Tech Data | *Cloud Solutions* **Microsoft**

Become a Microsoft CSP partner with Tech Data

What is Microsoft CSP?

The Microsoft CSP programme enables partners to sell Microsoft Cloud products on a monthly subscription basis. Partners can directly provision, manage, and support their customer and integrate their own tools, products and services into one monthly customer bill.

Why would I want to become a Microsoft CSP?

Selling Cloud services to your customers allows you to build profit rich monthly recurring revenue streams, and also allows you to bundle additional Cloud services and offerings. In a hybrid IT world it also allows you to position yourself as a trusted advisor to your customers selling more than just hardware and perpetual software licenses. The biggest advantage for your end users is that they move to monthly subscription or consumption based billing. No more paying for a licence a year, two years or three years up front. They can move to OpeX based purchases. This also means that line of business managers can now also become IT purchasing decision makers.

How can I get started with Microsoft CSP?

There are many advantages to working with a Tier 2 CSP partner like Tech Data. Please see our comparison table below.

	Indirect	Direct
Billing/Invoicing	Consolidated or By-Customer	Excel spreadsheet
Credit Terms	Flexible	Net 60
Licensing Expertise	Mon - Fri 9-5.30pm	Call Microsoft/provide yourself
Promotions/Offers	Promotions, white label services available	Varies/develop yourself
Services	White label and Tech Data branded managed services	Develop yourself
Procurement Platform	Single site for all cloud needs	Partner Center or buy third party software
APIs	Managed and developed by Tech Data	Partner Center or buy third party software
Training	Commercial and technical	Develop yourself
Private Label	Yes	Yes

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Which Licensing Models are Key Targets for Conversion to CSP?

Model	Why
Advisor	You are already experienced in selling Office 365 in a monthly billing cycle. There are limited margins in Advisory. Advisory was flexible but now you can work with distribution.
Open	Open is not scalable. You have more flexibility through CSP. You are already experienced in selling Office 365. Open is no longer the only model available through distribution.
SPLA	You are experienced with a monthly rhythm. Hosting Office through SPLA is typically more expensive and not licence friendly. CSP allows you to offer Office on top of their existing offerings.

What Microsoft Cloud Products are available today?

Office 365   **Microsoft Azure**   Enterprise Mobility Suite   Microsoft Dynamics   Yammer   Skype for Business   Project   Visio   Exchange

Key Benefits of partnering with Tech Data Cloud Solutions

- Extensive cloud ecosystem including products, solutions and services
- Azure Center of Excellence with architects for pre-sales support, professional and managed services
- Specialist resources to support your cloud GTM
- Specialist teams on security, Azure, and data centre migrations
- Technical and commercial training to accelerate your accreditations
- 24/7 technical support
- Licensing support
- StreamOne Cloud Marketplace for multi-cloud SaaS for SMBs
- StreamOne Enterprise solutions for more complex IaaS needs for mid-market and enterprise
- Consolidated, flexible customer billing
- Easy credit terms, simply leverage your Tech Data account
- White label storefront
- APIs for back end integration into e-commerce or CRM/ERP systems

Power the Cloud

StreamOne Cloud Marketplace

Leverage our cloud platform to be able to instantly provision and bill cloud services on behalf of your customers. Our marketplace allows you to manage multi-cloud SaaS without the need to purchase from individual vendors, you can access IaaS solutions too.

StreamOne Cloud Marketplace also has all the analytics and reporting that you could need to monitor your customers' cloud business. Plus with partner APIs you can even integrate your e-commerce or ERP system to stream line your business processes.

StreamOne Enterprise Solutions

Have customers with complex IaaS needs? StreamOne Enterprise is the platform for you. It supports your needs as reseller but its capabilities can also be extended to your customers so that they have direct access to reporting, management and analytics, right down to a departmental level. The platform can even support an end user facing white label store front. Integrated billing and custom billing cycles are also supported and partner APIs are supported so you can integrate your customer's e-commerce or ERP system to stream line their business processes.