Microsoft

SYNNEX
CLOUDSolv

Capture the Cloud Webinar Series

December 20, 2018
Capture New Customers and Grow Your Revenue with the new Microsoft 365 Promotion

Agenda for today

➤	**SYNNEX 4-1-1 Updates** Miranda Harrison– *Business Development, SYNNEX*	**10 min.**
➤	**Capture New Customers with M365 Promotion** Miranda Harrison—SYNNEX; Jason Jones—Sr. Partner Development Manager, Microsoft	**30 min.**
➤	**Q&A**	**20 min.**

Microsoft

SYNNEX
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SYNNEX and the Capture the Cloud Program want to thank you for selling Microsoft CSP!

7 Capture the Cloud Program members (one from each of the following categories) will win a luxury weekend getaway for two in Asheville, NC, January 25-27:

1. Top Growth: Azure
2. Top Growth: O365
3. Top Growth: CSP

4. Top Revenue: Azure
5. Top Revenue: O365
6. Top Revenue: CSP

7. Most Partner Referrals

Ts&Cs: Each category will have 1 winner. Partners are limited to winning 1 product category. Limited quantities available. Full eligible SKU list available in Promo Central. Promo runs 10/22/2018-12/31/2018. Resellers must submit a W-9 to claim trip and must submit within 14 days. Must be a member of Capture the Cloud Community. Referrals must be validated by internal SYNNEX Microsoft team.

Become a Champion with Windows Server & SQL Server for Resellers

From November 6 – December 31, 2018, 3 lucky RESELLER winners will be able to gain entries in a random drawing for a premium ticket package to the NCAA Final Four National Championship Game, worth approximately $3,500.

- For each deal over $10,000, get 1 entry for the drawing
- For each deal over $20,000, get 5 entries for the drawing
- For each deal over $50,000, get 10 entries for the drawing
- For each deal over $75,000, get 15 entries for the drawing
- For each deal over $100,000, get 20 entries for the drawing

Ts&Cs: Maximum promotional payout of $10,500 in Reseller championship game ticket packages. Resellers cannot win more than 1 ticket package. Package includes 2 tickets. SYNNEX will mail the tickets to the Reseller within 2-4 weeks of winner's announcement. Contracts cannot be bundled for thresholds. Limited quantities available. All Windows Server & SQL Server open, open value, open value subscription SKU's qualify (CAL's excluded). Full eligible SKU list available in PromoCentral.

Microsoft O365 & Azure Throwdown

From October 1 – December 31, 2018, earn an array of fantastic prizes ranging from training credits to devices to an all-day onsite training/networking event when you sell O365 & Azure! For each prize level, there is 1 winner for Azure and 1 winner for O365, not to mention an additional "Kicker" category so everyone has a chance to cash in.

- 3rd Place Winners (2) – Global Knowledge Training Credits
  - Company who has 3rd best growth of their O365 & Azure business from October 1st invoice – December 1st invoice
- 2nd Place Winners (2) – Surface Pros – 2 devices to ea. winner
  - Company who has 2nd best growth of their O365 & Azure business from October 1st invoice – December 1st invoice
- 1st Place Winners (2) – One on One Training and Social Event
  - Company who has best growth of their O365 & Azure business from October 1st invoice – December 1st invoice
- Kicker Prize (6) – Surface Go
  - Sell 20K in MRR in O365 by December 1st invoice with SYNNEX (Limit 3 winners, 1 device ea.)
  - Sell 15K in MRR in Azure by December 1st invoice with SYNNEX (Limit 3 winners, 1 device ea.)

Ts&Cs: Maximum total value of $32,000 in prizes. Each threshold will have 2 winners – 1 for Azure sales and 1 for O365 sales. Partners are limited to 1 prize threshold per product category and will be awarded the highest eligible payout threshold for the promotion. For Kicker Prize, if limit of winners is exceeded, then highest total will be used to determine winner. Contracts cannot be bundled for thresholds. Limited quantities available. Full eligible SKU list available in Promo Central.
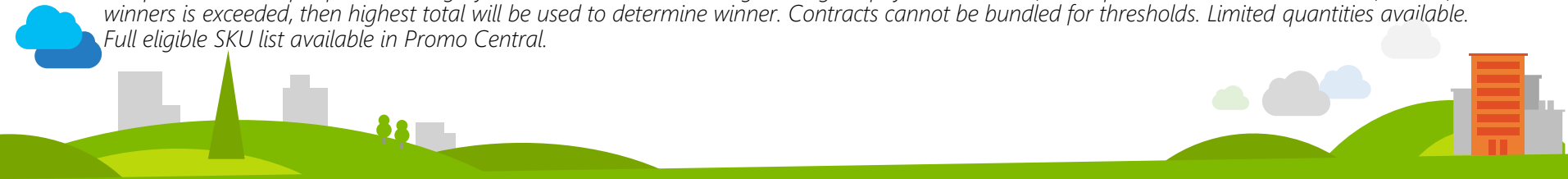
Office 365 Government
Now available exclusively through SYNNEX

- Now available at SYNNEX, tap into a new market with Office 365 Government GCC for CSP!

- SYNNEX is the first CSP Distributor to offer Office 365 Government, a new offering that compliments the already existing Microsoft Azure Government CSP offering.

- This offering comprehensively covers federal civilian, state, local, tribal, and federal contractor audiences.

- Grow your Office 365 practice by gaining access to new customers and increase your practice profitability by offering a long-term solution designed around government needs.

Don't miss out - learn how to start selling today by contacting MSFTCSP@synnex.com.

Capture New Customers with M365 Promotion

Jason Jones
Sr. Partner Development Manager, Microsoft
JasJon@Microsoft.com

Miranda Harrison
Microsoft Business Development, SYNNEX
MirandaH@synnex.com

Capture new customers

15% off 1st year subscription

Help customers move to the cloud ahead of Office 2010 and Windows 7 End of Support.

Office 365 Business Premium
(not a current O365 customer)

Microsoft 365 Business
(new or current O365 customer)

- Only for CSP Licenses
- Only for US-based tenants
- Maximum of 300 seats

Learn more: aka.ms/CSPoffer

Offer Terms for Microsoft Partners

By proceeding with this purchase, partner agrees to the below offer terms and to communicate the relevant portions thereof to its customers.

- *15% off the first year of Office 365 Business Premium or Microsoft 365 Business subscriptions. **Discount requires a 12-month commitment**, but can be purchased monthly or annually.*

- *Offer valid between December 1, 2018 and May 31, 2019.*

- *United States only.*

- *To be eligible for 15% off Office 365 Business Premium, customer must not currently be an Office 365 subscriber*

- *Both new and existing customers are eligible for 15% off Microsoft 365 Business.*

- *Offer must be redeemed online through a Microsoft Authorized Reseller, and is only available via CSP.*

- *Billing for these promotional subscriptions will continue beyond the end of the 12-month term unless customer cancels the subscription with a Microsoft Reseller. At the conclusion of the initial 12-month term, customers will be billed at then-current market prices and will not receive the 15% discount.*

- *May not be combined with other promotional offers.*

- *Microsoft reserves the right to modify or discontinue the offer at any time.*

- *Office 365 and Microsoft 365 are subject to the terms of the Microsoft Services Agreement and the Microsoft Office 365 Supplement to Microsoft Services Agreement at https://www.microsoft.com/useterms.*

How to Order in CLOUDSolv

3 Which billing model would you prefer?

Monthly and yearly orders cannot be placed together on the same subscription or tenant.

◉ CSP Monthly ◯ CSP Annual ◯ Yearly (Open)

4 Please choose the type of support being provided to your end user.

Click here to view Partner & CLOUDSolv Support plan comparison.

◉ Partner Supported ◯ CLOUDSolv Total Care Support

| O365 Enterprise Edition | O365 Business Edition | Exchange | Work Flow/Automation | Connectivity & Sharing | Security & Mobility | Windows | AD & IP | Proje |

Select products below by entering the quantities needed

Product Description	MFG Part#	SNX Part#	SNX SKU#	Unit MSRP
Office 365 Business	07DF09744609	MST-07DF09744609	4093506	$8.25
O365 BUSINESS PREMIUM (PROMO PRICING)	99DBC84D13F4	MST-99DBC84D13F4	5424518	$10.63
Office365 Business Essentials	AE36B1D2501C	MST-AE36B1D2501C	4093507	$5.00
Office365 Business Premium	778FB1D2CC05	MST-778FB1D2CC05	4093510	$12.50
Microsoft 365 Business	C9ADAE5746E0	MST-C9ADAE5746E0	5056127	$20.00

| Office 365 | Microsoft 365 | Government Cloud | Windows Devices | Polycom |

Product Selection

1 What type of Microsoft 365 order are you placing?

Adding seats to an existing service for an existing customer must be done under the contract.

Please go to the contract dashboard to add seats.

◉ Creating a new order or adding a new service to an existing CSP order. ◯ Transitioning an Advisor

2 My end user is

◉ Commercial ◯ Academic

3 Which billing model would you prefer?

Monthly and yearly orders cannot be placed together on the same subscription or tenant.

◉ CSP Monthly ◯ CSP Annual

4 Please choose the type of support being provided to your end user.

Click here to view Partner & CLOUDSolv Support plan comparison.

◉ Partner Support ◯ CLOUDSolv Support

| Enterprise Edition | Business Edition |

Select products below by entering the quantities needed

Product Description	MFG Part#	SNX Part#	SNX SKU#	Unit MSRP
Microsoft 365 Business	C9ADAE5746E0	MST-C9ADAE5746E0	5056127	$20.00
M365 BUSINESS (PROMO PRICING)	BC726696BFE6	MST-BC726696BFE6	5424519	$17.00

Go To Market
Microsoft 365 Business vs. Office 365 E3

Comparison of Microsoft 365 Business and Office 365 E3

	Features (new in blue)	Office 365 E3	Microsoft 365 Business
	Estimated retail price per user per month $USD (with annual commitment)	$20	$20
	Maximum number of users	unlimited	300
Office Apps	Install Office on up to 5 PCs/Macs + 5 tablets + 5 smartphones per user (Word, Excel, PowerPoint, OneNote, Access), Office Online	ProPlus	Business
Email & Calendar	Outlook, Exchange Online	100GB	50GB
Chat-based Workspace, Meetings	Microsoft Teams	●	●
File Storage	OneDrive for Business,	Unlimited	1 TB
Social, Video, Sites	Stream, Yammer, Planner, SharePoint Online[1], Power Apps[1], Flow[1]	●	●
Business Apps	Scheduling Apps – Booking, StaffHub	●	●
	Business Apps – Outlook Customer Manager, MileIQ[1] Business center[2], Listings[2], Connections[2], Invoicing[2]		●
Threat Protection	Office 365 Advanced Threat Protection		●
	Windows Exploit Guard Enforcement		●
Identity & Access Management	Azure Active Directory - SSPR Cloud Identities, MFA, SSO >10 Apps		●
Device & App Management	Office 365 MDM	●	●
	Microsoft Intune, Windows AutoPilot, Windows Pro Management		●
	Upgrade rights to Windows 10 Pro for Win 7/8/8.1 Pro licenses		●
Information Protection	100 GB Exchange Archiving, Office 365 Data Loss Prevention	●	●
	Azure Information Protection Plan 1, BitLocker Enforcement		●
On-Prem CAL Rights	ECAL Suite (Exchange, SharePoint, Skype)	●	
Compliance	Litigation Hold, eDiscovery, Compliance Manager, Data Subject Requests	●	●

[1] Indicates Office 365 has Plan 2 and Microsoft 365 Business has Plan 1 of the functionality
[2] Available in US, UK, Canada

Updated Microsoft 365 Business value to help transformation

- Threat protection with Office 365 ATP

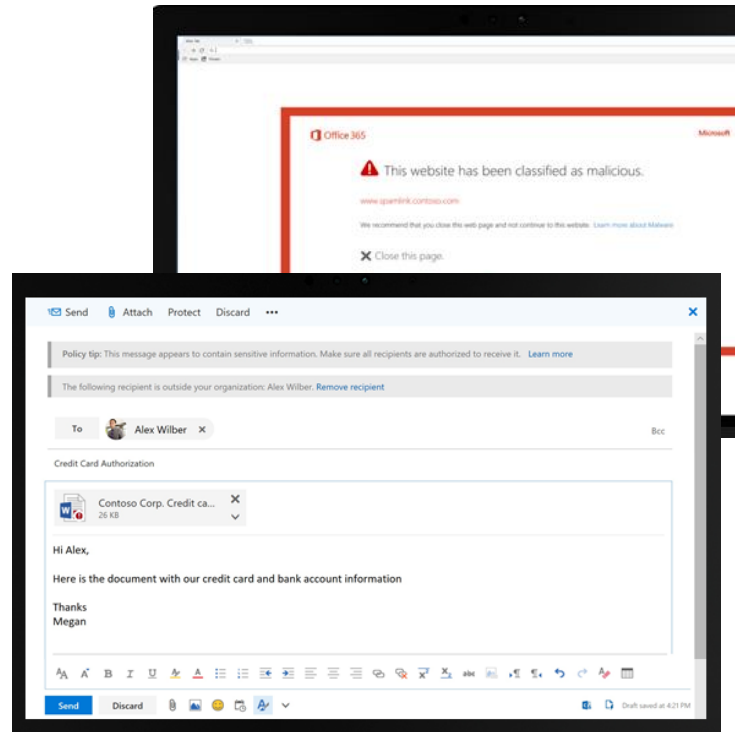- Classify data with Azure Information Protection

- Protect information with Data Loss Prevention

- AI-based video with Microsoft Stream **NEW**

- Support for hybrid Active Directory deployment **NEW**

Why Microsoft 365 Business?

Partners have traditionally sold Office 365 E3 to SMB customers, but now Microsoft 365 Business offers a more complete security solution

Security features available in Office 365 E3 and Microsoft 365 Business

1. **Data Loss Prevention**
   Does content analysis to easily identify, monitor, and protect sensitive information (eg SSN) from leaving org

2. **Exchange Online Archiving**
   100GB Archiving & preservation policies such as eDiscovery to remain complaint

3. **Office Message Encryption**
   Encrypt email messages, including adding do not forward and encryption properties

Additional security only available in Microsoft 365 Business

1. **Office 365 Advanced Threat Protection**
   Attachment scanning & ML detection to catch suspicious attachments +link Scanning/Checking to prevent users from clicking suspicious links

2. **Azure Information Protection**
   Controls & Manages how sensitive content is accessed by providing classification labels on documents and email

3. **Intune**
   Manages devices and apps from the cloud, enabling device security and protecting company information on employee devices

Data Loss Prevention (DLP)

What is it?

Helps prevent sensitive information such as **credit card numbers, social security numbers**, or **health records** from inadvertently leaking outside the organization.

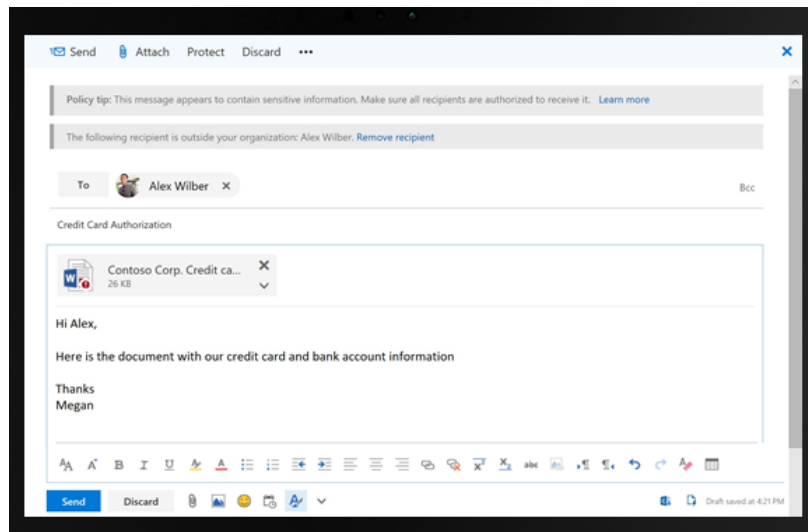## What you need to know:

Where to protect the content –

- Exchange Online, SharePoint Online, and OneDrive for Business sites.

When and how to protect the content –

- Conditions: the content must match before the rule is enforced – for example, look only for content containing Social Security numbers that's been shared with people outside your organization.

- Actions: you want the rule to take effect automatically when content matching the conditions is found – for example, block access to the document and send both the user and compliance officer an email notification.

Data loss prevention policy

Office Message Encryption

What is it?

Helps protect information from leaking outside the organization through enabling email encryption

What you need to know:

Two default Office Message Encryption options:

- Do Not Forward
- Encrypt

Microsoft 365 Business also includes AIP for additional labels:

- Confidential / All Employees
- Highly Confidential / All Employees

Recipient experience –

- Office 365 recipients see restricted alert in reading pane and open email normally
- Gmail / Yahoo recipients see a link and must sign in to view
- Other recipients must request a one-time passcode to view the message in a web browser
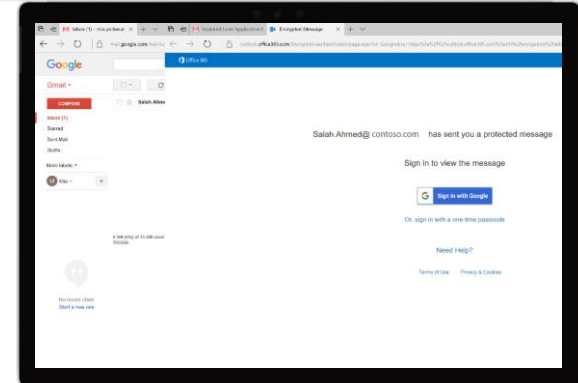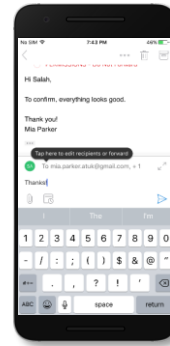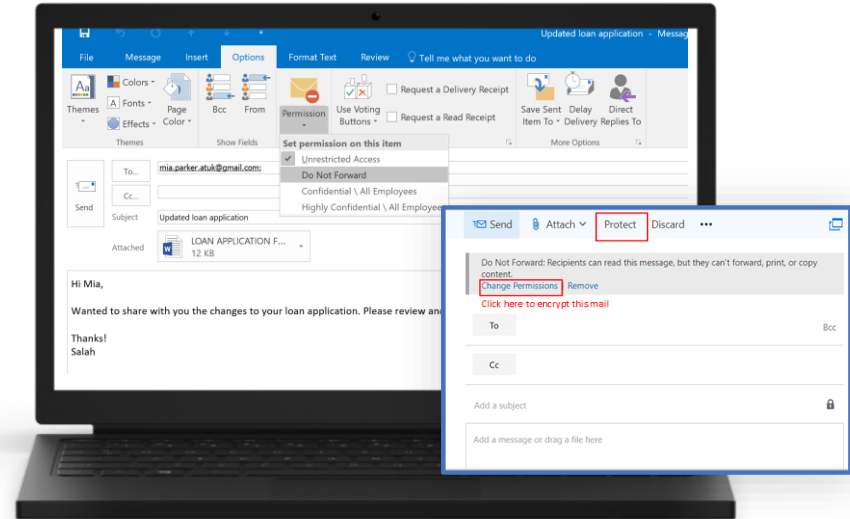
Exchange Online Archiving

What is it?

Cloud-based archiving solution for compliance

Helps solve archiving and eDiscovery challenges

100GB Archives created automatically as users fill them up

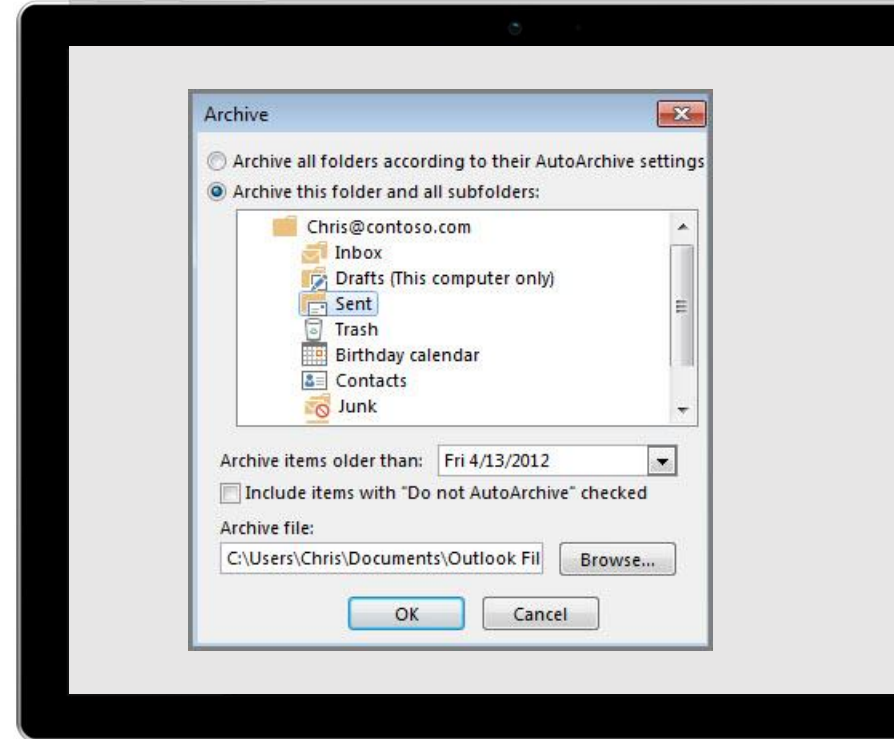## What you need to know:

Compliance features

- Retention policies
- In-place hold and litigation hold
- In-place eDiscovery

Security features

- Encryption between on-premises servers and Exchange Online Archiving
- Encrypting between clients and Exchange Online Archiving

Auditing features

- Administrator and audit logging

Advanced Threat Protection (ATP) *not in E3*

What is it?

Helps protect organizations from malicious attacks and malware

What you need to know:

- Scans email attachments with ATP Safe Attachments

- Scans web addresses (URLs) in email messages and Office documents with ATP Safe Links

- Identifies and blocks malicious files in online libraries with ATP for SharePoint, OneDrive, and Microsoft Teams

- Checks email messages for unauthorized spoofing with spoof intelligence

- Detects when someone attempts to impersonate users and an organization's custom domains with ATP anti-phishing capabilities in Office 365
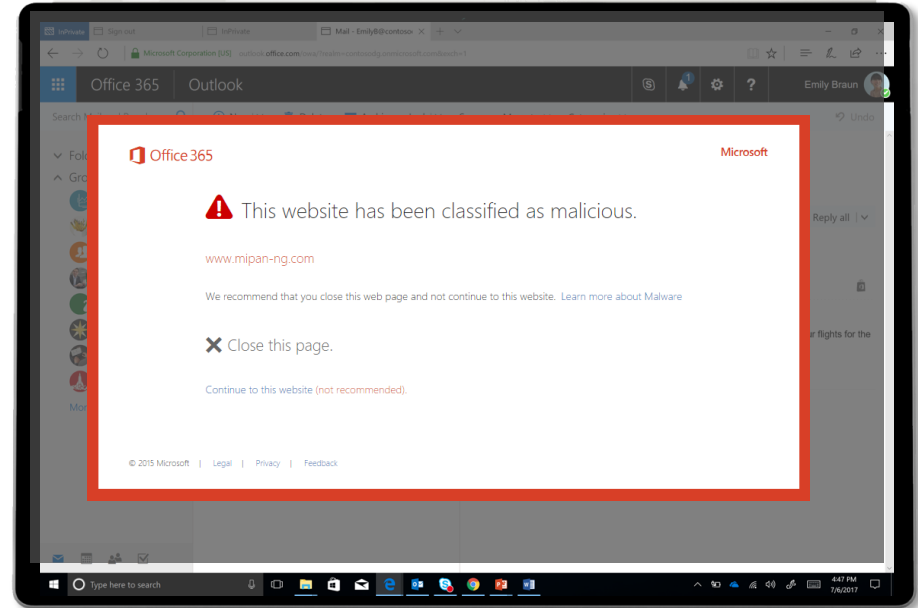
Azure Information Protection (AIP) *not in E3*

What is it?

Cloud-based solution that helps an organization classify, label, and protect its documents and emails.

What you need to know:

- You can configure policies to classify, label, and protect data based on its sensitivity.

- Classification and protection information follows the data, ensuring it remains protected regardless of where it goes.

- Define who can access data and what they can do with it – i.e.; allowing to view and edit files, but not print or forward.

- AIP is turned on with a default set of labels in M365 Business
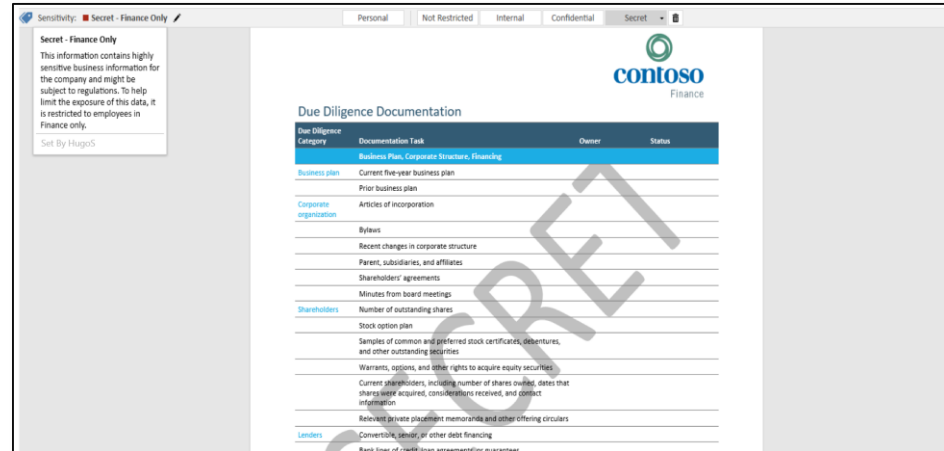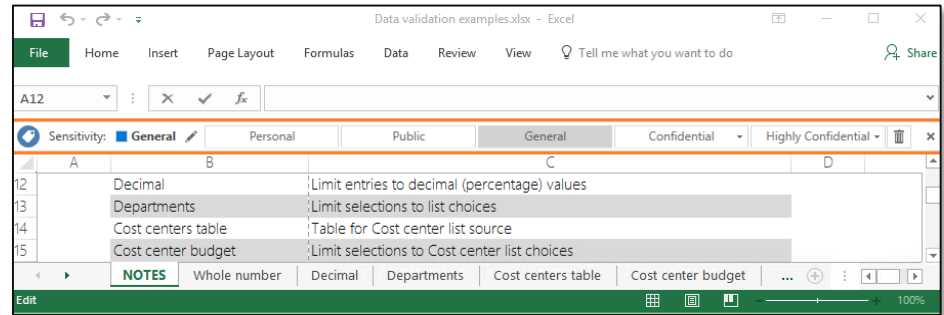
Intune *not in E3*

What is it?

Manages mobile devices and apps from the cloud
Enables device security and ensures it's on and configured
Protects company data on employee devices

What you need to know:

- Baseline policies created by M365 Business configuration wizard
- Custom policies created by M365 Business tiles such as "Device Actions"
- Advanced customization available in Intune portal
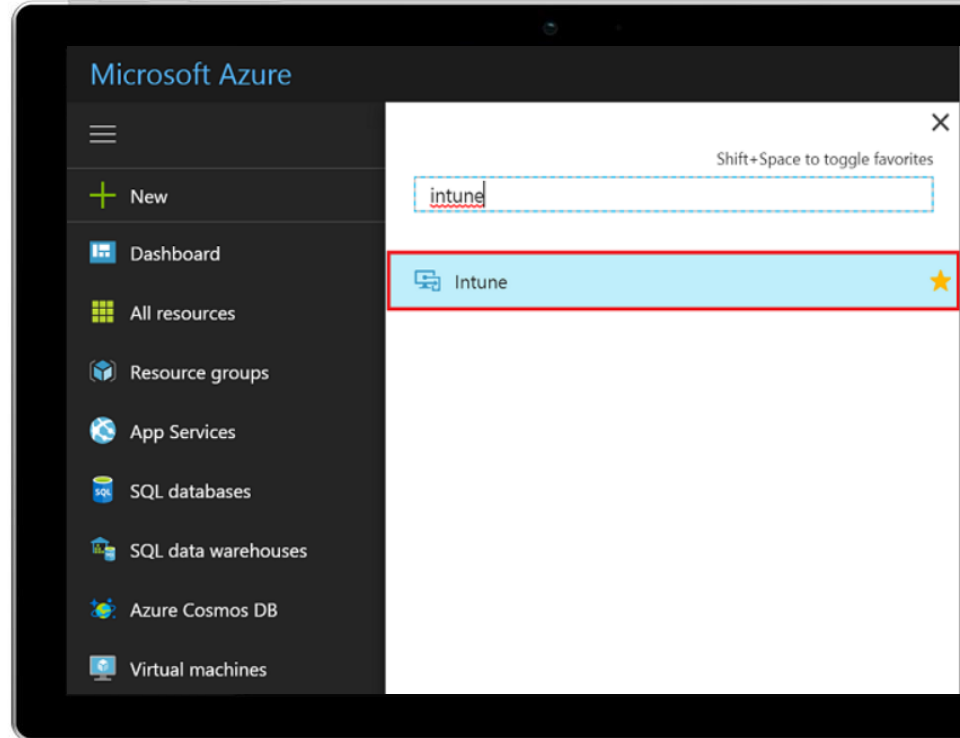
When does Office 365 E3 makes sense for SMB?

- ✓ Customer is over 300 users

- ✓ Customer needs enterprise cloud voice (PSTN conferencing and calling)

- ✓ Customer needs on-prem CAL rights

- ✓ Customer needs shared computer activation (SCA)

- ✓ Group policy support & Excel BI Tools (Power Map, Power Pivot, Power Query, Power View)

Plan Comparison

		Business Plans		Enterprise Plans			
		Office 365 Business Premium	Microsoft 365 Business	Office 365 Enterprise E3	Microsoft 365 Enterprise E3	Office 365 Enterprise E5	Microsoft 365 Enterprise E5
STANDARD SERVICES	Estimated retail price per user per month $USD (with annual commitment)	$12.50	$20	$20	$34	$35	$57
	Maximum number of users	300	300	unlimited	unlimited	unlimited	unlimited
	Install Office on up to 5 PCs/Macs + 5 tablets + 5 smartphones per user	Business	Business	ProPlus	ProPlus	ProPlus	ProPlus
	Exchange, OneDrive, SharePoint, Skype, Microsoft Teams	●	●	●	●	●	●
	Business Apps – Outlook Customer Manager, Bookings, MileIQ[1] Business center[2], Listings[2], Connections[2], Invoicing[2]	●	●				
ADVANCED SERVICES	Legal compliance & archiving needs for email – archiving, eDiscovery, mailbox hold			●	●	●	●
	Information protection – message encryption, rights management, data loss prevention			●	●	●	●
	Advanced Threat Protection, Advanced Security Management, Threat Intelligence, Advanced Compliance		Add-on	Add-on	Add-on	●	●
	End User and Organizational Analytics (MyAnalytics), PowerBI Pro		Add-on	Add-on	Add-on	●	●
	PSTN Conferencing		Add-on	Add-on	Add-on	●	●
	Cloud PBX, PSTN Calling[4]			Add-on	Add-on	●	●
	Windows: Windows 10 Business (Windows Defender, Store, Cortana Mgmt Controls, Auto-Install Office apps, Upgrade rights to Windows 10 Pro for 7/8.1 Pro licenses)		●				
	Windows: Windows AutoPilot		●		●		●
	EMS: Microsoft Intune, Azure Active Directory Premium P1		●[3]		●		●
	Windows: Microsoft Desktop Optimization Package, VDA				●		●
	Windows: Enterprise Data Protection, Windows Hello, Credential Guard, Device Guard, App Locker				●		●
	EMS: Microsoft Advanced Threat Analytics, Azure Information Protection P1				●		●
	Windows: Windows Defender Advanced Threat Protection						●
	EMS: Azure Active Directory Premium P2, Microsoft Cloud App Security, Azure Information Protection P2						●

[1] Available in US, UK, Canada
[2] Currently in public preview in US, UK, Canada
[3] Only selected features: App protection for Office mobile apps, MDM for Windows 10 PCs, Selective wipe of company data, AAD Auto-Enroll
[4] Cloud PBX Required

Partner Incentives: Microsoft 365 Business vs Office 365 E3 NEW Customer

Example: 50 seats in the US

Partner can earn additional year 1 incentives of **$1,190** when selling Microsoft 365 Business

Office 365 E3 Incentive
8% across rebate and accelerators, plus margin

$768
in Y1 incentives,
plus margin

$576	Rebate – 6% [1]
$192	Cust Adds Accelerator – 2%

Microsoft 365 Business Incentive
24% across rebate and accelerators, plus margin

$1,958
in Y1 incentives,
plus margin

$653	Rebate – 8% [1]
$163	Cust Adds Accelerator – 2%
$163	WW Strategic Product Accelerator – 2%
$979	US Strategic Product Accelerator – 12% [2]

Starting Jan 1, 2019:
1. Base rebate will be reduced from 8% to 6% for Office 365 SKUs. Microsoft 365 SKUs will remain at 8%
2. M365B accelerator increases to 14% and begins paying on both new & existing customers

Partner Incentives: Microsoft 365 Business vs Office 365 E3 <u>Existing</u> Customer

Example: 50 seat *existing Office 365 Business Premium* customer in the US

Partner can earn additional year 1 incentives of **<u>$1,219</u>** when selling Microsoft 365 Business.

Office 365 E3 Incentive
6% across rebate and accelerators, plus margin

$576
in Y1 incentives,
plus margin

$576	Rebate – 6% [1]

Microsoft 365 Business Incentive
22% across rebate and accelerators, plus margin

$1,795
in Y1 incentives,
plus margin

$653	Rebate – 8% [1]
$163	WW Strategic Product Accelerator – 2%
$979	US Strategic Product Accelerator – 12% [2]

Starting Jan 1, 2019:
1. Base rebate will be reduced from 8% to 6% for Office 365 SKUs. Microsoft 365 SKUs will remain at 8%.
2. M365B accelerator increases to 14% and begins paying on both new & existing customers

Next steps

Sell Microsoft 365 Business vs Office 365 E3 Appropriately

Lead with security value and understand what customers can get from the features!

If customers aren't willing to pay $20 start by attaching Office 365 ATP to existing Office 365 deals

Get more information at aka.ms/m365bpartners and aka.ms/CSPoffer

Appendix

Microsoft

Please complete this short partner feedback survey

SYNNEX & Microsoft appreciate your Capture the Cloud participation. Please check out the **skype meeting chat window** for the link to a **short survey** to help us prioritize continued additions to the CTC program.

Click here

Capture the Cloud Program

Capture the Cloud is a SYNNEX exclusive program, designed to educate and support partners as they deepen their understanding of Microsoft cloud services and accelerate their cloud practices.

aka.ms/SYNNEXCTC

Live and on-demand product webinars ›

Business transformation workshops ›

Marketing development packages ›

Capture the Cloud – Program Overview

*Program **Qualifications**, **Benefits**, and **Rewards** for each CTC partner level; determined based on CSP sales + customer activations*

Ascend Level (Stage-1)	**Accelerate** Level (Stage-2)	**Altitude** Level (Stage-3)
CTC Qualifications:		
Currently authorized for reselling Microsoft CSP + registered for the CTC webinar series	Currently authorized for reselling Microsoft CSP + registered for the CTC webinar series	Currently authorized for reselling Microsoft CSP + registered for the CTC webinar series
Minimum of **1-3** CSP customers activated in past 12-months	Minimum of **4-24** CSP customers activated in past 12-months	Minimum of **25+** CSP customers activated in past 12-months
Minimum Microsoft CSP revenue requirements – **N/A**	Minimum of **$15k** per month in Microsoft CSP O365 *or* Azure revenue	Minimum of **$50k** per month in Microsoft CSP O365 *or* Azure revenue
CTC Benefits:		
O365 CSP *Ascend* Margins: 6% off MSRP for nonprofit SKUs* + 16% off MSRP for gov., edu., & commercial SKUs*	**O365 CSP *Accelerate* Margins:** 8% off MSRP for nonprofit SKUs* + 18% off MSRP for gov., edu., & commercial SKUs* *or*	**O365 CSP *Altitude* Margins:** 10% off MSRP for nonprofit SKUs* + 20% off MSRP for gov., edu., & commercial SKUs* *or*
Azure CSP *Ascend* Margins: 12% off MSRP for all Azure CSP SKUs* + 2% off MSRP for all Azure RI SKUs*	**Azure CSP *Accelerate* Margins:** 13% off MSRP for all Azure CSP SKUs* + 2% off MSRP for all Azure RI SKUs*	**Azure CSP *Altitude* Margins:** 15% off MSRP for all Azure CSP SKUs* + 4% off MSRP for all Azure RI SKUs*
***Ascend* Partner Support:** SYNEX CLOUD*Solv* Partner Support options + access to monthly live webinars/on-demand Business Transformation resources	***Accelerate* Partner Support:** SYNEX CLOUD*Solv* Partner Support options + Cloud Development Rep in the SYNEX office + quarterly QBR with dedicated account manager + discounted SYNEX software services	***Altitude* Partner Support:** SYNEX CLOUD*Solv* Total Care Support + one-on-one consultations for cloud business acceleration + semiannual in-person partner strategic planning visits + end-user demand generation opportunities
Marketing Development – *Ascend* (stage-1): ContentMX Ready-Made Marketing campaigns + CTC-exclusive discounted pricing for packages available from Nurture Marketing**	**Marketing Development – *Accelerate* (stage-2):** Content & Data Booster package to support your overall customer engagement, valued at $3k (+ full access to ContentMX campaigns)**	**Marketing Development – *Altitude* (stage-3):** Modern Marketing offerings for partners to choose any 1-MDF package per half, valued at $5k (+ full access to ContentMX campaigns)**

CTC Rewards:

Bimonthly CTC Rewards Program – 3-winners total (1 from each of the following categories), every other month (based on previous 2-months of CSP)**:**
  1. *Top CSP Revenue* | **2.** *Most End-User Adds* | **3.** *Top Marketing Engagement* (based on digital trainings participation + ContentMX engagement)
  Winners*** to select their prize of choice from the following options: Microsoft Surface Pro, Xbox One X, Big Green Egg, Bose SoundTouch Outdoor Speaker Set, Yeti Cooler, SONOS PlayBar, Delta Airlines Gift Card, or $1k in marketing support services

Semiannual Grand Prize Getaway – 7-winners total (1 from each of the following categories), every half (based on previous 6-months of CSP)**:**
  1. *Top Growth –Azure* | **2.** *Top Growth –O365* | **3.** *Top Growth –CSP* | **4.** *Top Revenue –Azure* | **5.** *Top Revenue –O365* | **6.** *Top Revenue –CSP* | **7.** *Most Partner Referrals*
  Winners*** can each bring +1 guest, for an exclusive 2-day weekend getaway – formal dates and locations to be announced in October 2018

* Some exclusions apply – contact your SYNEX account manager for details   *** Limited availability; first come, first served*   **** Winners can qualify for one category per period; eligible pending completion of W9 tax form*

Enhanced CTC Marketing Dev.

- **Stage-1:** *Ascend* – SYNNEX has partnered with strategic experts from ContentMX to offer customizable dynamic ready-made marketing campaigns for M365, O365, and Azure to help drive your customer engagement. Learn more

- **Stage-2:** *Accelerate* – Exclusive to Accelerate-level CTC partners, we've put together a Content & Data Booster package to help make the most out of your ContentMX campaigns. Learn more

- **Stage-3:** *Altitude* – Exclusive to *Altitude*-level CTC partners, choice of marketing development packages provided by Nurture Marketing & funded by the SYNNEX Microsoft team. Learn more

- Special discounted pricing available to all CTC partners (Ascend-, Accelerate-, & Altitude-Levels), for incremental marketing development offerings from Nurture Marketing. Learn more

Limited Availability on a first come, first served basis. Full T&C details can be found on the Capture the Cloud website – http://resources.synnexcorp.com/mdf.html