

Think Once, Think Twice.

YOUR CHECKLIST FOR CHOOSING A MICROSOFT CSP INDIRECT PROVIDER

Ready to make the move from Direct CSP Partner to Indirect Reseller? To get the most out of Microsoft's CSP Indirect program, make sure the Indirect Provider you are considering has the following qualifications:

- ❑ Works with you to transition existing customers seamlessly to **avoid any disruption**
- ❑ For your first year, offers a **high margin** to assist in your transition to the Indirect CSP model
- ❑ Delivers comprehensive Microsoft Cloud Solution offerings including **Dynamics 365, Microsoft 365, and Azure**
- ❑ Has **specialized Dynamics 365 experience** to support you in quickly building a lucrative D365 practice and increase MRR immediately
- ❑ Has a fully integrated partner portal with **Microsoft pricing, license provisioning and payment processing**
- ❑ Provides a **robust Partner Services Catalog** across the entire Microsoft Cloud solution offerings including sales, implementation, training and support.
- ❑ Experienced in **Power Platform implementation, training, and support services** – for both partners and your customers
- ❑ Offers **Managed IT and Infrastructure services**
- ❑ Incorporates a **wide array of ISV marketplace with exclusive promotions** and services including the largest selection of Dynamics 365 add-on solutions
- ❑ Integrates a **streamlined Microsoft CSP and Marketplace onboarding process** – quickly
- ❑ Provides a **dedicated partner development manager** to advise, manage and deliver the right solutions for your business
- ❑ Delivers **Monthly Microsoft updates** via monthly partner webinar and weekly partner communications to keep you in the know
- ❑ Embraces best-in-class e-commerce capabilities including co-branding and a **private white-label** option
- ❑ Includes **lead generation marketing programs** to increase growth
- ❑ Offers **sales enablement tools** including opportunity and deal support
- ❑ Holds certification as a **Microsoft Certified ISV Development Center**
- ❑ Holds numerous **Microsoft Gold Competencies**