

SYNNEX CSP Partner Program

Accelerate Cloud Solutions
& Increase Profitability with
Cloud Enablement Services





Meet the Team

- **Dedicated Resources**
- **CSSP, Ashley Davis** ashleyda@synnex.com
- **MS BD, Jenna Metz** jennam@synnex.com

- **Additional Resources**
- **CSSP (East), Seth Green** sethg@synnex.com
- **CSSP (West), Brett Weakley** brettwe@synnex.com
- **CSSP (West), Brent Ayers** brenta@synnex.com
- **CSSP (East), Paul Masschelin** paulma@synnex.com
- **CSSP (West), Robert Saville** robertsa@synnex.com

Indirect CSP SYNEX Benefits

Billing flexibility & provisioning in compliance with Microsoft API

SYNNEX offers resellers monthly billing options and gives you the ability to directly manage billing with your customers

Speed to market utilizing SYNEX's Cloud Marketplace

CLOUDSolv Marketplace available to bundle Microsoft and other Cloud services with your own IT packages and manage monthly billing.

Subscription Management

Reseller can add/remove licenses through CLOUDSolv and give customers access to make their own changes through the end user facing portal.

24 x 7 pre- sales and Technical Support

24x7 pre-sales and technical support for service down and severity level A issues for partner supported offering.

24x7 pre-sales and technical support through Total Care offering.

Ease of Transacting

SYNNEX provides our unique interface with instant provisioning of licenses and automated billing that enables you to resell CSP products to customers with little risk and no start up costs.

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

<u>Ascend</u> Level (Stage-1)	<u>Accelerate</u> Level (Stage-2)	<u>Altitude</u> 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 <u>or</u> Azure revenue	Minimum of \$50k per month in Microsoft CSP O365 <u>or</u> Azure revenue
CTC Benefits:		
O365 CSP Ascend Margins: <u>6%</u> off MSRP for nonprofit SKUs* + <u>16%</u> off MSRP for gov., edu., & commercial SKUs*	O365 CSP Accelerate Margins: <u>8%</u> off MSRP for nonprofit SKUs* + <u>18%</u> off MSRP for gov., edu., & commercial SKUs* <u>or</u>	O365 CSP Altitude Margins: <u>10%</u> off MSRP for nonprofit SKUs* + <u>20%</u> off MSRP for gov., edu., & commercial SKUs* <u>or</u>
Azure CSP Ascend Margins: <u>12%</u> off MSRP for all Azure CSP SKUs* + <u>2%</u> off MSRP for all Azure RI SKUs*	Azure CSP Accelerate Margins: <u>13%</u> off MSRP for all Azure CSP SKUs* + <u>2%</u> off MSRP for all Azure RI SKUs*	Azure CSP Altitude Margins: <u>15%</u> off MSRP for all Azure CSP SKUs* + <u>4%</u> off MSRP for all Azure RI SKUs*
Ascend Partner Support: SYNNEX CLOUDSolv Partner Support options + access to monthly live webinars/on-demand Business Transformation resources	Accelerate Partner Support: SYNNEX CLOUDSolv Partner Support options + Cloud Development Rep in the SYNNEX office + quarterly QBR with dedicated account manager + discounted SYNNEX software services	Altitude Partner Support: SYNNEX CLOUDSolv 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 <u>\$3k</u> (+ 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 <u>\$5k</u> (+ full access to ContentMX campaigns)**
CTC Rewards:		
Semiannual Grand Prize Getaway – 7-winners total (1 from each of the following categories), every half : 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 getaway – formal dates and locations to be announced as soon as available		
* Some exclusions apply – contact your SYNNEX 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



Pricing & Billing





SYNNEX CSP Margin

- **Partner Supported**
 - **Office 365 and Dynamics 365**
 - Partner provides tier 1 helpdesk and technical support.
 - SYNNEX supports after hours
 - SYNNEX only supports service down and critical support, see T&C's for details
 - Dedicated CSP Account Rep
 - **Azure**
 - Partner provides tier 1 helpdesk and technical support.
 - SYNNEX provides support escalation via service request creation to Microsoft directly
 - Leverage Azure Engineering team
 - Dedicated CSP Account Rep

CSP Monthly Billing

SYNNEX will invoice you up front for a full month of service based on the activation date of the product ordered by the 1st of every month.

If the activation date is during the current month, you will be invoiced one month in advance starting the following billing month.

Any subscriptions cancelled prior to the 17th of the current month will not be billed to the partner on the 1st of the following month.

Any subscriptions cancelled after the 17th of the current month will be billed to the partner on the 1st of the following month and no more.

Azure Billing

Invoices are sent at the beginning of each month

One invoice per customer

Billing is in arrears. (ie. Nov 1 invoice covers Azure services *consumed* September 17- October 16)

If cancelled, all remaining consumption charges will be billed to the partner

Partner must be authorized for Cloud Billing through SYNEX and have an active terms account of \$5k+

Support Options



Azure Support

Once a subscription is set up via CLOUDSolv, an email needs to be sent from the partner to cspsupportus@synnex.com. Partner must provide customer name, CSP contract ID, and domain name to request ownership rights.

SYNNEX will ensure the proper admins have access to the Azure subscription and that they can properly log into portal.azure.com.

The SYNNEX team is set up to guide resellers through setting up a virtual network, and virtual machines, including an AD controller, Session Hosts, and SQL Servers. Azure Backup can be easily added as well to this environment.

If there are any issues, the team is set up to escalate issues quickly to Microsoft.

CloudSolv Portal Enhancements



New Features

ConnectWise Integration

End User Store Front

Azure Consumption Reporting

ConnectWise Integration

- **SYNNEX has integrated our portal with ConnectWise to create a SYNNEX portal known as Cloud Console.**
- **Allow the reseller to add, remove and modify license assigned to an end customer directly from Cloud Console and provision. The contract in CLOUDSolv will be synced automatically. The integration will sync contracts, pricing, address books and products between CLOUDSolv and ConnectWise allowing for ease of use and time efficiency.**
- **End User License Management, white labeled portal allows end user to add/ reduce license seat count**
- **Automated Billing between SYNNEX and RESELLER**
- **Set alerts for Azure and O365 services so you have time to be more proactive**
- **Saves valuable time so your focus can be to perform outstanding service**

Mapping Capabilities

From CLOUDSolv	To ConnectWise Manage	Map	Create	Sync
Company	Company	Yes	Yes	Yes
Contract	Agreement	Yes	No	Yes
Contact	Contact	Yes	Yes	Yes
Services	Products	Yes	Yes	Yes

Configure the visual style of the Home page for all customers using the settings on this page.

The product tiles displayed on this page are not seen by all customers. Product tiles displayed are defined under Catalog Management, visual style of the product tiles are defined under Tile Management.

End User Store Front

- **White labeled store front for your customers**
- **Ability to customize bundled solution offerings**
- **Direct end user billing**
- **Customizable views/pricing for each customer**
- **Azure Cost Management Dashboard**
- **Access to custom API's for webpage integration.**

The best experience is your experience



Google G Suite Basic (Monthly)

Professional office suite with 30GB storage



Office 365 Enterprise E1

Business services - email, file storage and sharing, Office Online, meetings and IM, and more. Office applications not included.

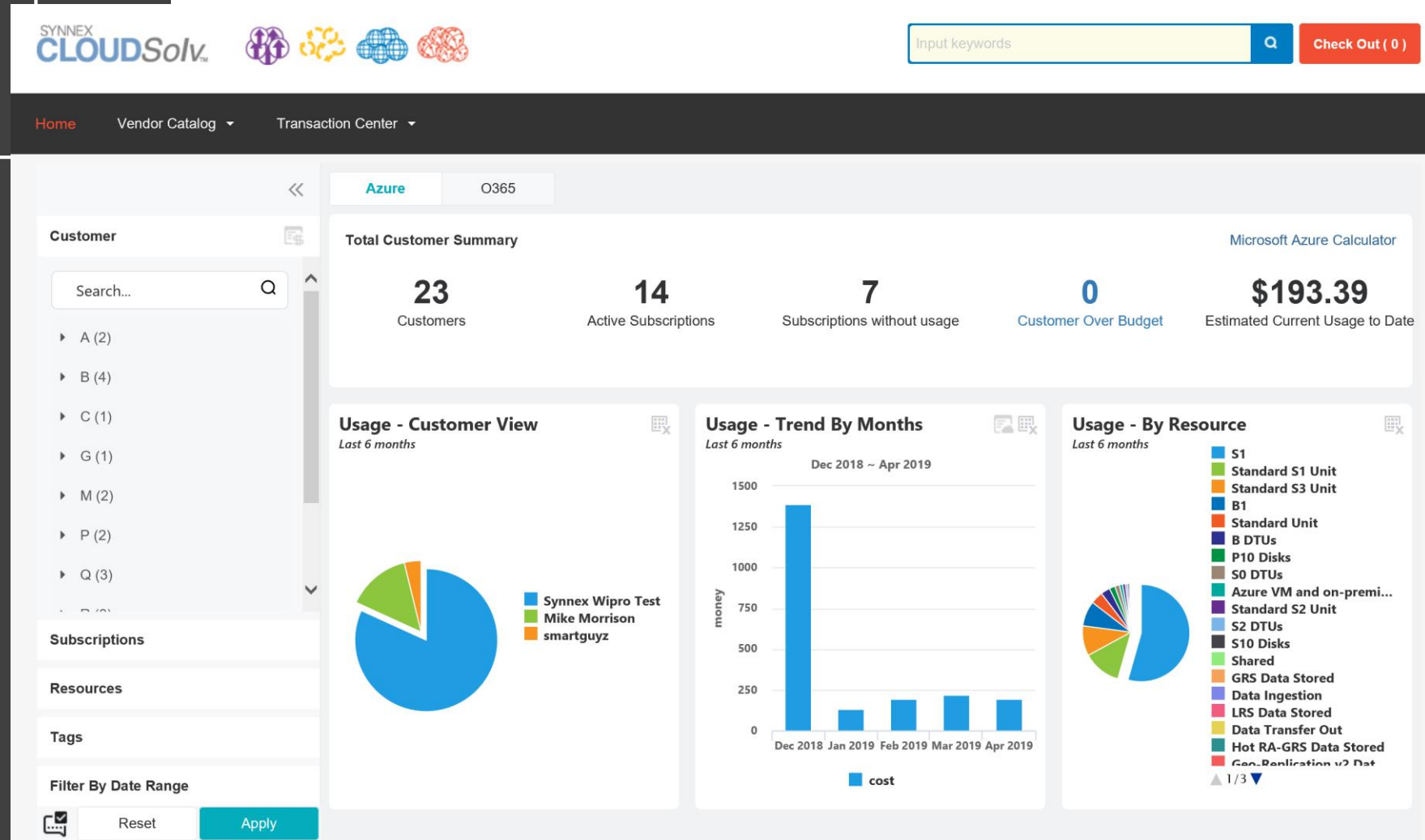


Symantec Commercial Endpoint Protection

Commercial Machine Learning Optimized World Class Endpoint Protection billed monthly.

Azure Subscription Dashboard

- Real time consumption reporting
- Exportable Data
- Customer Access



Coming
soon...

Autotask Integration

- Operationally similar to ConnectWise integration within CloudSolv

Direct End User Billing

- Payment Agent
- Payment Gateway

CLOUDSolv Partner Benefits



AVAYA

 Barracuda

 belkin™

 BRET FORD®

C2G®
A brand of Legrand

 CISCO

 ConnectWise®

G Suite

 lifesize®

LINKSYS™

 Microsoft

 Microsoft
Surface

 opengear

plantronics®

 Polycom®

 redhat.

Spectrum | AUTHORIZED
CHANNEL PARTNER

 Symantec™

T-Mobile®

 Twistlock

verizon✓

 Windows 10



Upcoming Events...

M365 Tech Series

- May 7th
- MTC – Charlotte, NC

CLOUDSolv Catalyst

- May 13th – 15th
- Lowes Hollywood Hotel – Hollywood, CA

SNX Microsoft Virtual Roadshow

- May 22nd

Microsoft on the Road – M365/Surface

- May 29th/30th
- MTC – Tampa, FL

Why SYNnex?

Customer's First

Simplified Monthly
Invoices (Consolidated
if preferred)

FREE 24/7 Support

Automated Ordering
and instant
provisioning through
CloudSolv Portal

Automated billing, end
user management, and
alert set up through
Cloud Console

Dedicated technical
resources for Azure

Focused on
Independent Software
Vendor Strategies

Lowest CSP pricing

Continued Investment
in Microsoft Ecosystem

Integrated Suite of
Services

MDF

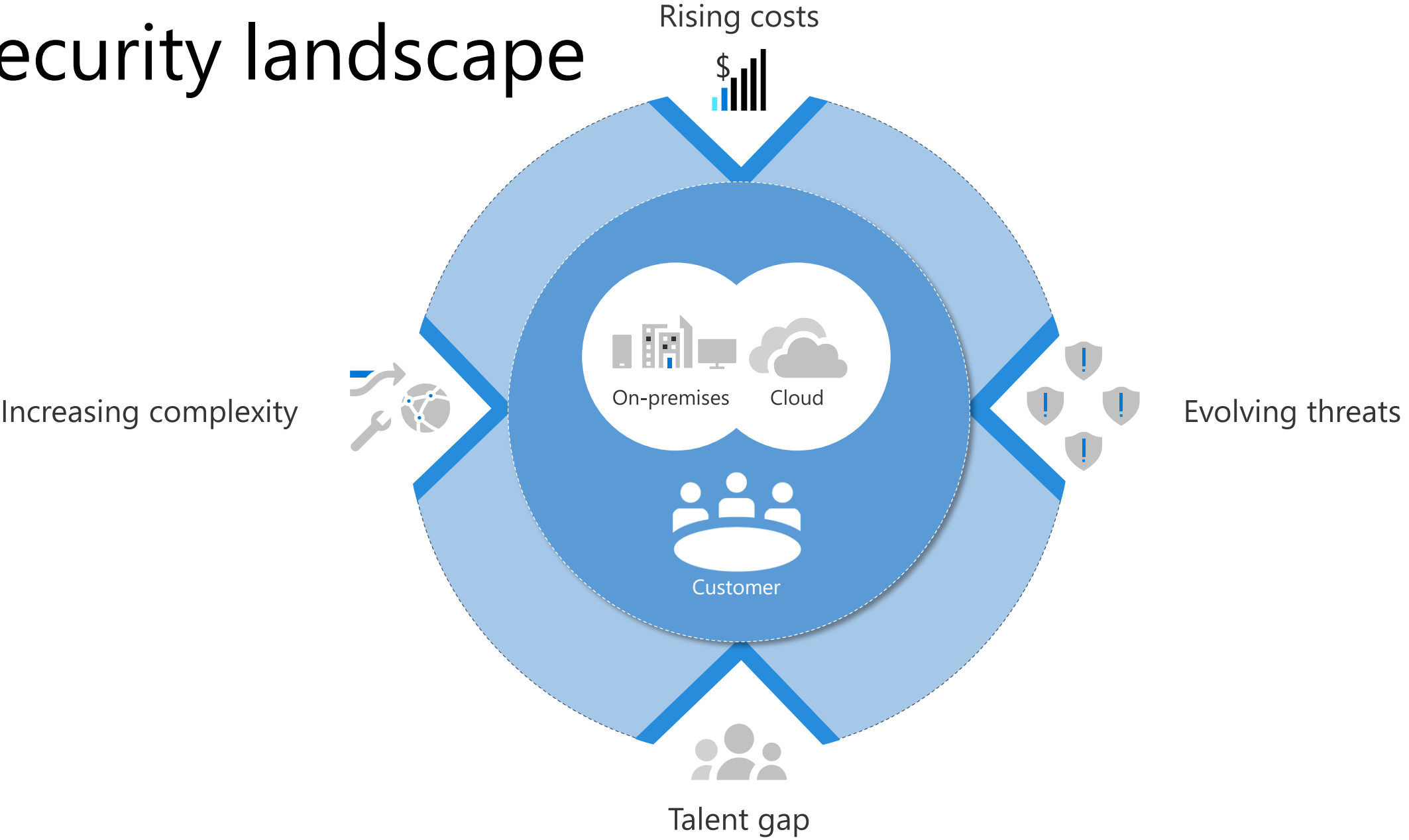


Microsoft 365 Business +Security

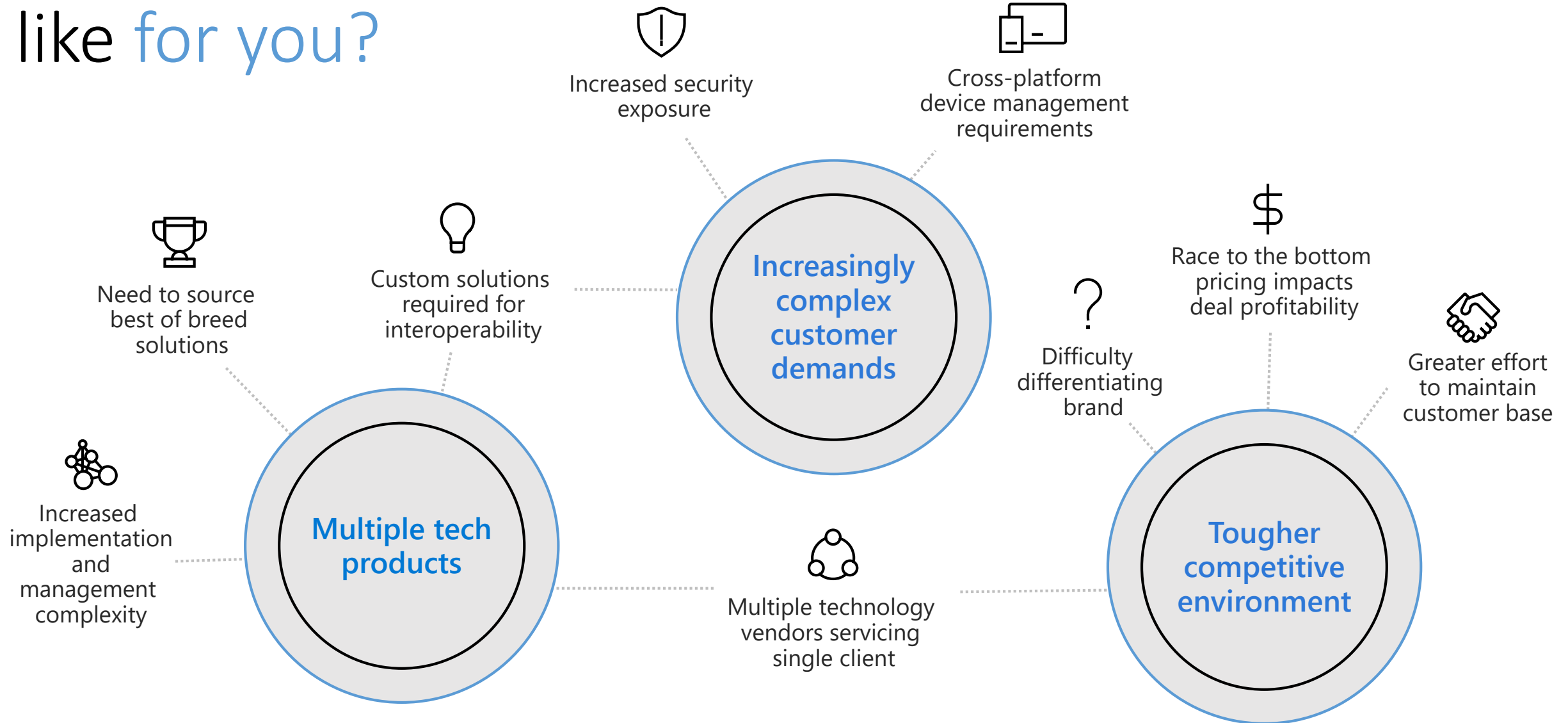
Joe Losinski

Partner Technology Strategist

Security landscape



What does today look like *for you?*



The 'best-of-breed' model is broken

Complex and expensive integration

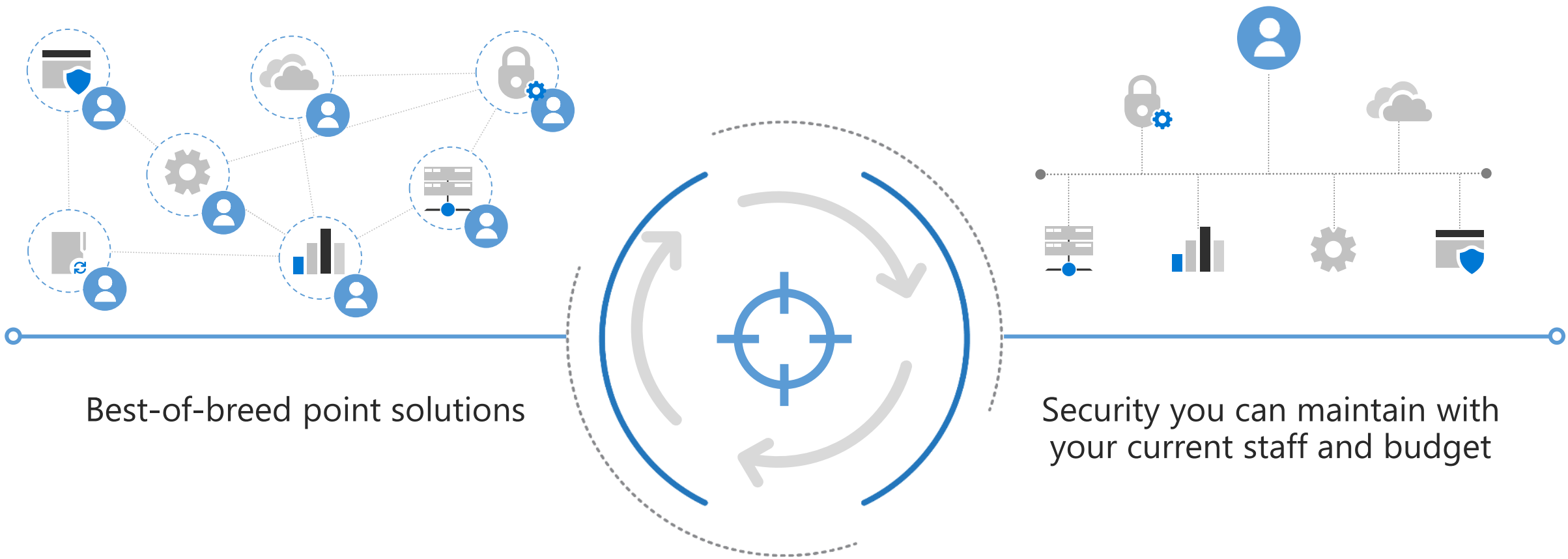
Constant training on new tools

Too many alerts to handle

Gaps in visibility



The security paradigm needs to change.



Native capabilities provide simplicity

Fewer vendors and products to manage

Less end-user friction and resistance

Lower integration costs

Reduced blindspots

If you make security hard, people may work around it. With Microsoft 365, you get **native capabilities, visibility into our operational environment, and simplicity for all employees.**



Security with Microsoft 365



What is Microsoft 365 Business



Productivity

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

Office 365 Advanced Threat Protection

Multi-Factor Authentication

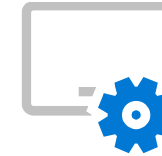
Enforce Windows Defender Exploit Guard

Enforce BitLocker encryption

Internal data leak prevention

Data Loss Prevention

Azure Information Protection



Device management

Device management

Microsoft Intune

Single Sign On (SSO) > 10 apps

Deployment assistance

Windows AutoPilot

Auto-installation of Office apps

AAD Auto-enroll



Additional benefits

Consistent security configuration across Windows 10, macOS, Android, and iOS devices

Upgrade from Windows 7 Pro or Windows 8.1 Pro to Windows 10 Pro at no additional cost

99.9% financially-backed uptime guarantee; 24x7 online and phone support

Why Microsoft 365 Business?

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

Core security features

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 compliant

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

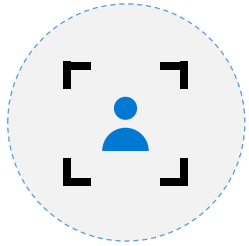
3. Intune

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



Intelligent security for the modern workplace

Microsoft 365 unifies security and user productivity



Identity & Access Management

Secure identities to reach zero trust



Threat Protection

Help stop damaging attacks with integrated and automated security



Information Protection

Protect sensitive information anywhere it lives



Security Management

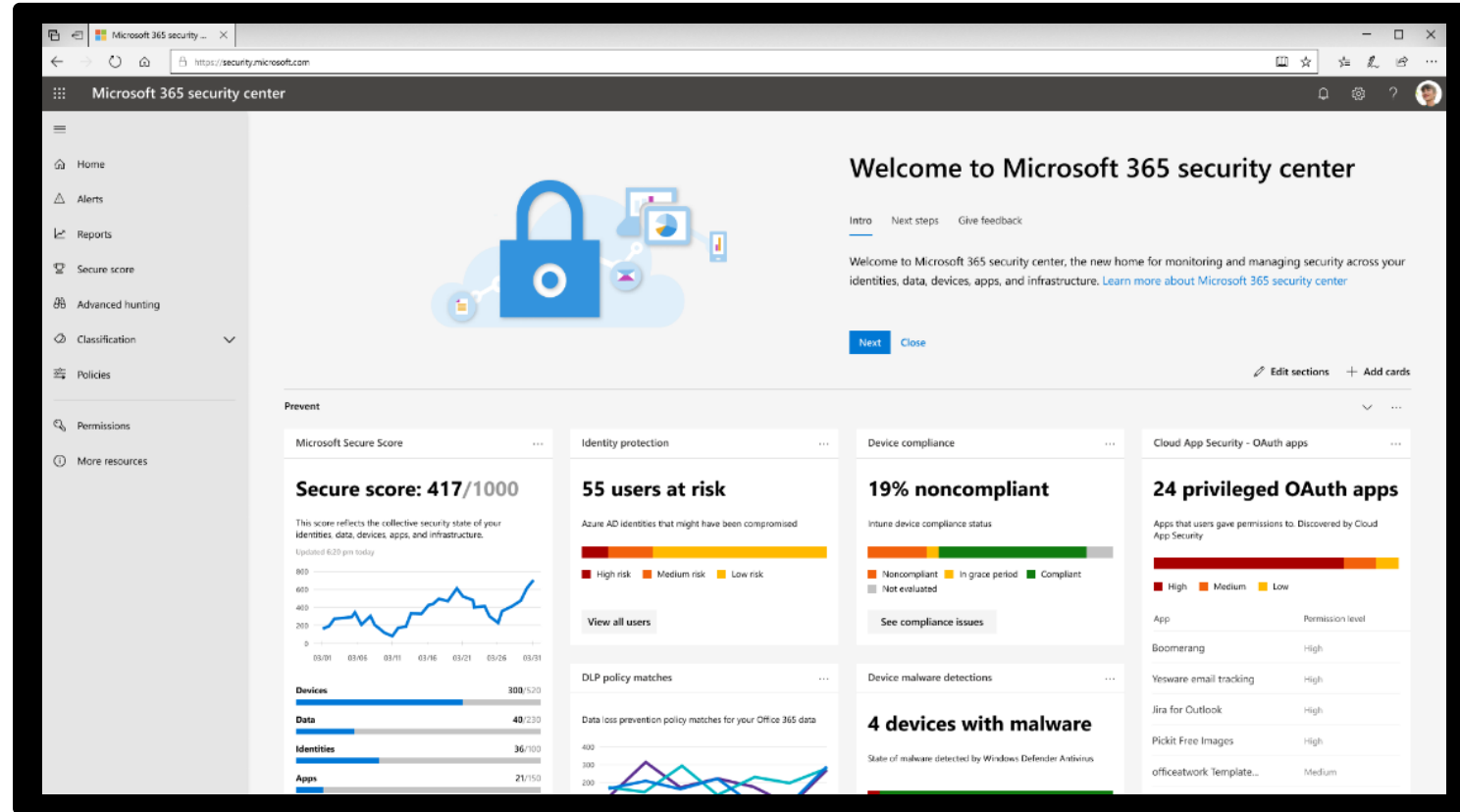
Strengthen your security posture with insights and guidance

Holistic security across your digital landscape

Centralized security management

Microsoft 365 Security Center

- Dedicated security workspace for security administration and operations teams
- Centralized visibility, control and guidance across Microsoft 365 security
- Actionable insights help security administrators assess historic and current security postures
- Centralized alerts and tools help security operations better manage incident response



Data Loss Prevention (DLP)

What is it?

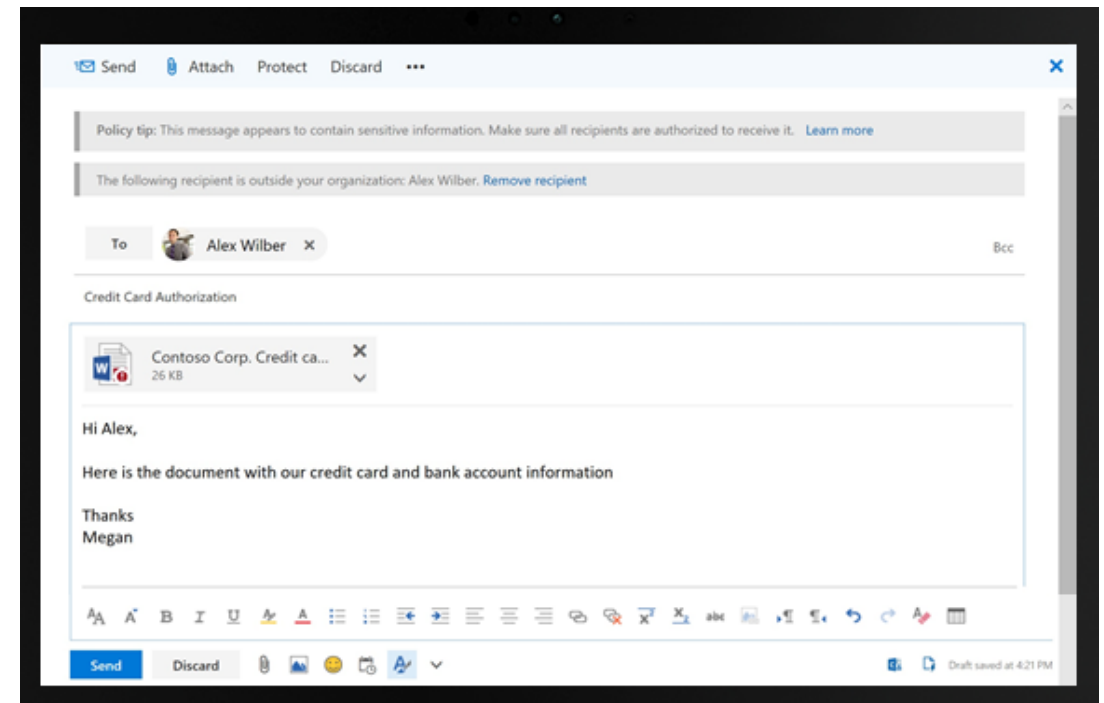
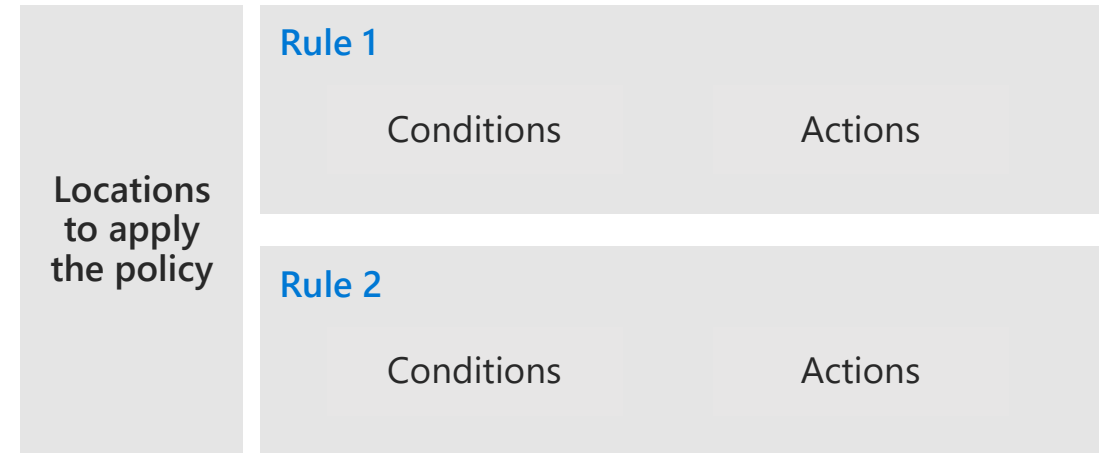
Data Loss Prevention (DLP) policy help you prevent sensitive information such as **credit card numbers, social security numbers, or health records** from inadvertently leaking outside your organization.

What you need to know

A DLP policy contains a few basic things:

- **Where** to protect the content – locations such as Exchange Online, SharePoint Online, and OneDrive for Business sites.
- **When and how** to protect the content by enforcing rules comprised of:
 - 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 that you want the rule to take 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?

Office Message Encryption helps protect information from leaking outside the organization through enabling email encryption

What you need to know

Two default Office Message Encryption options:

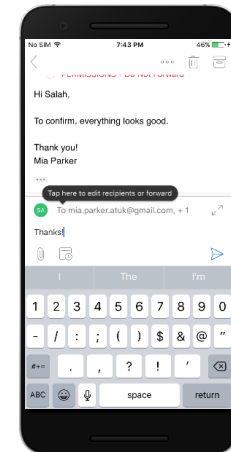
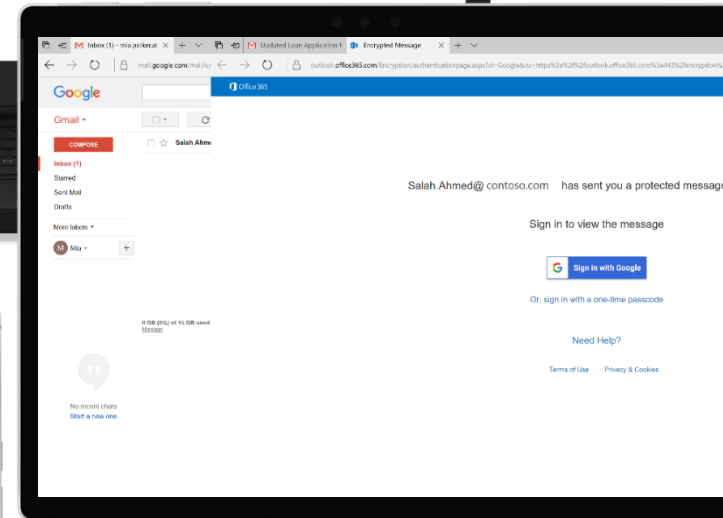
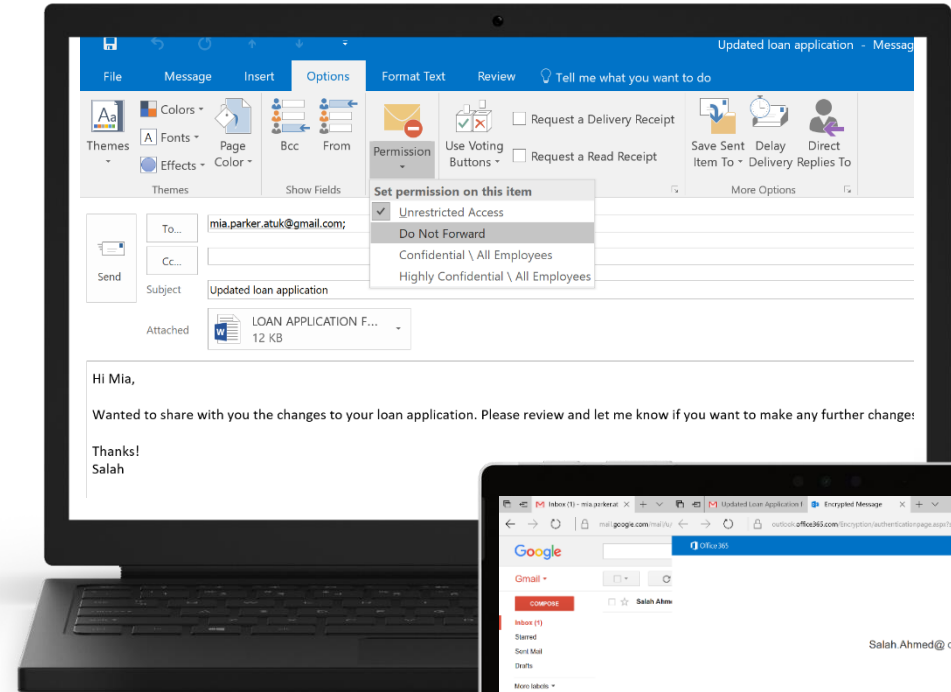
- Do Not Forward
- Encrypt

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

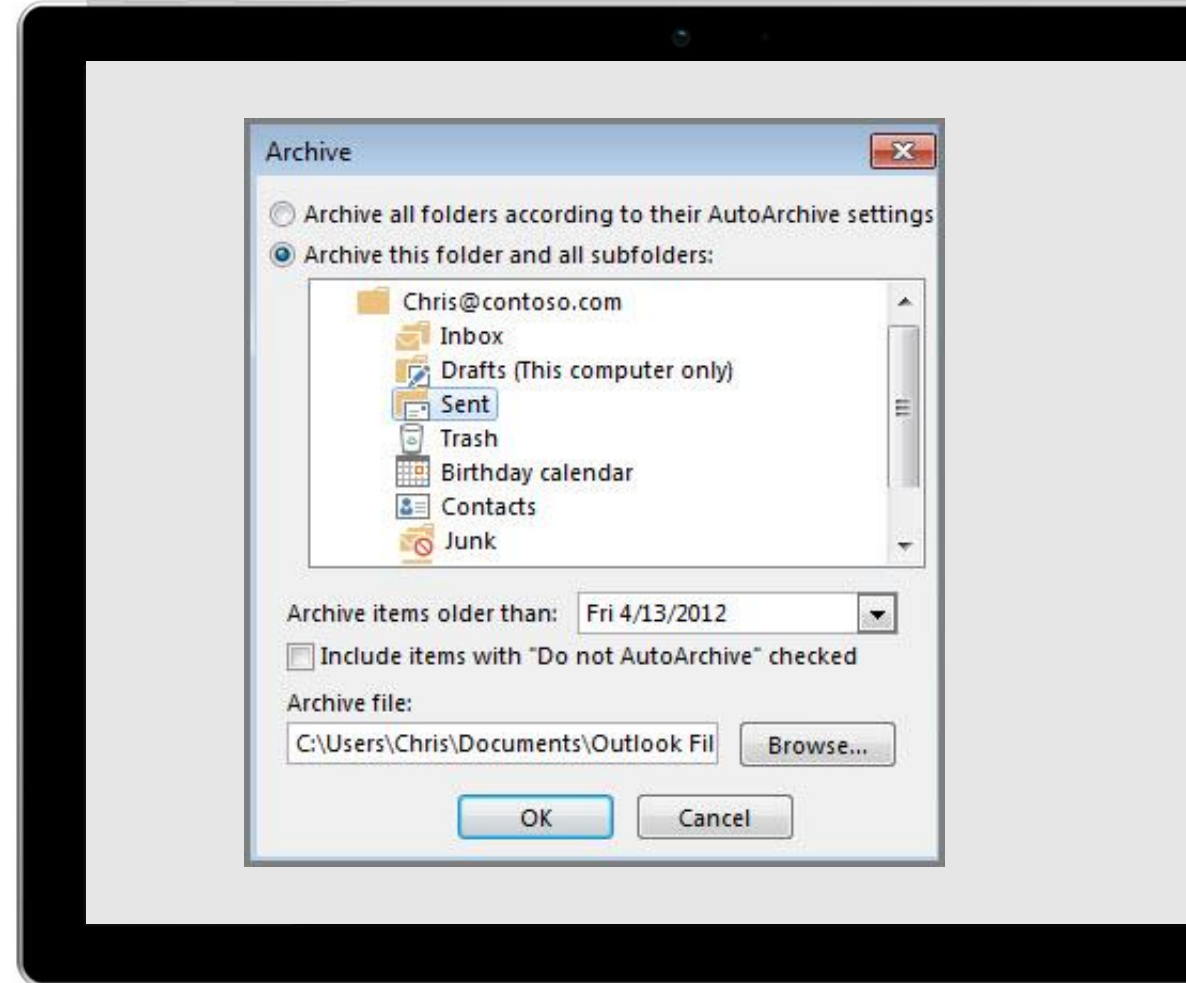
- Retention policies
- In-place hold and litigation hold
- In-place eDiscovery

Security features

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

Auditing features

- Administrator and audit logging



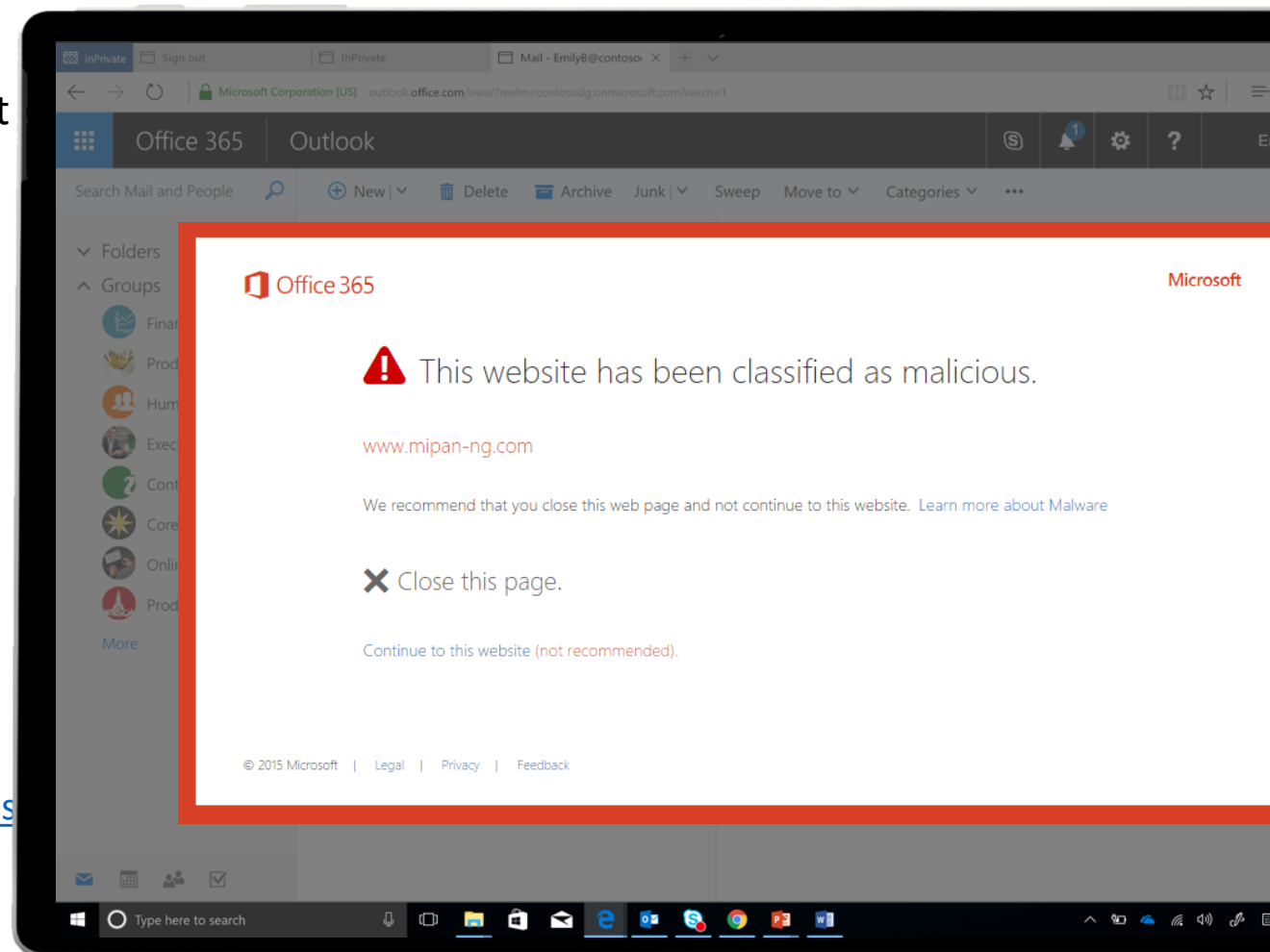
Advanced Threat Protection (ATP) *Microsoft 365 Business not O365*

What is it?

Office 365 Advanced Threat Protection (ATP) helps to protect organizations from malicious attacks and malware

What you need to know

- Scanning email attachments with [ATP Safe Attachments](#)
- Scanning web addresses (URLs) in email messages and Office documents with [ATP Safe Links](#)
- Identifying and blocking malicious files in online libraries with [ATP for SharePoint, OneDrive, and Microsoft Teams](#)
- Checking email messages for unauthorized spoofing with [spooftelligence](#)
- Detecting when someone attempts to impersonate users and an organization's custom domains with [ATP anti-phishing capabilities in Office 365](#)



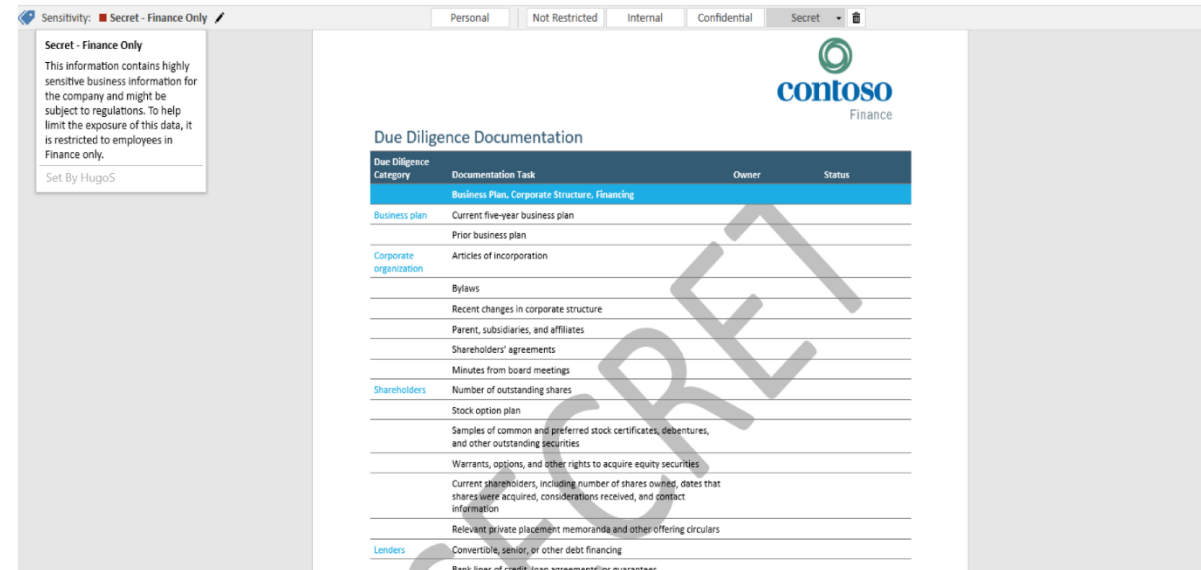
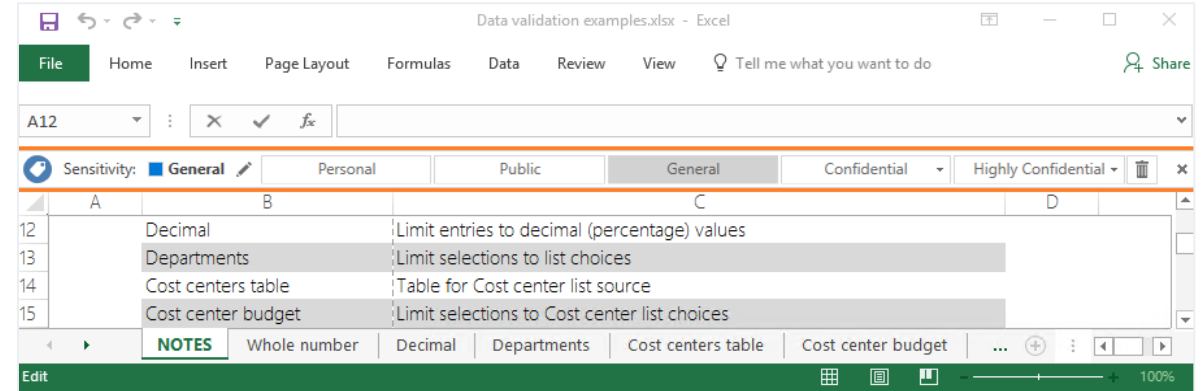
Azure Information Protection (AIP) *Microsoft 365 Business not O365*

What is it?

Azure Information Protection (AIP) is a cloud-based solution that helps an organization to classify, label, and protect its documents and emails.

What you need to know

- AIP works by classifying data based on sensitivity. You 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's stored or who it's shared with.
- Define who can access data and what they can do with it—such as allowing to view and edit files, but not print or forward.
- AIP is turned on with a default set of labels in Microsoft 365 Business



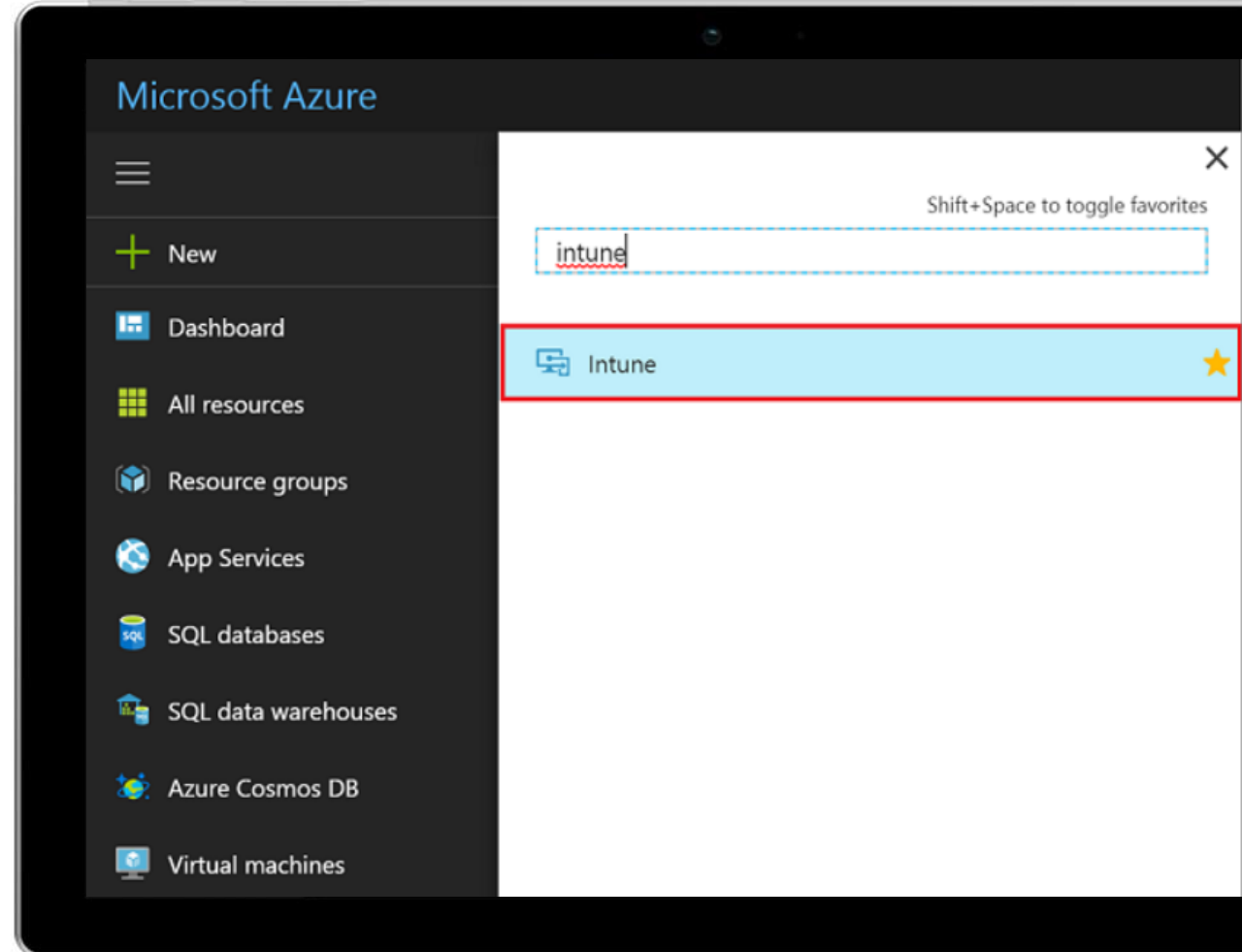
Intune *Microsoft 365 Business not O365*

What is it?

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

What you need to know

Baseline policies created by configuration wizard
Custom policies created by tiles such as Device Actions
Advanced customization available in Intune portal



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 ⁴	●	●
	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

[3] Currently in public preview in US, UK, Canada

[4] Data Loss Prevention Features will be available summer 2018

Your opportunity

\$36

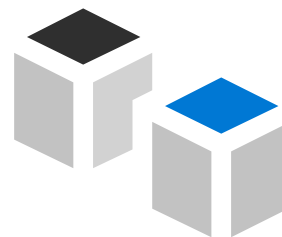
Per user revenue
per month



Acquire new customers



Increase Managed
Services



Differentiate with unique
solutions

Microsoft 365 Business customer scenarios

	SMB customer scenario	Move to...	Pitch value
1	Office 365 Business Premium Office 365 E3 Office 365 Business Office 365 Business Essentials	Microsoft 365 Business	Focus on advanced security and device management capabilities in Microsoft 365 Business
2	EM+S E3 customer Other security vendors	Microsoft 365 Business	Pitch customers on ability to consolidate into one, integrated solution @ \$20 price point. If the customer needs conditional access, consider attaching AAD P1
3	Exchange Online Plan 1	Office 365 Business Premium then Microsoft 365 Business	Pitch modern way to experience Office client and opportunity to transform Teamwork and Security scenarios within the organization
4	Office perpetual (eg Office 2010) Windows 7	Office 365 Business Premium then Microsoft 365 Business	Pitch opportunity to modernize their business using end of support for Office 2010 and Windows 7 as key moment. Attach move to Office 365 with new Windows 10 Pro device

Scenarios where Office 365 E3 makes sense for SMB

- ✓ Customer is over 300 users
- ✓ ~~Customer needs shared computer activation (SCA)~~ **New:** Available to M365B Users on 04/30/19
- ✓ Customer needs enterprise cloud voice (PSTN conferencing and calling)
- ✓ Customer needs on-prem CAL rights
- ✓ Group policy support & Excel BI Tools (Power Map, Power Pivot, Power Query, Power View)

Next steps



Lead with Microsoft 365 Business as hero solution

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



The Sky's the LIMIT: Partner Take Off

New Office 365 CSP Customer Adds offer

April 2019

US Only

The Sky's the LIMIT: Partner Take Off

This limited-time program creates opportunity for extra earnings when you drive new incremental Office 365 and Microsoft 365 CSP customer adds within your Modern Workplace practice

Program runs April 3, 2019 and August 31, 2019



Earn up to
\$3.5K

per incremental customer add

Two Ways to Earn

Earn on either greater than 50 seat adds or lots of smaller customer adds on CSP

Earn on largest customer value

Payout based on largest deals, no matter what order they are acquired

Soar to New Heights

Earn up to \$30K (partner target dependent) with incremental new customer adds



The Sky's the Limit: How it works



Go Above & Beyond = Partner Targets

Exceed your usual Modern Workplace customer add growth rate and earn extra money one of two ways:

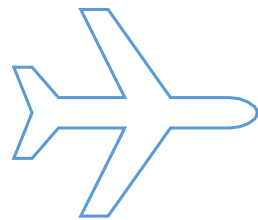


All Up New customers adds

or



New customer adds with greater than 50 seats



[Register Here](#)



Partner Eligibility

MPN CSP Partner in the US



Customer Add Eligibility

Net new customer must not have associated CSP Office 365 revenue from trailing 12 months



SKUs Eligibility

SKU Type	Tier 1	Tier 2	Tier 3
SKU Pay Rate	\$50/seat	\$35/seat	\$10/seat
SKUs	Microsoft 365 Business Microsoft 365 E3 Microsoft 365 E5 Office 365 E5	Office 365 Business Premium Office 365 E3	Microsoft 365 F1 Office 365 Business Essentials Office 365 E1 Office 365 Business Office 365 ProPlus Exchange Online (Plans 1 & 2)



Payout Structure

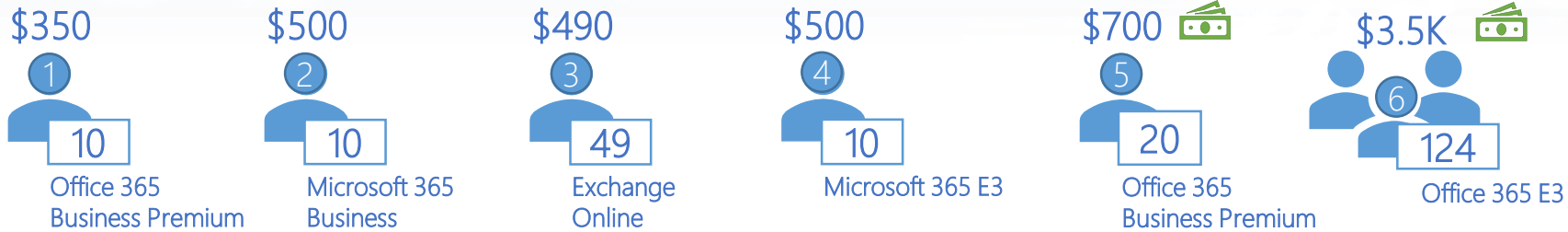
- Funding earned once 1 target is met
- Calculation based on number of seats and seat payout rate¹
- Any eligible seat sold in the period counts²
- Seats/Customers must be active at final calculation to be count
- Payout based on largest deal, no matter what order they are acquired

1. Earnings capped at \$3.5K/customer add and between \$30K-\$150K/partner depending on all-up customer target
2. Pay rate varies by SKU, see T&C's for details

The Sky's the LIMIT: Examples of ways to earn

1 Exceeding the all up target for Customer Adds, misses the Greater than 50 seat Add Target

Customer Add Targets
All-Up: 5
Greater 50 Seats : 2



Total Earnings

Customer Add Actuals
All-Up: 6 ✓ (2)
Greater 50 Seats: 1 ✗

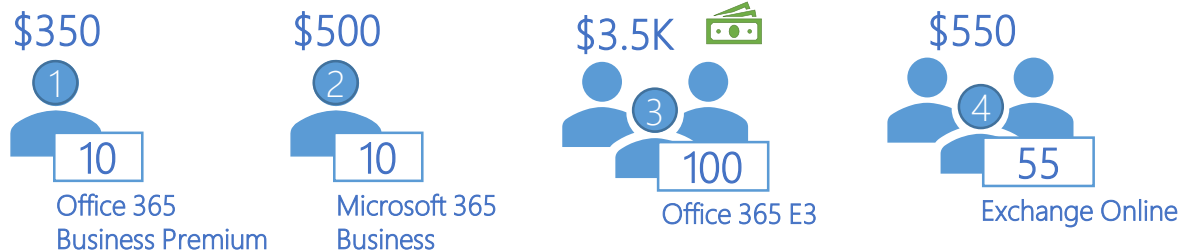
Earned: 2
\$700 + \$3,500 =

\$4.2K

All up target of 5, added 6 customers:
get paid on 5 and 6th customer add

2 Meets Greater than 50 Seat Add Target, but not the All up Add Target

Customer Add Targets
All-Up: 5
Greater 50 Seats : 2



Total Earnings

Customer Add Actuals
All-Up: 4 ✗
Greater 50 Seats: 2 ✓ (1)

Earned: 1
\$3,500 =

\$3.5K

Greater 50 target 2, added 2 greater
50: get paid as soon as hit target

The Sky's the LIMIT: Registration Process



Individual is the MPN Partner Admin so T&Cs default



[Register Here](#)



Individual isn't the MPN Partner Admin - click on Find Your Primary Contact as they can find the MPN partner admin

Microsoft Partner Network Membership Support

Search Partner Network

Membership How It Works Incentives Your Accounts and Reports Enroll Renew Dashboard

Virtual Organization MPN Org Hierarchy Training Documents Channel Incentives Release Summary View Data Refresh Details

Profile, Membership & Training Cloud Product Performance Internal Use Rights Benefits Learning KPI Customer Opportunities Sky's the LIMIT

Sky's The LIMIT Offer

CUSTOM AGREEMENT ("Custom Agreement")
FOR
CSP PARTNER: INCREMENTAL CUSTOMER ACQUISITION AND LARGE CUSTOMER DEALS ("Program")

OFFERED BY ("Microsoft Corp")

PROGRAM OVERVIEW

Microsoft extends to Insert partner name here the opportunity to participate in the Program referenced above subject to these Program Terms & Conditions ("Program Terms"). The partner participating in the Program is hereinafter referred to as a "Company."

The Program is governed by the Program Terms, which incorporate by reference the Microsoft Partner Network Agreement (as in effect between Microsoft and Company, the "MPN Agreement"). Capitalized terms used but not defined in these Program Terms have the meanings assigned to them in the MPN Agreement. These Program Terms are subject to local requirements and may vary by jurisdiction, and Company retains sole discretion to set pricing for sales of applicable products.

BY PARTICIPATING IN THE PROGRAM, SUBMITTING INFORMATION TO MICROSOFT IN CONNECTION WITH THE PROGRAM, OR ACCEPTING ANY PAYMENTS FROM MICROSOFT AS A RESULT OF THE PROGRAM, COMPANY AGREES TO AND ACCEPTS

By accepting these terms, you are responsible for:

- Checking back frequently to confirm targets and track your progress
- Informing your sales team of the program details found here
- Providing a billing contact if your organization meets or exceeds targets to receive payment

I agree to the Terms and Conditions

Please enter your full name to accept the offer

Information on this site is confidential and subject to NDA and/or the confidentiality provisions in the Microsoft Partner Network Agreement. This information is made available on an as-is and as-available basis and is only intended for reporting only. It should not be used for calculating incentive. This information is to be accessed or viewed by authorized representatives of the Microsoft partner identified by 5039500 shown above. YOU MAY NOT DISCLOSE THIS INFORMATION TO ANY UNAUTHORIZED PARTY OR USE IT FOR ANY PURPOSE OTHER THAN IN FURTHERANCE OF YOUR MICROSOFT-RELATED BUSINESS WITH THE CUSTOMER IDENTIFIED ON ANY USAGE RELATED REPORTS.

Please report any concerns regarding the data appearing in this report to MPN Help



Membership How It Works Incentives Your Accounts and Reports Enroll Renew Dashboard

Revenue and Performance reporting requires permission from your Primary contact.

Find your Primary contact >

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Open Discussion/Questions



Upcoming Events

- **Why SYNEX 2.0 Webinar**
 - Tues., April 30th at 2:00 PM ET
 - [Register Here](#)
- **Securing the Cloud: M365 Security Best Practices Webinar**
 - Thurs., May 2nd at 2:00 PM ET
 - [Register Here](#)
- **M365 Business Technical Workshop**
 - Tues., May 7th at 8:00 AM – 5:00 PM ET
 - Charlotte, NC @ Microsoft Office
 - [Register Here](#)
- **2019 Microsoft Virtual Tradeshow**
 - Wed., May 22nd at 9:00 AM – 7:00 PM ET
 - [Register Here](#)

Office 365 Premium add-ons

Add-ons are SKUs that can be added to an existing suite or service

		Business Essentials or Business Premium	Microsoft 365 Business	Office 365 Enterprise E3	Microsoft 365 Enterprise E3	Office 365 Enterprise E5	Microsoft 365 Enterprise E5	Price (USD)
Security	Advanced Threat Protection	Add-on	Included	Add-on	Add-on	Included	Included	\$2
	Office 365 Cloud App Security	Add-on	Add-on	Add-on	Add-on	Included	Included	\$3
	Advanced Compliance	Add-on	Add-on	Add-on	Add-on	Included	Included	\$8
	Threat Intelligence	Add-on	Add-on	Add-on	Add-on	Included	Included	\$8
Analytics	Workplace Analytics	N/A	N/A	Add-on	Add-on	Included	Included	\$6/\$2
	MyAnalytics	Add-on	Add-on	Add-on	Add-on	Included	Included	\$4
	Power BI Pro	Add-on	Add-on	Add-on	Add-on	Included	Included	\$10
Voice	Audio Conferencing	Add-on	Add-on	Add-on	Add-on	Included	Included	\$4
	Phone System	N/A	N/A	Add-on	Add-on	Included	Included	\$8
	Calling Plan (Select countries)	N/A	N/A	Add-on Phone System Required	Add-on Phone System Required	Add-on	Add-on	\$12/\$24**

¹There are no technical blockers for customers to purchase Office 365 Cloud App Security, but usage can only be achieved if an Office 365 workload is deployed.

²Dial-out conferencing capabilities may incur additional per minute Communications Credits charges. Customers can disable these features to avoid additional billing. \$24 includes both International and Domestic calling plans. Domestic only calling plans are available for \$12.

Tax is included in price in the US. Service usage limits exist to manage fraud, abuse, excessive use, and maintain service performance. Further details about these services can be found in our recently published [Service Use Terms](#).

³5,000 Seat Minimum. \$6pupm for E1/E3, \$2pupm for E5

The Sky's the LIMIT: Examples of ways to earn ...

3 Meets both the Large Deal and All up Target – but paid only on the largest (50+ Seats) target

Total Earnings

Customer Add Actuals
 All-Up: 6 ✓ (2)
 Greater 50 Seats: 4 ✓ (3)

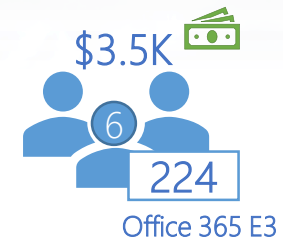
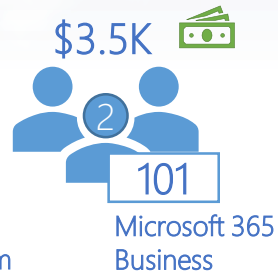
🏠 Earned: 3

$\$3.5K + \$3.5K + 3.5K =$

\$10.5K

Partner paid on the largest of the 2 potential payouts (Greater 50 Seats)

Customer Add Targets
 All-Up: 5
 Greater 50 Seats : 2



4 Meets or Exceeds no targets, get no payout

Total Earnings

Customer Add Actuals
 All-Up: 4 ✗
 Greater 50 Seats: 1 ✗

🏠 Earned: 0

$\$0 =$

\$0K

Partner earns no payout as neither target was met

Customer Add Targets
 All-Up: 5
 Greater 50 Seats : 2

