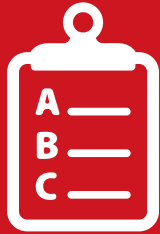


# *Accelerate IT*



## Microsoft CloudOne Partner Strategy

# Meeting Objectives

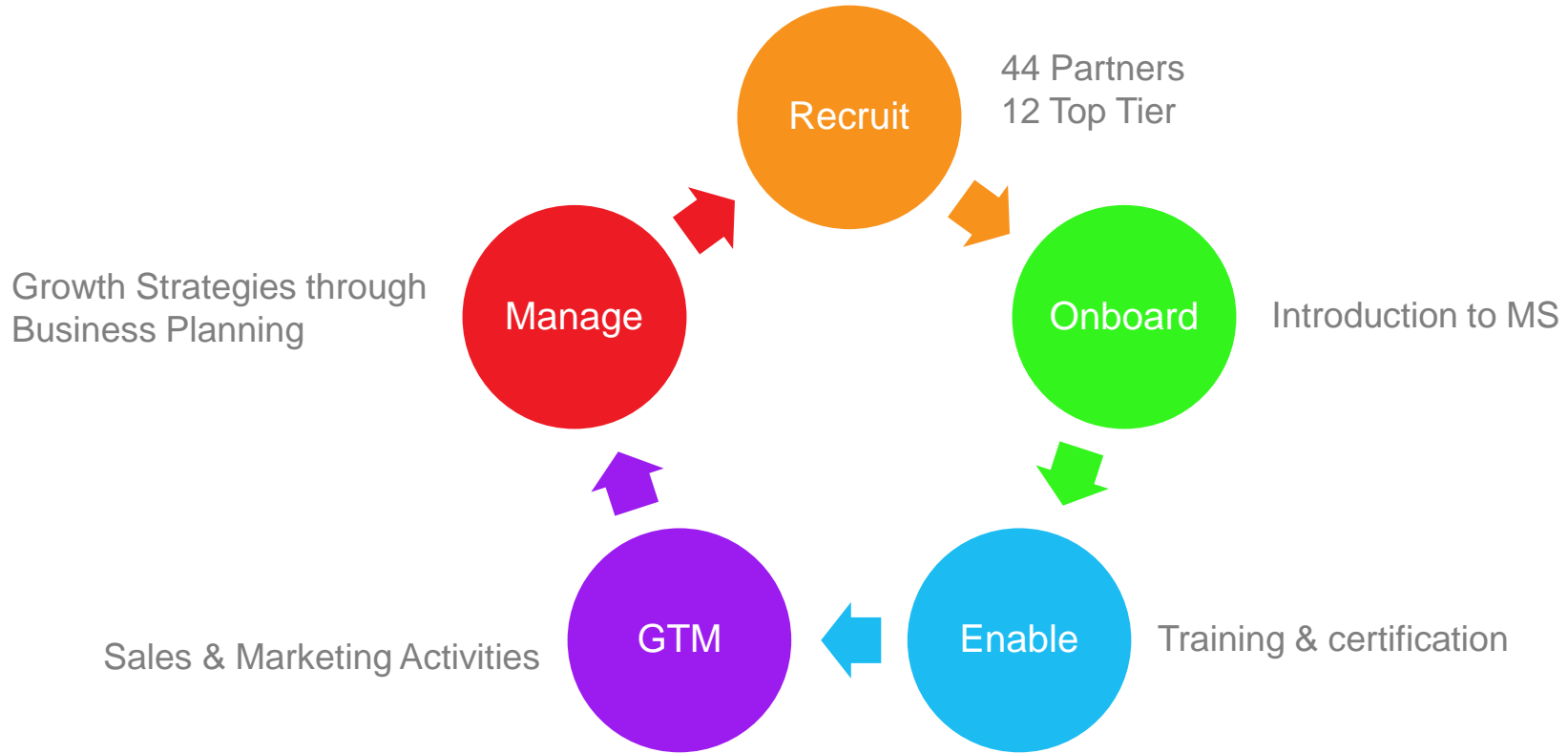
## Agenda

- Gain alignment on strategic Partner Enablement Program, *Accelerate IT*
- Illustrate expected business outcomes
- Gain support for program and agreement to move forward

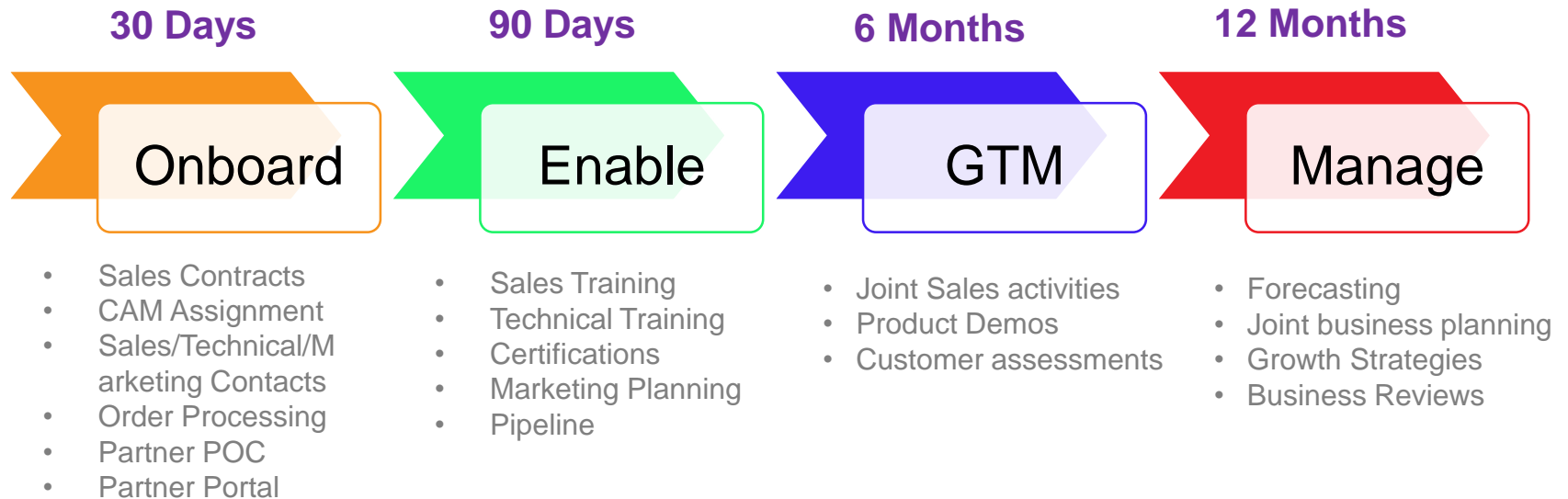
## Background

- Recruited and Onboarding 44 Partners for CloudOne
- Top 12 Partner Program

# Program Objectives – Accelerate IT



# Program Components – *Accelerate IT*



# How we measure success – *Accelerate IT*



# Next Steps

- Develop Communication Plan
- Align Internal Resources
- Secure Budget
- Launch Enablement Plan



Together we can *Accelerate IT*