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Microsoft

# CLOUD SOLUTION

Provider Program



# YOUR CSP. SIMPLIFIED.

Partnering with Pax8 means skipping the headaches when selling Microsoft products.

All Office 365, Azure, Dynamics 365, and EMS products are available through the Pax8 CSP Program.

Already purchasing through another distributor? Not a problem. Your Pax8 Cloud Wingman can easily move your seats to make your life easier.

## **PAX8 CSP PARTNERS RECEIVE:**

- 24/7 partner care
- Pre and Post sales support
- Customer self-service licensing portal
- Unified billing
- Instant provisioning
- PSA tool integrations

## **VALUE ADDED PAID SERVICES:**

- End user support
  - Migration assistance
  - Pax8 can bill your clients directly on your behalf
  - Professional services
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# AZURE FOR MSPs

Infrastructure. Simplified.

Providing Infrastructure as a Service (IaaS) to the end customer can be extraordinarily complex (Azure has over 20,000 distinct SKUs), and the usage-based billing model can often provide challenges for MSPs, including slim margins, unpredictable bills that are multiple months behind, and more.

## THE PAX8 PLATFORM PROVIDES:

- Predictive cost analytics
- Threshold management: a notification when approaching customized, consumption-based thresholds
- Detailed billing: ability to show your customers granular billing data

## UNLOCK THE POTENTIAL OF AZURE THROUGH PAX8:

- Extending on-premise Active Directory to Azure Active Directory
- Identity management to enable MFA & SSO
- Migrating existing or new services to Azure
- Leveraging Azure for Disaster Recovery and Backup
- Hardening Azure with the Azure Security Center
- Access to Pax8 Infrastructure Architects to help design your Azure environment

As Pax8 CSP partner, you get access to free, hands-on Azure labs across North America.

Space is limited! Register now to save your seat.

[LEARN MORE](#)

*Coming to a city near you!*



# OFFICE 365

## Business productivity for MSPs

Office 365 is the productivity suite of choice, with more than 85 million active users and counting.

Because Office 365 does not offer the margin-rich opportunities, Pax8 provides more automation which eliminates any ordering or billing issues so you can spend more time selling.

### **THE PAX8 OFFICE 365 PROGRAM INCLUDES:**

- Industry-leading double-digit margins
- Single invoice for all of your customers
- Instant provisioning
- Ability to sync subscriptions to corresponding PSA agreements and contracts
- Complimentary vendor products to attach to Office 365

Tackling a tough project? Let Pax8 Professional Services enable you to add more value to your customers, without lifting a finger.

### **PROFESSIONAL SERVICES**

- Email migrations
  - AD Connect for hybrid environments
  - Office 365 hardening & security audit
  - End user support
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# ABOUT PAX8

Pax8 is distribution, simplified.

[Pax8](#) is the leader in cloud distribution. As a born in the cloud company, Pax8 empowers managed service providers (MSPs) to capitalize on the \$1 trillion cloud opportunity. Through billing, provisioning, automation, industry-leading PSA integrations, and pre-and-post sales support, Pax8 simplifies cloud buying, improves operational efficiency, and lowers customer acquisition cost.

Thousands of MSPs trust Pax8 to be their cloud distributor, and here's why:



## Pre-Sales Support

- Dedicated Cloud Solutions Advisors
- In-house Sales Engineers and Infrastructure Architects
- POCs, NFRs, and trials
- Quoting tool



## Cloud Products

- Custom, MSP-focused cloud products
- API-enabled provisioning
- Research & evaluation on emerging cloud technologies



## Post-Sales Support

- Dedicated Service Delivery Manager
- Implementation support
- 24/7 technical support
- Professional Services



## Command Console

- Quote, order, bill, and instantly provision
- Single invoice across monthly, annually, and usage-based billing
- All of our vendor subscriptions can integrate with your PSA tool seamlessly

**OFFICE 365 AND AZURE, SIMPLIFIED THROUGH PAX8**

# GETTING STARTED

with Office 365 and Azure in 3 Easy Steps

## STEP **ONE**

Enroll in the CSP program through Pax8 today. All you need is your Microsoft Partner Network ID (MPNID).

## STEP **TWO**

Once approved, the CSP products (Office 365, M365, Azure, EMS, and Dynamics) will be available to you for purchase.

## STEP **THREE**

If you have any questions or issues, your dedicated Pax8 Cloud Solutions Advisor (CSA) or Service Delivery Manager (SDM) is just a phone call away.

## **CONTACT**

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# PAX8 STAX

Boost your margins and offer more value to your customers

Pax8 Stax offers a real-time, aggregated view of Pax8's entire suite of solutions that an MSP's customers are buying. This empowers the MSP to see market penetration opportunities by customer group, and allow for cross-sell and up-sell opportunities.

MSPs now have the ability to customize their individual technology stacks leveraging the Pax8 vendors below.

