microsoft is offering Tech Data partners \$2 in Marketing Development Funds (MDF) for **each** Advisor or Open seat you transition to the CSP model
- 250 seat minimum to qualify
- 1,000 seat (\$2000) max reimbursement per partner
- POP must be submitted before Jun 15 to earn reimbursement

All set?

Contact Your Tech Data Microsoft team today!

Call:

1-800-237-8931 ext. 82031

Email:

Microsoft@techdata.com

