



Cloud Go-To-Market Strategy

Empowering partners to capture the cloud market opportunity



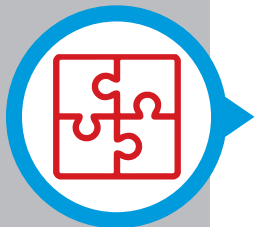
Cloud Expertise & Support

Assisting partners go-to-market with business development, sales, marketing and technical resources, and execution management through support and operational professionals.



Success Path to Cloud

Helping partners provide ultimate value to their customers by leveraging managed services to profitably launch, optimize and maximize their cloud practice.



Intelligently Designed Cloud Clusters

Developing integrated cloud solutions that facilitate guided selling, generate technical efficiency, maximize partner profitability and create user value. [See the back for an example solution](#)



Digital Commerce Platform

Delivering operational scale through a single platform for purchasing, provisioning, invoicing and management, allowing partners to profitably manage a cloud and XaaS business.



XaaS Enablement

Providing anything as a service by utilizing specialty financial programs to combine hardware, cloud and services into a flexible monthly payment, while accelerating partner cash flow. [See the back for details](#)

We are your partner in the cloud!

1.800.877.1200



Email & Productivity Cloud Cluster

Purpose-built to increase customer value and maximize partner profitability.



XaaS Enablement

Build customer relationships and recurring revenue with hardware, software and service bundles.

