

# CloudOne Partner Opportunity

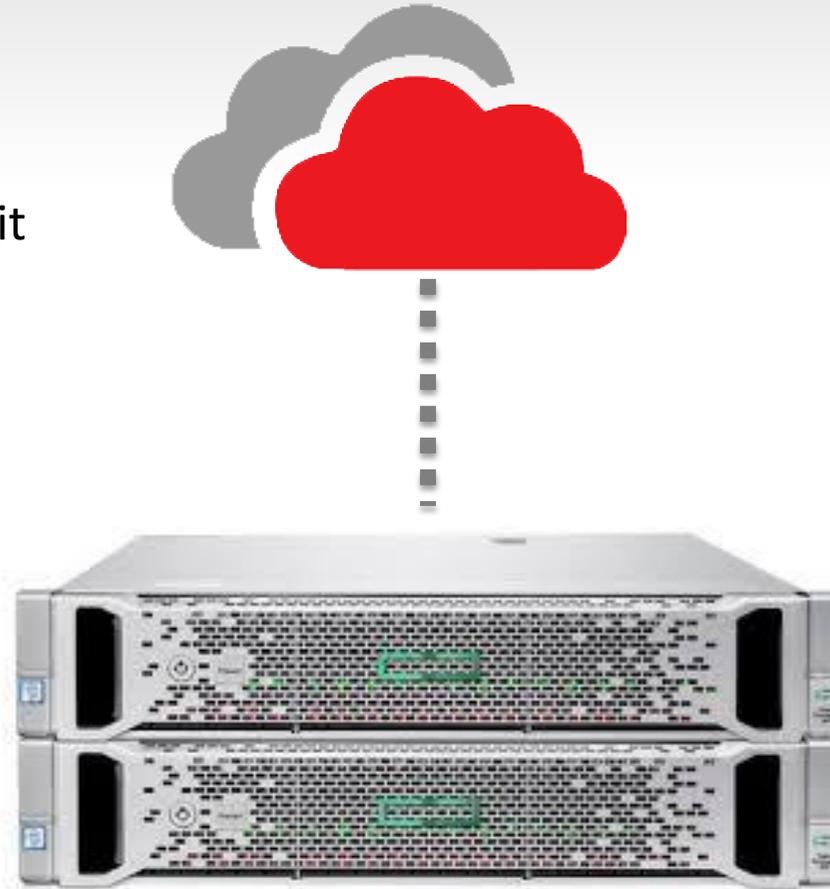
***Macrosoft***<sup>®</sup>

## Features

- Self Contained hardware unit
- Built in Security & Network
- Comprehensive APIs

## Benefits

- Reduced costs
- Faster Time to Market
- Reduce Risks



## Use Cases

- Managed Networking
- Managed Security
- Enterprise  
Departmental Server
- Cloud Server
- IoT Application Server
- Any Line of Business  
Application Server
- Backup-Disaster  
Recovery

# Market Overview

## Addressable Market

- \$2.1B over the next 5 years, 14.5% CAGR

## Target Buyers

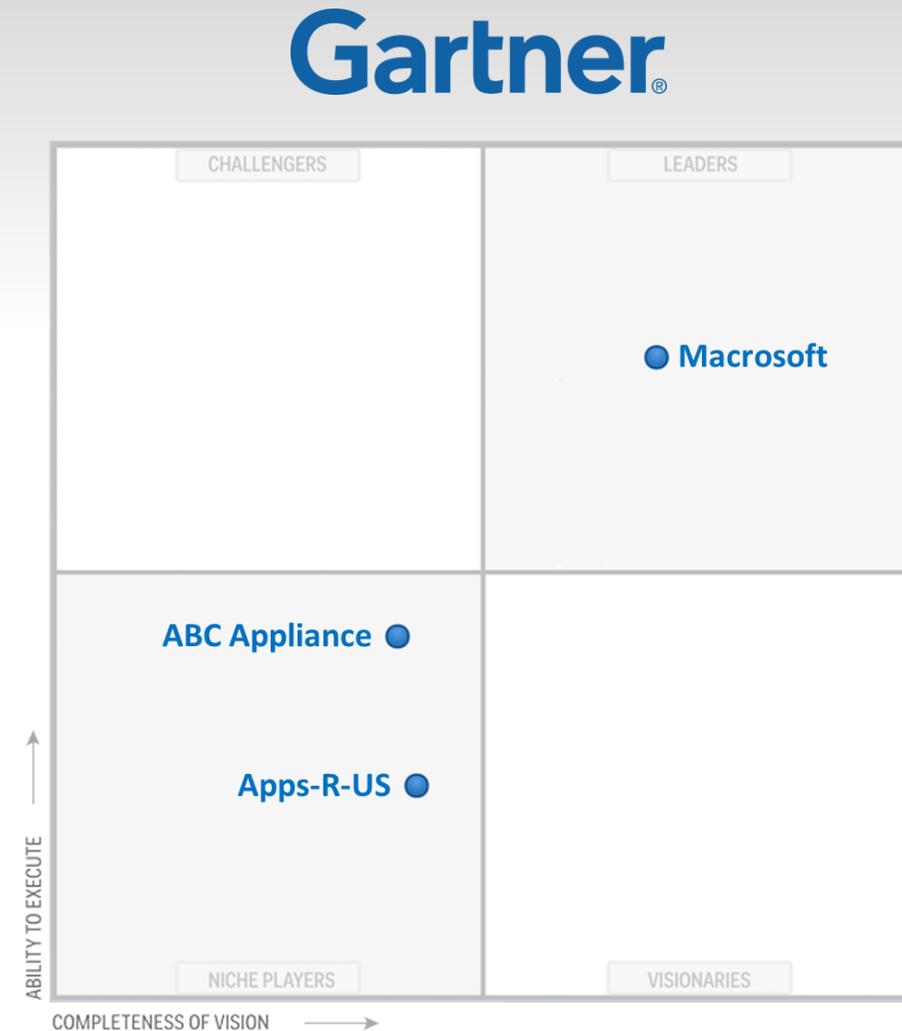
- SMB, upper mid market customers, departmental usage in enterprise customers

## Competition

- Apps-R-US, ABC Appliance

## Sales Cycle

- 30-90 days



*“Microsoft’s CloudOne is the best of breed...trail blazing new revenue opportunities for the channel.”*



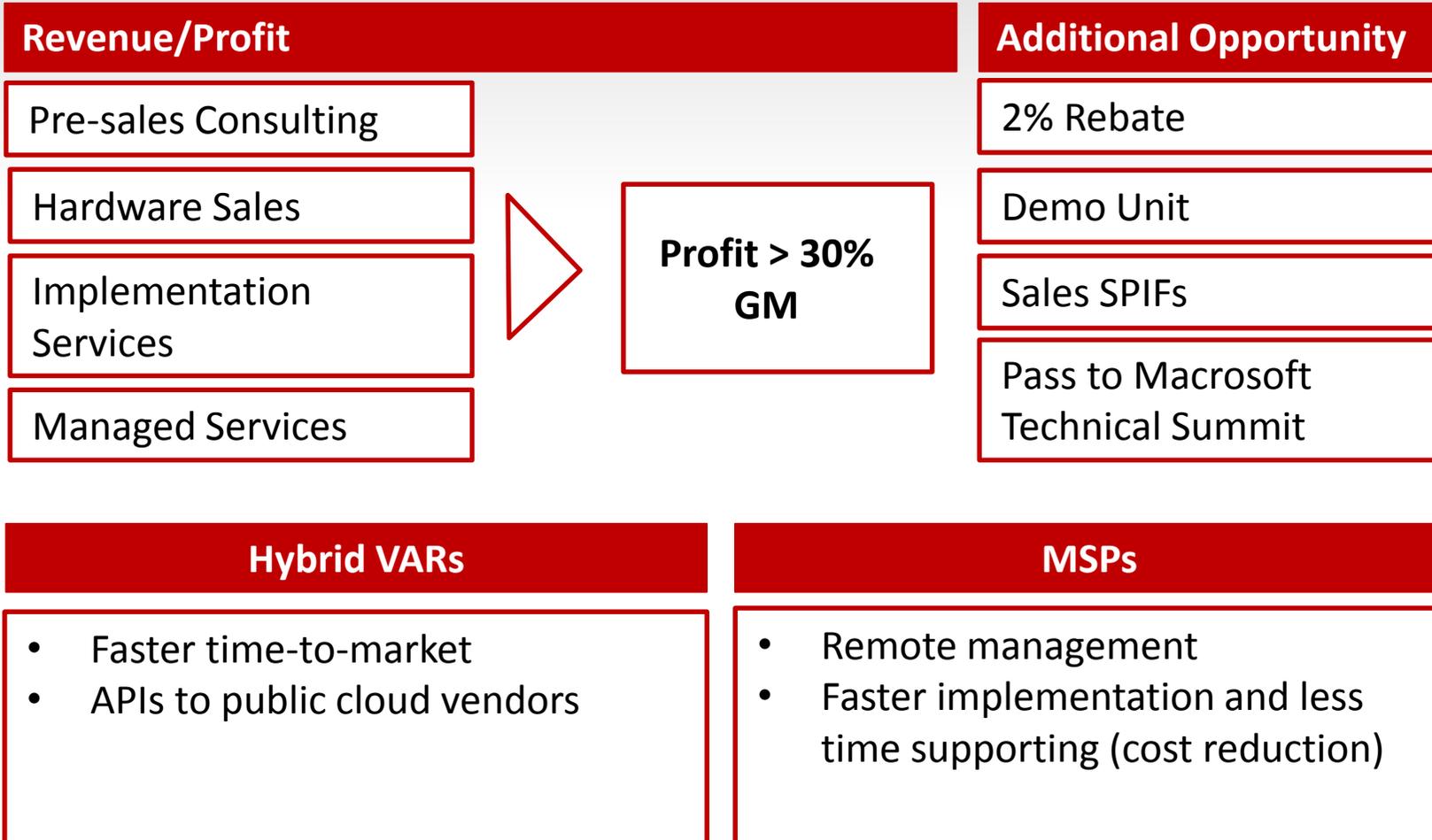
## VIDEO TESTIMONIAL

Saul Revere, Director of IT  
Boston Red Sox

## CASE STUDIES



# Your Opportunity



# Partner Benefits

## Education

- No fees
- Certifications
- SPIFS

## Technical Support

- Designated Technical Resources
- Priority Technical Support 24x7x365
- Free Demo Unit
- Free Pass to our Technical Summit

## Marketing

- Demand Gen Customer Live Event
- 2% Rebate
- MDF Concierge Lead Generation Programs
- Co-branded collateral

## Sales

- Dedicated CAM
- Sell With Mentoring program
- Quick Start Sales SPIF

## What We Need from YOU...

### Education (on demand)

- 2 Sales Certifications: 1 hour
- 1 Technical Certification: 5 hours

### Technical Support

- Designated Technical Resource

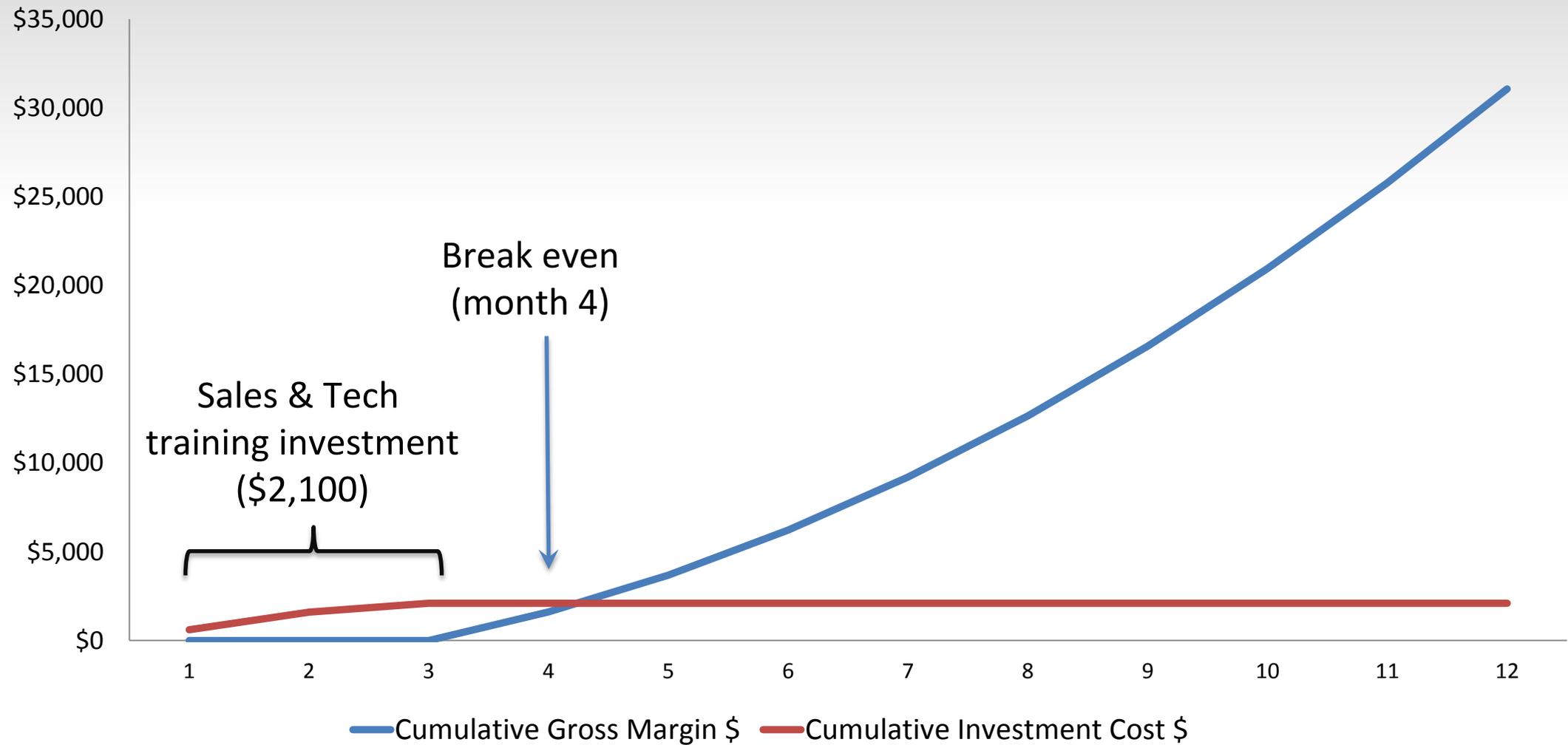
### Marketing

- Co-branded Customer Event
- Joint Business Plan Development

### Sales

- 2 Designated Sales Reps
- Joint Sales Plan

# Path to Profit



# Next Steps: Fast Start

## < 30 Days

- Account Team Introductions
- Portal and Demo Access
- Trainings
- 1:1 MacroSoft Engineer Overview
- Sales Plan

## 60 < 90 Days

- Joint Business Plan
- Initial proof of concepts and wins
- Executive Check-in
- Product demos

## 30 < 60 Days

- Technical Trainings
- Co-branded Customer Event
- Demo Unit
- Sales Plan Execution
- Operations Training

Questions?

# Thank You!