Enhance your potential with

iT Cloud.ca
Solutions
CONTINUITY & PRODUCTIVITY

GROW YOUR BUSINESS

Join the **Microsoft Cloud Solution Provider (CSP)** program with **ITCloud.ca**

Why you should become a
Microsoft Cloud Solution Provider (CSP)?

▷ Sell more than just hardware and perpetual software licenses and **position yourself as a trusted advisor to your customers.**

▷ **Integrate, price and sell Microsoft Cloud products** (Azure, Office 365, Microsoft Intune, Enterprise Mobility Security and Dynamics 365) with your own service and product **offerings on a monthly subscription basis.**

▷ **Increase your margins and your monthly recurring revenue.**

▷ **Simplify billing for your customers :** They get a single bill for support, services and licences.

8 Reasons to Become an Indirect CSP Reseller with ITCloud.ca

1 ▷ WE HELP YOU GROW YOUR BUSINESS BY

- Working closely with you to ensure we understand your business and your needs.

- Making sure you maximize your profitability with the most competitive margins.

- Helping you gain Microsoft competencies so you get all of the incentives provided by Microsoft for resellers.

2 ▷ WE PROVIDE YOU WITH A COMPLETE FIVE-STAR BILINGUAL SALE AND TECHNICAL SUPPORT

- A dedicated team of certified Microsoft specialists as an extension of your team.
- Our renowned one on one support, always free and unlimited.
- Stay competitive, increase and diversify your income with our In-depth technical training through ITCloud.ca Academy.
- Our training is delivered by professionals you can trust with both the deep technical knowledge and practical business smarts.

3 ▷ WE SUPPORT YOU PROMOTE YOUR BUSINESS

- We assist you and customize our go-to-market material for free to match your branding.

4 ▷ WE SIMPLIFY THE INVOICING

- Single monthly billing while you get paid incredible commissions
Direct billing : we bill your customer
Indirect billing: you bill your customer

5 ▷ ACCESS OUR USER-FRIENDLY PARTNER PORTAL FOR ALL YOUR NEED

- Fast and easy provisioning portal; Quotes, orders, billing, provisioning and service management.

6 ▷ ADD OTHER CLOUD SOLUTIONS TO YOUR PORTFOLIO TO KEEP YOUR CUSTOMERS BUYING FROM YOU AND ENHANCE VALUE, LOYALTY AND PROFITS

- Office 365 Backup solution to eliminate all Office 365 data loss and corruption risks.
- MOCC Office 365, a self-service training portal to help your customer maximize their investment.
- Real data security and fast disaster recovery, always in a Canadian cloud: LT/ProBackup, SBackup, MedicBackup, Replica, Bitdefender Cloud Security for MSP.

7 ▷ YOU RETAIN FULL OWNERSHIP OF THE CUSTOMER RELATIONSHIP AND SERVE AS THE PRIMARY POINT OF CONTACT

8 ▷ WE PROVIDE YOU WITH A SIMPLE TOOL TO TRANSFER YOUR MICROSOFT ADVISORS AND DIRECT CLIENTS TO CSP

At ITCloud.ca, our commitment is to always help you develop a unique value proposition for your customers.

?/! CSP PROGRAM: FREQUENTLY ASKED QUESTIONS

Q: We are an Advisor Partner. How does the CSP program relate to the Advisor program?
A: The Advisor program is being retired by Microsoft. Now is the prefect time to join the CSP program and get more revenue. We'll be glad to help.

Q: If we join the CSP program, can customers under an existing EA, Open or Advisor agreement buy subscriptions from us?
A: Yes. Customers who purchased subscriptions with other licensing models can transition to new CSP subscriptions or have both types existing side by side.

Q: How can I sell to a customer that has already a CSP partner ?
A: The CSP program allows customers to have relationships with more than one CSP reseller.

Q: If we become an Indirect Reseller, will Microsoft recognize our sales towards competencies and revenue rebates?
A: Yes. Your partner MPN ID is simply attached to every subscription you sell.

Q: Can I move a current CSP agreement from my current indirect provider/distributor to ITCloud.ca?
A: Yes, we have defined processes to easily deliver a contract transition, please contact us for more details

Q: I am a Direct CSP reseller. Can I move to Indirect and what are the benefits ?
A: Yes, you can. Delivering Microsoft cloud services is easy when you partner with ITCoud.ca and you still get very good margins.

You don't need to :
- *Provide at least one managed service, IP service or customer solution applications.*
- *Enable billing and provisioning infrastructure.*
- *Purchase Microsoft Advanced Support that runs $15,000 per year.*

Ready to join the CSP program with ITCloud.ca?

▷ **Membership is free and without any Commitment**

Get in touch with us today.

Partners@itcloud.ca
1 877 374-0228 #4

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