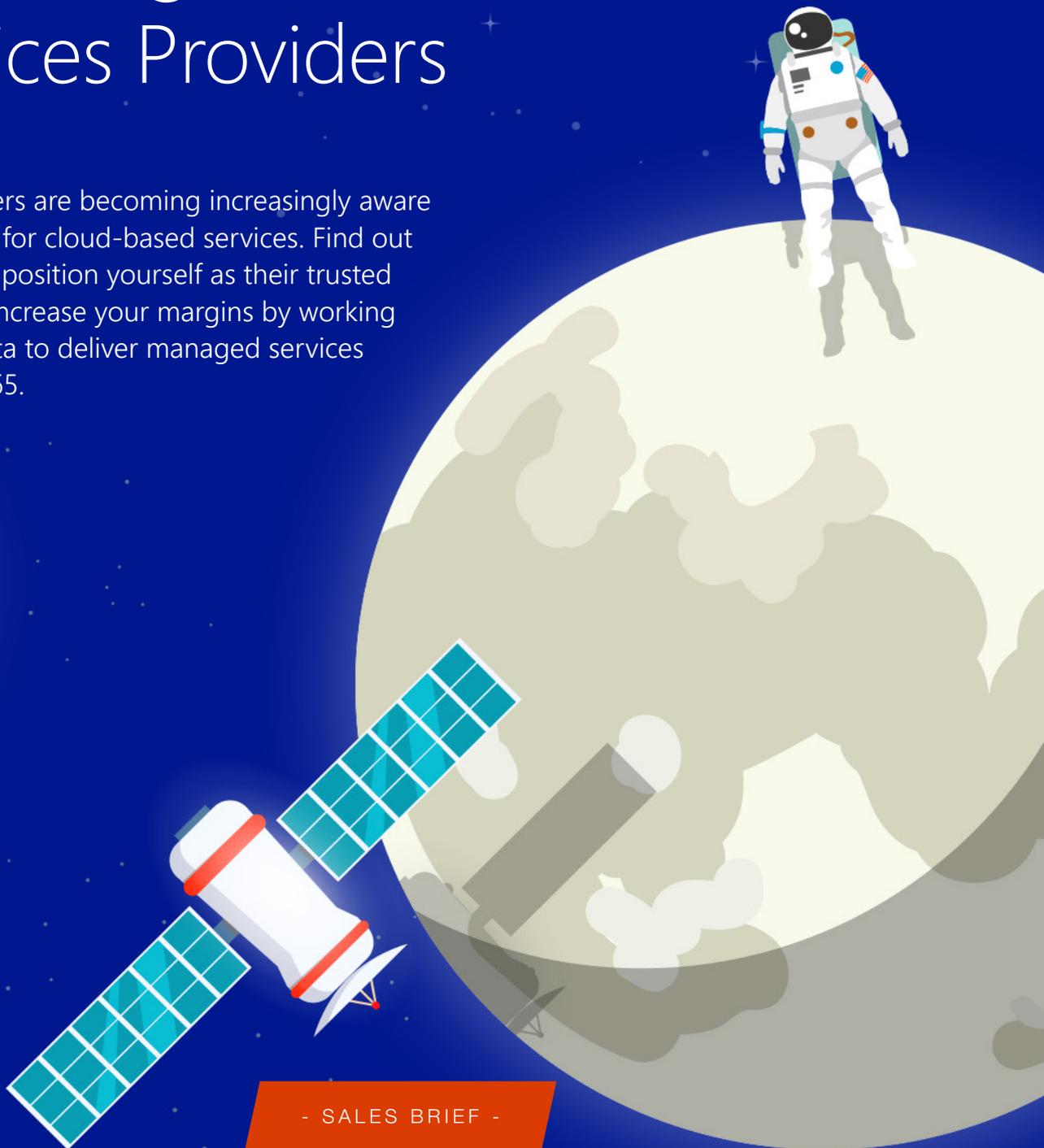


Microsoft Office 365 opportunities for Managed Services Providers

Your customers are becoming increasingly aware of their need for cloud-based services. Find out how you can position yourself as their trusted advisor and increase your margins by working with Tech Data to deliver managed services with Office 365.



At the core of Microsoft's productivity story sits Office 365 - the Office your customers know and love - with full desktop applications such as Outlook, Word, PowerPoint and Excel; available across multiple devices and always up to date.

Unsurprisingly, adoption of Office 365 is already high in the SMB market, but there's still plenty more opportunity to help customers move to the latest productivity platform.

Once in the Cloud with Office 365, it is unlikely these businesses will ever return to maintaining on-site hardware and software.

Any additional products or services you attach or "embed" in Office 365 will enjoy great customer loyalty. Microsoft suggests starting with email, and building out from there into SharePoint, Yammer, Skype for Business and OneDrive.

Once you're comfortable with Office 365, start to think about introducing further cloud services; currently only 40% of partners sell more than one cloud service, yet these are the partners that tend to be amongst the most profitable.

Partner Opportunities with Office 365



Deliver end-to-end solutions complete with support, applications, network, and hardware.



Introduce hybrid scenarios, upgrades, and long-term journey to the cloud options.



Integrate with LOB apps and leverage APIs to build unique IP.



Guide organisations through their transformation journey and drive adoption.

Maximise your profit with Office 365

To take your Office 365 business to the next level, think about:



Pitching incremental project services to light up each Office 365 workload, post-deployment examples include training or change management.



Adding managed services to your Office 365 practice and becoming your customer's outsourced IT department.



Creating SharePoint templates and extension apps, package as repeatable IP and monetise. These will also help you drive consumption and the more your customers' use the technology the more likely they'll keep paying for it!

Dedicated support from the specialists

Committed to delivering across four key areas, our team will help you to grow your sales, increase your profit margins, reduce your costs, and improve customer satisfaction.

Discover Tech Data's values

Our partners are our priority. Discover how we can help you to become your customer's trusted advisor.

[Learn more on Tech Data's Trusted Advisor website](#)

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