THE WINGMAN
PSA INTEGRATIONS GUIDE

Autotask®

ConnectWise®

Kaseya®

Syncro

Tigerpaw®
SOFTWARE

POWERFUL INTEGRATIONS TO MOVE YOUR CLOUD BUSINESS FORWARD

As a managed service provider (MSP), you already use a plethora of different platforms to run your business and keep your clients happy. The sheer number of user names, passwords, and accounts to keep track of can be dizzying. Pax8 understands, and we want to do our part to simplify your experience selling cloud services.

But who are we? Pax8 is the leader in cloud distribution, focused exclusively on aggregating cloud solutions and services to empower MSPs. We are born in the cloud and dedicated to helping MSPs gain the efficiency, tools, and solutions necessary to build a profitable cloud services business.

"Pax8 is disrupting distribution" with its innovative strategy, technology, and support. 451 Research®

WITH THE PAX8 PSA INTEGRATIONS, YOU CAN:

• Browse products, place orders, and update seat counts

• Manage and import company data

• Import Pax8 products in real time

• Automate provisioning

• Customize billing agreements

• Prorate services

…ALL within your preferred PSA tool or in the Pax8 Command Console™.

Why go the extra mile and deliver more functionality in all of the PSA tools? Because we don't want you to feel like you need to let a single cloud opportunity float away. That's why we've made it so easy to order, provision, and manage Pax8 cloud solutions with your preferred PSA tool.

Pax8 is the only distributor to deliver its entire stack within industry-leading PSA tools. Better still, MSPs don't have to pay for the integrations—it's free.

EFFICIENCY FUELED BY PSA INTEGRATIONS

You should be able to run more of your business from a single platform. Pax8 helps partners accomplish more through the transformative power of technology that works seamlessly.

If you're an Autotask, ConnectWise, Kaseya, Syncro, or Tigerpaw partner, you can run nearly your entire business from the tightly integrated suite of products designed to work together as one. Pax8 has made this possible by working closely with each company to ensure more operational efficiency and ease of use for MSPs.

"The ability to connect into my PSA is fantastic. Other distributors don't focus on that fluidity. My team loves that we can update our license and agreement with a couple clicks. It is things like this that make Pax8 different. They care about the details and make our experience seamless."

– David Vu, Marketing Director at Gravity Networks

As a Pax8 partner, you get access to a free quote-to-cash cloud management marketplace, called the Pax8 Command Console, that's designed to help you manage all your cloud accounts from a single platform. With the Pax8 console, you can say goodbye to manual billing.

Joining forces via the integrations, you can now use the powerful Command Console with your preferred PSA tool. This means you'll be able to place orders for and manage all your Pax8 cloud solutions from the comfort of your PSA tool or in the Pax8 Command Console.

While other distributors claim to integrate with one or two PSA tools, it is only a basic IFrame and a handful of products. Pax8, however, offers deep integration with leading PSAs that extend to our entire solution stack. There's no fine print or added fees — just comprehensive, time-saving integrations for every product we sell.

SIMPLIFYING YOUR CLOUD BUSINESS

We want to help MSPs be exceptional in the cloud, from both a value and profitability standpoint. According to TruMethods founder Gary Pica, "an average MSP brings in a net profit of less than 10%." However, IDC found that managed service solutions packaged as intellectual property (IP), rather than just licenses to be resold, can bring in margins as high as 70%.

Our mission, as your Cloud Wingman, is to help you create, market, and deliver the most profitable, feature-rich, and easy-to-use solutions available in the cloud today.

Command margins as high as 70% with cloud services by packaging your solution as intellectual property, not just resalable items.

Taking our integration strategy to the next level was a no-brainer. Thousands of our partners use PSA tools, and we want their experience to be fast and seamless regardless of their preferred platform.

Surprisingly, even though other distributors have been around for 40+ years, Pax8 is currently the only cloud distributor to fully integrate with all the leading PSA tools. This is just another way we're proving our dedication to MSP success—doing what no distributor has dared do before and delivering on the promise to be our partners' Wingman.

"The Pax8 integration with my PSA partner is a huge time-savings mechanism for us. We can purchase licenses in ConnectWise and then sync those straight into our agreements. On average, the integration has saved us 5 hours per month in billing."

– Zach Hart, President at Tailored Technology Services

CONDUCT PAX8 BUSINESS IN YOUR PSA TOOL

Autotask Demo

Partners can import company data, export products as services, and access accurate billing and contract information within a single platform.

> **Watch the Demo on Demand**

ConnectWise Demo

Pax8 Partners have access to a user-friendly interface that allows them to bill, provision, order products, and more, enabling profitable growth for MSPs.

> **Watch the Demo on Demand**

Kaseya Demo

Partners are able to sync all subscriptions to their respective contracts, export Pax8 products as services in the platform, and import all accounts, all within Kaseya.

> **Watch the Demo on Demand**

Syncro Demo

Partners can sync subscriptions to recurring invoices, export Pax8 products as Syncro products, and manage all Pax8 subscriptions within the Syncro console.

> **Watch the Demo on Demand**

Tigerpaw Demo

Partners now have the tools to manage clients' accounts, products and services, and sync Pax8 subscriptions to a recurring service agreement in Tigerpaw.

> **Watch the Demo on Demand**

MORE CLOUD REVENUE – LESS HASSLE

Having the flexibility to run most of your business through a single platform can save you several hours per employee, per week. In fact, some of our partners have been able to double their revenue, seamlessly manage rapid growth, and capture more billable time per engineer that would otherwise fall through the cracks. The integrations also prevent unknown revenue loss by simplifying transactions in the billing platform.

"Pax8 offers a seamless integration into our PSA tool, which no other distributor has been able to do. With Pax8, we are saving 6-7 hours per month in manual invoicing. The Pax8 integration is done in seconds and offers us accuracy in our invoices."

– Jenny Ung, Operations Manager at Xterra Solutions

If you're already using a PSA tool, you're probably familiar with these benefits. We're just adding the cherry on top—seamless integrations with the first born-in-the-cloud distributor that hundreds of MSPs are switching to each month.

WITH PAX8, YOU HAVE ACCESS TO:

- Pre-sales & post-sales support
- MSP-vetted vendors
- Wingman Professional Services
- Pax8 Stax™
- Prorate services

The partner experience and service delivery Pax8 offers, combined with the innovative technology, sets us apart from the competition. Going where no other distributor has gone before, Pax8 has integrated with industry-leading PSA tools, which are offered free to all Pax8 partners.

"No other company has gone above and beyond like Pax8. They make it simple to do business where it is convenient for me—in my PSA management platform."

– Bret Meche, CEO at Premier Data Systems

ABOUT PAX8

Pax8 is the leader in cloud distribution. As a born-in-the-cloud company, Pax8 empowers managed service providers (MSPs) to achieve more with cloud technology. Through billing, provisioning, automation, industry-leading PSA integrations, and pre and post-sales support, Pax8 simplifies cloud buying, improves operational efficiency, and lowers client acquisition cost. Pax8 is a proven, award-winning disruptor in the market, earning accolades like NexGen's Best in Show, Best Places to Work in IT by ComputerWorld, Biggest Buzz at IT Nation, CRN's Coolest Cloud Vendor, Best in Show at XChange, HTG's Best Partner Program, and more. If you want to be successful with cloud, you want to work with Pax8.

Ready to try Pax8 for yourself? Explore our Cloud Wingman Partner Program now, and discover all the benefits, tools, resources, and support you'll receive as a Pax8 partner.

Get started today at pax8.com