

Tech Data CSP Battle Card: Program Overview

Elevator Pitch

Tech Data Cloud's CSP program makes transacting Microsoft 365, Office 365, Dynamics 365, and Azure *simple*. It is our mission to help you solve for the complex in the cloud.

Tech Data Cloud offers the portfolio, platform and enablement you need to transform your business and provide your customers with hybrid IT solutions. These solutions contain not only the hardware and software, but also the cloud services needed to replace or complement your client's existing IT infrastructure.

Program Overview

- ✓ Invoicing flexibility: Consolidated or By-Customer
- ✓ Flexible credit terms
- ✓ Access to licensing expertise by phone or email
- ✓ Tech Data exclusive promotions & offers
- ✓ Post-sale support included in select plans
- ✓ Single platform for procuring all cloud subscriptions
- ✓ Microsoft 365, Azure, WES, and Dynamics 365
- ✓ APIs available managed and developed by Tech Data
- ✓ Integrations with third-party platforms for subscription and billing management

Resources

- [Tech Data CSP Program Overview](#)
- [Tech Data Customer Immersion Experience Program](#)
- [Quickbooks Integration](#)
- [IaaS Assessment, Migration and Consulting Services](#)
- [Tech Data Click To Run Solutions](#)
- [Tech Data Marketing Services](#)

StreamOne Platform: Power Your Digital Business

Tech Data's unique, provisioning, billing and end user lifecycle management platform for consumption and subscription based Cloud services. You can leverage the StreamOne platform in two ways:

StreamOne Cloud Marketplace

- ✓ Simple product access via Tech Data website
- ✓ Partner APIs enable tool integration(s)
- ✓ Designed for partners purchasing cloud solutions on behalf of their customers

StreamOne Enterprise Solutions (Azure only)

- ✓ Premium paid offering aimed at mid-market to enterprise customers
- ✓ White-labelled storefront and partner API
- ✓ Designed for partners where end clients need access to the platform

Partner Pain Point

Managing my Cash Flows

Microsoft mandates the Partner provides 24x7x365 T1 and T2 support

Maximizing my profit on every deal is important.

Bundling products together to create a single solution for my customer is complicated

I have questions on pre-sale support and/or licensing. Which product do I recommend for my customer?

Easily managing all my customer subscriptions in one place

Tech Data Solution/Value Offering

Tech Data can offer flexible financing options (each account varies, contact [Tech Data Credit Services](#) to understand your options). Ask about our Tech-as-a-Service program for bundling devices with subscriptions and services!

Tech Data has a proven support service offering. With three different plan options, you can choose which is the best for you and your customer.

Tech Data has offers and incentives in place for its partners throughout the year. We will also inform you when there are Microsoft incentives that you may qualify for as an unmanaged partner, and how to take advantage of them.

Tech Data provides access to its vendor portfolio including other services to easily bundle and market to your customers. Access via StreamOne or Shop.TechData.com any time of day.

As a Tech Data partner with CSP, we have a team of over 50 individuals who can help answer your questions to recommend the best solution for your customer.

The StreamOne Digital Locker allows you to view, modify and manage all customer cloud subscriptions in one place.