



Benefits of being a **Microsoft Partner**



This document is developed by the ITCloud.ca team



Microsoft Partner Program

FOR WHOM

Intended for everyone regardless of the size of your business.

OBJECTIVE

Promote your business success by opening up new development opportunities through collaboration with other members of the Microsoft Partner network.

LEVELS OF PARTNERSHIP

REGISTERED PARTNER

Registration to the network is free of charge.

MICROSOFT ACTION PACK

To benefit from Microsoft solutions and support.

MICROSOFT COMPETENCY

Silver or Gold

To benefit from more advantages, such as 50 hours of technical services with Gold versus 5 hours with the Action Pack alone.

CSP INDIRECT RESELLER

With the Cloud Solution Provider Program, go beyond resale and be more involved with your customers' business.

- Your sales will be recognized by Microsoft.
- You can get rebates (Incentives) up to 8% directly from Microsoft.



Microsoft Partner Program

SUPPORT BENEFITS	REGISTERED PARTNER	ACTION PACK	SILVER COMPETENCY	GOLD COMPETENCY
Forum Technet	Yes	Yes	Yes	Yes
Partner Community	Yes	Yes	Yes	Yes
Training	Yes	Yes	Yes	Yes
Technical Webinars	Yes	Yes	Yes	Yes
Dev Chat (*)	Yes	Yes	Yes	Yes
Technical Consultations	Not available	Yes	Yes	Yes
Product Support	Not available	10 incidents	15 incidents	20 incidents
Presales and deployment technical Assistance	Not available	5 hours	20 hours	50 hours
Support Signature	Not available	Not available	Unlimited	Unlimited

LICENSES BENEFITS	REGISTERED PARTNER	ACTION PACK	SILVER COMPETENCY	GOLD COMPETENCY
Internal Use Right Licenses	Not available	Up to 10 licenses per product	Up to 25 licenses per product	Up to 100 licenses per product

INCENTIVES BENEFITS	REGISTERED PARTNER	ACTION PACK	SILVER COMPETENCY	GOLD COMPETENCY
Incentive Program	Not available	Not available	Yes	Yes

MARKETING BENEFITS	REGISTERED PARTNER	ACTION PACK	SILVER COMPETENCY	GOLD COMPETENCY
Ready-to-use Marketing resources	Yes	Yes	Yes	Yes
Smart Partner Marketing	Yes	Yes	Yes	Yes
Consult with a marketing Specialist	Not available	Not available	Yes	Yes

COSTS	REGISTERED PARTNER	ACTION PACK	SILVER COMPETENCY	GOLD COMPETENCY
	Free	\$530/year	\$1.800/year	\$5.300/year



Useful Links

One place for all your support needs, regardless of the program : partner.microsoft.com/support

Webinars and Training : <https://partner.microsoft.com/en-CA/reach-customers/technical-journeys>

Forums Technet : <https://social.technet.microsoft.com/Forums/en-US/home>

Partner Community : <https://www.microsoftpartnercommunity.com/>

Microsoft Incentives : <https://partner.microsoft.com/en-ca/membership/partner-incentives>

Smart Partner Marketing : <https://partner.microsoft.com/en-CA/smart-partner-marketing>

Signature Cloud Support : <https://partner.microsoft.com/en-US/support/signature-cloud-support>

Microsoft Silver/Gold Competencies : <https://docs.microsoft.com/en-ca/partner-center/learn-about-competencies>

IF YOU NEED ANY INFORMATION, PLEASE CONTACT

Mrs. Majida Rhazi,
Partner Success Manager

mrhazi@itcloud.ca
1 877 374-0228 #6542