



## Why Microsoft CSP + SYNEX

Lower Costs. Personalized Support.

SYNEX is one of the largest indirect providers of Microsoft solutions. Our deep relationships with both Microsoft and other cloud vendors ensure resellers have everything they need to build robust, profitable solutions. Move your cloud business to SYNEX for a seamless transition with no downtime.

Selling Microsoft cloud services indirectly can save partners tens of thousands of dollars versus selling directly. Partners have two choices when selling cloud services with the Microsoft CSP program: Direct CSP through Microsoft (Tier 1), or Indirect CSP through an authorized distributor (Tier 2).

## The SYNEX Advantage



### SIMPLICITY

Give your customers a single bill for your tools, products, and services while maintaining control over pricing, billing, financing options, and subscription management.



### SUPPORT

Set your business up for success with comprehensive, knowledgeable support for presales and migration, a Microsoft cloud partner portal, and post-sales support you can rely on.



### SAVINGS

Generate recurring monthly revenue to help your business grow. Impact your bottom line by tapping into the SYNEX advanced support contract, all day, every day.

### When you resell cloud solutions with SYNEX, you can:

- Set up and provision customers through our CLOUDSolv portal, designed with direct input from partners.
- Work with sales representatives who know you personally and understand your business.
- Access technical experts who provide thoughtful advice before, during, and after the sale.
- Leverage knowledge from a dedicated team of certified Microsoft specialists.
- Receive simplified, predictable billing on the first day of the month, every month — you can also get up to 30 days free, with no proration.

**Indirect resellers can contact Ashley Smith at 864-349-4082 or [MSFTCSP@synnex.com](mailto:MSFTCSP@synnex.com) to get started today!**

# Microsoft CSP through SYNnex



## Why distribution makes sense

**SYNNEX provides simple complimentary support, included as part of your Indirect CSP package.**

### **CSP cloud solutions offered:**

- Office365/M365
- Azure
- Dynamics 365

### **Industry solutions offered:**

- Services (Office365, Azure, and Dynamics)
- Pre-sales/implementation/post-sales support (Office365, Azure, Dynamics)
- ISV bundles (Office365 and Azure)
- IoT solutions
- Mobility (wireline and wireless)

### **Additional ways for indirect resellers to increase profitability with SYNnex:**

- ISV attach
- Services
- Support
- IoT solutions
- Mobility/connectivity

### **Resources:**

- Dedicated manager
- Sales – Dedicated Microsoft Cloud Rep to assist with building your cloud business
- Technical pre-sales – Dedicated Solutions Architect to assist with the technical aspect of opportunities
- Delivery resources – Dedicated Solutions Architect to assist with implementation

### **Support, training, and reporting:**

- 24 x 7 support for SYNnex partners and their end users
- Dedicated manager to assist with the ordering process and Microsoft tickets
- Formal training program that includes sales and technical in person or virtual boot camps covering Office365, Azure, & Dynamics.
- Customizable reporting for your CSP needs.

### **Other unique reseller program offerings:**

- No proration - 1 invoice per month
- Marketing development packages
- Discounted Office365 migrations
- ISV offerings for Office365/Azure
- Free 24/7 support
- End user management portal
- End-customer billing will be available in early August

### **Territories/countries supported:**

- U.S.
- Canada
- Japan
- Latin America

**For more information, visit**  
<http://resources.synnecorp.com/WhySYNNEX>

