CSP PROGRAM GUIDE
A WINGMAN FOR YOUR MICROSOFT BUSINESS

As your Wingman, we help you understand the changes to products and programs within the ever-shifting Microsoft landscape. Growing your Microsoft practice is easier than ever with the Pax8 Wingman CSP Program. We’ve simplified the quote-to-cash experience and empowered our partners to capture double-digit margins when selling Microsoft products as part of their technology stack. That’s why you need a Wingman.

Through the Pax8 Wingman CSP Program, MSPs have access to Office 365, Microsoft 365, Azure, Dynamics 365, and EMS products—all coupled with 24/7 partner support.

Whether you’re brand new to Microsoft, or already purchasing through another distributor, your Pax8 Cloud Wingman can effortlessly move your seats today. We’ve made it so straightforward, that it’s easy to see why thousands of MSPs are switching to Pax8.

PAX8 WINGMAN CSP PARTNERS RECEIVE:

- 24/7 partner care
- Pre and post-sales support
- Client self-service licensing portal—Pax8 Command Console™
- Unified billing (bill on behalf optional)
- Instant provisioning
- PSA tool integrations

A WINGMAN TO HELP YOU OPTIMIZE YOUR MICROSOFT INCENTIVES & REBATES

We believe in rewarding Pax8 CSP partners for driving the activation and enablement of Microsoft clients. As your Cloud Wingman, we’ll show you how you can earn additional margins on net new Microsoft clients and navigate the Microsoft incentives and rebates requirements:

1. Obtain Silver/Gold MPN competency (review competency requirements)
2. Actively sell with a valid Microsoft Cloud Reseller Agreement
3. Complete onboarding with PIExp, the MPN sales tracking and incentives tool

See the list of Microsoft incentives available and how you can earn more by working with a Wingman.
Tired of traditional distributors who can’t offer you the margins, automation, and integrations required to make Office 365 worth your time? Let’s face it, in the minds of most MSPs, Office 365 just doesn’t offer the margin-rich opportunities that entice them to grow their Microsoft business.

But that’s not the case with a born-in-the-cloud distributor, like Pax8. We eliminate the extra time spent on ordering, provisioning, and billing, so you can spend more time selling and generate more revenue.

**THE WINGMAN CSP PROGRAM FOR OFFICE 365 INCLUDES:**

- Industry-leading, double-digit margins
- Single invoice for all your clients
- Instant provisioning
- Syncing subscriptions to corresponding PSA agreements and contracts
- Complementary solutions to attach to Office 365, such as backup & security

**OUR MOST POPULAR MICROSOFT OFFICE OPTIONS:**

<table>
<thead>
<tr>
<th>OFFICE 365 BUSINESS ESSENTIALS</th>
<th>OFFICE 365 BUSINESS PREMIUM</th>
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<td>Email Only</td>
<td>Email and Office Apps All in One</td>
<td>Email and Office Apps Plus Security &amp; Analytics</td>
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<td>Services Included</td>
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<td>OneDrive, Excel, SharePoint, Teams</td>
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<td>Superman, Yoda</td>
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**OFFICE 365 BUSINESS PRODUCTIVITY FOR MSPs**

(Browser-Based Outlook)
MICROSOFT 365

Are you interested in becoming a more security-focused MSP? If so, Microsoft 365 is certainly a product you’ll want to add to your line card. It offers a single, integrated technology solution that combines the productivity apps users know and love with granular device management and best-in-class security features, such as ATP and Windows Defender. Designed for the needs of small to mid-sized businesses, this robust solution empowers your clients to communicate and collaborate while keeping their data protected.

“Each time we’ve described what’s included with Microsoft 365 Business, clients want to move forward, recognizing immediately the value to their business, security, and success.”

Daniel Johnson
PRESIDENT | machineLOGIC

THE WINGMAN CSP PROGRAM FOR MICROSOFT 365 INCLUDES:

- Industry-leading exclusive margins for all net new Microsoft 365 Business clients
- The potential for partners with Silver/Gold competency to earn additional margins on net new Microsoft 365 Business through June 30, 2019
- Complementary solutions to attach to Microsoft 365
- Single invoice for all your clients
- Instant provisioning
- Syncing subscriptions to corresponding PSA agreements and contracts

Office 365

Office Applications
Word, Excel, PowerPoint, Outlook, and more

Online Services
Exchange, OneDrive (1TB), Teams, and more

Advanced Services
Exchange Online Archiving

Advanced Security

External Threat Protection
O365 Advanced Threat Protection
Multi-Factor Authentication
Enforce Windows Defender to be on
Enforce BitLocker to be Turned on

Internal Data Leak Prevention
Data Loss Prevention
Azure Information Protection

Device Management

Device Management
Microsoft Intune
Windows 10 Credential Guard
SSO > 10 Apps

Deployment Assistance
Windows AutoPilot
Auto-Installation of Office Apps
AAD Auto-Enroll
OFFICE 365 BUSINESS PREMIUM vs. MICROSOFT 365 BUSINESS

Use this comparison chart of Office 365 Business Premium and Microsoft 365 Business to see which is best for your clients’ business.

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<th>FEATURES</th>
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<th>MICROSOFT 365 BUSINESS</th>
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<tr>
<td>(new in blue)</td>
<td>$12.50</td>
<td>$20</td>
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<tr>
<td>Price per user, per month</td>
<td>300</td>
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<tr>
<td>Maximum number of users</td>
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<tr>
<td>Collaboration Tools:</td>
<td>Email, Groups, Teams, Yammer</td>
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<td>Online Meetings &amp; HD Conferencing:</td>
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<td>IM, Meetings, Audio &amp; Video Conferencing</td>
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<td>Online Document Storage:</td>
<td>OneDrive for business</td>
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<tr>
<td>Content Creation:</td>
<td>Client Office Apps on PC, Mac, Android, iOS</td>
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<td><strong>BUILD YOUR BUSINESS</strong></td>
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<td>Customer Management:</td>
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<td>Lightweight CRM</td>
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<td>Scheduling:</td>
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<td>Simplified Device Setup:</td>
<td>Windows Autopilot, Automatic Office Install</td>
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<td>Device Management:</td>
<td>Intune MDM for Windows, MacOS, iOS, Android</td>
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<td>Windows Management and Advanced Device Security:</td>
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<tr>
<td>Enabling Management of Windows 10 Pro, BitLocker Encryption, Upgrade Rights to Windows 10 Pro for 7/8/8.1 Pro Licenses</td>
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<tr>
<td>Data Security and Policies:</td>
<td>Selective Data Wipe, Azure Information Protection P1, Intune App Protection</td>
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<tr>
<td>Email and Document Security:</td>
<td>Data Loss Prevention, Office 365 ATP, Exchange Online Archiving, Litigation Hold, eDiscovery</td>
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Use this comparison chart of Office 365 E3 and Microsoft 365 Business to see which is best for your clients’ business.

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<td><strong>OFFICE 365 E3 vs. MICROSOFT 365 BUSINESS</strong></td>
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<td>Price per user, per month</td>
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<td>Maximum number of users</td>
<td>Unlimited</td>
<td>300</td>
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<tr>
<td><strong>OFFICE APPS</strong></td>
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<tr>
<td>Install Office (Word, Excel PowerPoint, OneNote, Access) on up to 5 PCs/Macs + 5 tablets + 5 smartphones per user, Office Online</td>
<td>ProPlus</td>
<td>Business</td>
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<td><strong>EMAIL &amp; CALENDAR</strong></td>
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<td>Outlook, Exchange Online</td>
<td>100GB</td>
<td>50GB</td>
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<td><strong>CHAT-BASED WORKSPACE, MEETINGS</strong></td>
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<td>1TB</td>
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<td>Stream, Yammer, Planner, SharePoint Online, Power Apps, Flow</td>
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<td><strong>BUSINESS APPS</strong></td>
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<td>Scheduling Apps: Bookings, StaffHub</td>
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<td>Business Apps: Outlook Customer Manager, M365 Business Center, Listings, Connections, Invoicing</td>
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<td><strong>THREAT PROTECTION</strong></td>
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<td>Office 365 Advanced Threat Protection</td>
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<td>Windows Exploit Guard Enforcement</td>
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<td><strong>IDENTITY &amp; ACCESS MANAGEMENT</strong></td>
<td>Azure Active Directory: SSPR Cloud Identities, MFA, SSO &gt; 10 App</td>
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<td>Azure Information Protection Plan 1, BitLocker Enforcement</td>
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<td><strong>COMPLIANCE</strong></td>
<td>Litigation Hold, eDiscovery, Compliance Manager, Data Subject Requests</td>
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Infrastructure as a Service (IaaS) can be extraordinarily complex; Azure alone has over 20,000 distinct SKUs. Additionally, the usage-based billing model can often provide challenges for MSPs, including unpredictable bills, slim margins, and more. That’s why your Pax8 Wingman is here to help you navigate the complexities and develop an Azure practice.

**PAX8 TECHNOLOGY PROVIDES:**

- Predictive cost analytics—calculates data to enable optimization of techniques and strategically lower costs
- Threshold management—be notified when approaching customized, consumption-based thresholds
- Detailed billing—ability to show your clients’ granular billing data

**ADOPT & UNLOCK THE POTENTIAL OF AZURE THROUGH PAX8**

- Extend on-premise Active Directory to cloud-based Active Directory
- Enable MFA & SSO through identity management
- Migrate existing or new services to Azure
- Leverage Azure for disaster recovery and backup
- Harden Azure with the Azure Security Center
- Access Pax8 Infrastructure Architects to help design your Azure environment

“Our first professional services project with Pax8 went unbelievably smooth. Pax8 has our back, and we can trust them.”

**Craig Campbell**
PRESIDENT | SkyCamp Technologies
SKY’S THE LIMIT: PARTNER TAKE OFF

YOUR CHANCE TO EARN ADDITIONAL MICROSOFT REBATES

From now through August 31, 2019, your Pax8 Wingman can help you earn additional rebates when you add new Office 365 and Microsoft 365 clients.

This limited-time program creates a huge opportunity for extra revenue when you drive new deals with 50+ seats, or by adding 5+ new CSP clients.

HERE’S HOW TO START EARNING TODAY:

1. Have your MPN Partner Administrator sign in to MPN Insights.
2. Review your targets set by Microsoft, and accept the terms and conditions.*
3. Start selling and accruing additional rebates on all net new CSP!

GET STARTED!

*These can vary depending on goals determined by Microsoft

Only clients and seats that are still active 30 days after the end of the term of the program will be included in the payout calculation (September 30, 2019). The payout date is November 30, 2019.
For those projects that are too time-intensive or outside of your team’s expertise, Pax8 can take care of it through our Wingman Professional Services. Our team of highly-skilled Cloud Engineers help Pax8 partners plan, assess, design, migrate, customize, and optimize cloud solutions:

- Pax8 will migrate email off premise and into the cloud and/or convert and migrate email from an existing provider to Microsoft.
- We’ll help integrate your on-premise Active Directory with cloud-based Active Directory and couple it with MFA and self-service features.
- Pax8 will harden your Office 365 environment with Microsoft best practices to virtually eliminate the potential of a data/security breach.
- Pax8 Cloud Engineers will analyze, design, and implement a custom cloud solution based on your unique requirements.
- We’ll secure your IaaS implementation using Azure Security Tools, including assessment, encryption, providing visibility, and resolving issues.

**WINGMAN PROFESSIONAL SERVICES INCLUDE:**

- White-glove email migrations
- White-glove Azure migrations
- AD Connect & AD Sync
- Hardening Office 365
- Custom projects

All Pax8 Wingman Professional Services are white-labeled, so your clients never know we’re involved. Plus, with MSP-focused pricing, Wingman Professional Services add capabilities and bandwidth to your team, which translates to increased margins.

**TACKLING A TOUGH EMAIL MIGRATION? THERE’S A WINGMAN FOR THAT.**
ABOUT PAX8

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 client 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

AWARD-WINNING TECHNOLOGY

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

CLOUD PRODUCTS

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

POST-SALES SUPPORT

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

“With Pax8, our Microsoft relationship is growing. We are able to double our profits on Microsoft sales. They helped us capitalize on strategic business, become more operationally efficient, and simplified our billing. Pax8 is moving our business forward.”

Daniel Johnson
PRESIDENT | machineLOGIC
DESIGN YOUR CLOUD PRACTICE

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