

Microsoft Selling Solutions For Partners Online

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Selling with Microsoft - partner.microsoft.com
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Microsoft Selling Solutions For Partners

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Market Business Applications for ISVs - partner.microsoft.com

In the direct bill model, partners purchase Microsoft products and subscriptions directly from Microsoft and sell them directly to their customers through their in-house sales staff. Partners who already operate with, or are willing to develop, the appropriate sales, billing, and support infrastructure may choose the CSP direct model.

Solution Selling -- Redmond Channel Partner

Partner with Microsoft, and you'll ensure that you have the support, incentives, and guidance you need to claim your piece of this rapidly expanding market. The links below will guide you to the resources you'll need to successfully sell industry-leading cloud solutions through the Microsoft Partner Network. *IDC.

Microsoft 365 Business for Partners

Sherlaender (Lani) Phillips, Vice President of Microsoft's US OCP Channel Sales Lani Phillips is a 20-year veteran of Microsoft and the Vice President of Microsoft's US OCP Channel Sales. Lani and her team of Enterprise and Territory Channel Managers co-sell with partners to drive cloud sales and consumption across all four solution areas: Modern Workplace, Business Applications, Apps ...

Resources | Microsoft 365 for Partners

"That is about not selling Microsoft solutions but actually selling partner services." Gavriella Schuster, Corporate Vice President, One Commercial Partner, Microsoft Helping drive participation...

Cloud Solution Provider - partner.microsoft.com

To date, more than 20,000 partners have used the partner engagement programs focused on solution selling, she says. In addition, Microsoft is changing the focus of its technology training to be ...

Microsoft Solution Providers

Find success building and selling solutions with our suite of practices. Artificial intelligence. Develop the intelligent apps and bots that are transforming every industry. ... Microsoft 365 is empowering partners to modernize their customer's environment. Read more. Security. Build a security practice and keep your customers safe with help ...

Cloud Solution Provider program - selling in-demand cloud ...

Many Microsoft partners successfully sell Microsoft 365 Business as a comprehensive security solution for small businesses. TechQuarters takes their solution to the next level, building extensive training IP and promoting user security training as part of its broad managed services portfolio for the Microsoft Cloud.

Co-sell option in Partner Center | Microsoft Docs

An IP Co-Sell ready solution is a commercially available, packaged, third-party solution with more than 50 percent repeatable IP code on Microsoft Azure or Microsoft Dynamics. These are "app-like" solutions that have undergone additional technical review to qualify for co-sell status.

Taking co-selling to the next level - US Partner Community ...

FastTrack Change Management Framework Microsoft 365 powered device ECIF Enhanced Training Benefit Get

the tools you need to prepare for sales conversations and identify the best offers for your customers.

Solutions - partner.microsoft.com

Customers often unlock their highest value when they invest in complementary services and solutions from Microsoft and our partners. This is why so many partners recognize the opportunity of co-selling with Microsoft and are seeking assistance to navigate that process. Are you working toward becoming a Microsoft co-sell partner? The Cloud Enablement Desk (CED) can help get you started.

Selling with Microsoft - Understanding co-sell - Microsoft ...

Cloud Solution Provider. Licensing. Sell with Microsoft. Go to Market. Referrals. Insights Dashboard. My Insights . Solutions. Solution Areas. Modern Workplace. Business Applications. ... Step 1: Join the Microsoft Partner Network (MPN) Join the MPN and get an ID number you'll use to enroll in CSP. Join today. Step 2: Sign up.

Accelerate your co-sell journey with the ... - microsoft.com

To co-sell with Microsoft, partners need a commercial-ready solution, an engaged sales team, and a strong go-to-market strategy. They must also meet specific additional criteria. For more info, see *Become co-sell ready*.

Co-sell partner engagement | Microsoft Docs

Let's get your line-of-business applications to market. In addition to all the tools that make it easier to develop sophisticated solutions, partners who build line-of-business applications on Dynamics 365 and Power Platform can also take advantage of resources that help sell those solutions on Microsoft marketplace.

Partner offers in the Cloud Solution Provider program ...

Microsoft's co-sell program enables partners to work directly with Microsoft on joint selling opportunities. You can reach a vast community of customers and create new sales opportunities that can help accelerate business growth.

Cloud Solutions - partner.microsoft.com

Microsoft partners in the Cloud Solution Provider program (CSP) have a growing catalog of offers available to them. You can sell the full range of Microsoft cloud services, as well as a variety of additional offers that change frequently. To see the CSP offers for the current month, sign in to Partner Center and then go to the Pricing and offers page.

Co-sell with Microsoft - Partner Center | Microsoft Docs

Partner sales: This role focuses on selling your solution and collaborating on sales with Microsoft sales teams and channel resellers. For co-sell solutions, indicate at least one partner sales contact per region in which you wish to be Co-sell Ready. The same partner sales contact may cover multiple regions. Partner technical sales

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