



Microsoft CloudOne

Welcome, Opportunity Overview

- CloudOne
 - Delivering a hybrid cloud complete IT end to end solution complete with managed services
 - Simplify the small office environment through virtualization
 - Customizable appliance based on the needs of the customer
- PartnerConnect Program – Your path to profitability
 - Best in-class Partner Program
 - New for 2017
- Launch and Enablement



CloudOne

- CloudOne Appliance
 - Simplifies small office environment
 - Splunk Enterprise Software – 1st year free
 - Built in security & networking
 - Complete IT end to end solution
- Customer Profile
 - 50 – 1000 users
 - SMB
- Customer Value Proposition
 - Reduced Costs – Billing resource allocation platform allows assigning cost to departmental usage as needed.
 - Faster Time to Market – Improve sales, customer service team effectiveness due to broader access to customer and sales information.
 - Reduce Risks - – Integrated security provides better visibility and threat detection. Customers can expect better overall performance because CloudOne can automatically request resources necessary.

Launch/Enablement

- PartnerConnect – New Partnership Framework for 2017
 - Enablement
 - Profitability
- First 90 Days – What to expect?
 - Kickoff day & 1x1 technical training
 - Funded headcount of choice
 - Business plan and quarterly reviews
 - Marketing support – flex spend MDF
 - New business incentive
- Path to Profitability
- CloudOne
- Priorities

Path to Profitability

- No program and training fees
- Ways to make money:
 - Attractive margins on product
 - Build your reoccurring revenue stream
 - Services uplift
- Year 1, we estimate you can make over \$250k in profit

PartnerConnect – Better Together

- Unique Partnership Opportunity
 - CloudOne – New style of IT
 - Investment in you
 - Partners in Excellence

Next Steps

- In closing: great product, right partner, great profit potential
- Schedule a follow-up Meeting (11/2/2016)
 - Launch (Timeline)
 - Training
 - Demand Generation
 - Target customer list and Field Engagement

Questions?

Thank You!

Backup

Preliminary Launch Budget (Pending final approvals)

Category	Description	Q1 Budget
Education	Technical and Sales Training	\$25,000
Support	Demo Gear, Pre and Post Sales and Technical Support, Services Overview	\$49,500
Incentives	Joint Business Planning, Deal Registration, Special Pricing	\$37,500
Demand Generation	MDF	\$48,000
Marketing	Trade Shows, Collateral, Print, Social Media	\$36,000

Based on sales out of \$2M in FY 2017