Accelerate IT



Macrosoft 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

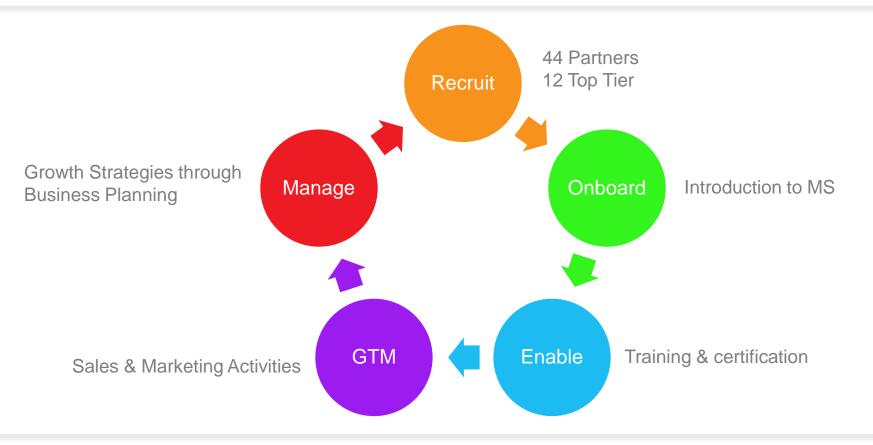
Background

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



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Program Objectives – Accelerate IT



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Program Components – Accelerate IT



- arketing Contacts Order Processing .
- Partner POC .
- Partner Portal ۰

- Marketing Planning •
- Pipeline •

- Growth Strategies
- **Business Reviews** .



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How we measure success – **Accelerate IT**







Next Steps

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







Together we can **Accelerate IT**



