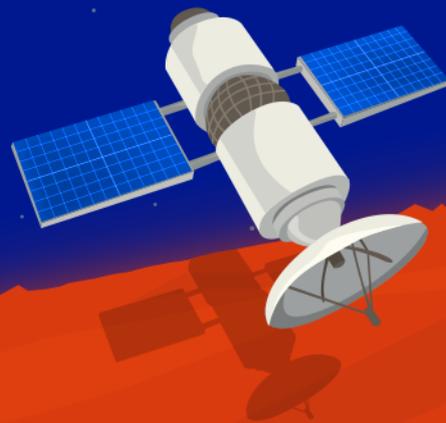
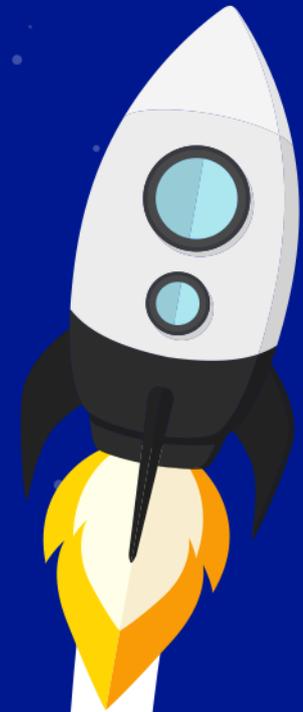


Microsoft Azure opportunities for Managed Service Providers

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 Azure.



Azure is Microsoft’s elastic cloud computing platform that helps your customers grow with greater efficiency and be more responsive to change.

With a growing collection of integrated cloud services – analytics, computing, database, mobile, networking, storage and web – you are empowered to get your customers up and running fast, scaling up or down as needed and paying only for what they use.

Azure enables you to offer bespoke solutions and services to your customers without needing to invest in hardware, reducing their capital costs and increasing their speed to market.

Partner opportunities with Azure



Provide customers with an easy, affordable backup and archival cloud solution that provides ongoing services with recurring revenue streams.



Cross-sell into High Availability and Disaster Recovery using Azure Virtual Machines



For customers running SQL Servers, offer a fast, easy way to back up on-premises databases to the cloud with Azure

Maximise your profit with Azure



Concentrate on niches to better differentiate yourself. What 3rd party applications could help you and your customers?



Look to move additional workloads to Azure over time



Build out automated tools and own IP to lessen the reliance on project services and boost margins – these could be anything from automated monitoring, alerting and logging, automated backups and disaster recovery, to external portals for customer information

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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