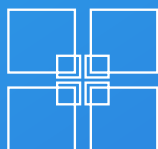


**vuzion**

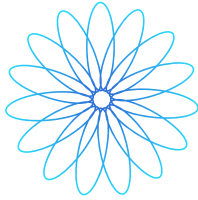
Powered by Cobweb

Future Proof Business

# CSP Enablement



**Vuzion** Partner programme overview



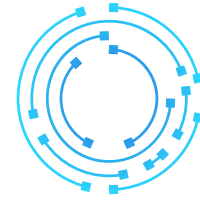
### About the Program

The Vuzion CSP Enablement Program is designed for channel partners who are looking to obtain a 1-Tier CSP Status. You will gain out-of-the-box capabilities to help you manage the customer lifecycle effectively.



### About You

If you have already built a strong support capability in house as well as a solid service portfolio, but are lacking billing capabilities, we can help you successfully transact Microsoft services alongside your own



### About our Smart Ecosystem

You get access to a leading cloud automaton and management platform that allows you to provide a seamless experience from sale to bill. You can swiftly transact Microsoft cloud services alongside your own under a unified billing model.

### About the Microsoft CSP Program

The Microsoft Cloud Solution Provider program enables partners to directly manage their entire Microsoft cloud customer lifecycle.

Partners in this program utilize dedicated in-product tools to directly provision, manage, and support their customer subscriptions. Partners can easily package their own tools, products and services, and combine them into one monthly or annual customer bill.

### There are **two models** available for partners

The 1-Tier model is a high capability model where partners work directly with Microsoft and they sell to their customers. This model requires providing product and billing support for customers.

The 2-Tier model where you work with a CSP distribution partner who can provide the end customer and product support capabilities you may lack.

Cobweb was one of the few partners to be awarded a both a 1 and 2 Tier CSP level. Our 1-Tier capabilities enable us to provide channel partners with as-a-service capabilities around end customer lifecycle management.

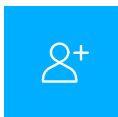
# Building capabilities

We will help you with APS deployment and API service integration in order to provide a unified and simplified customer experience across all your services



### Billing as a service

You will gain out-of-the-box capabilities around automated customer invoicing, payment collection and credit control. You can brand and customize invoices, retain full retail price control and run price promotions.



### Your customers

You can set up customer accounts and start transacting in minutes.



### Your prices

You can set your own pricing for services and have better control over value add and margins.



### Your value-add

You can integrate and transact your own services.



### Your new invoicing system

You can provide unified billing for your customers across all services consumed, providing the right level of detail across all service components



### Your new payment collection system

You can offer direct debit (UK) and credit card payment options, making it easier for both you and the customer to control transactions.



### Your new credit control system

You can set credit control rules to enforce payment collection with the ability to automatically suspend services where payment failure occurs.

cobweb

Vuzion is powered by Cobweb, Cobweb was the first CSP to fully integrate and transact a customer through a leading cloud automation and management panel.

We have the know-how and speed to pass this capability on to channel partners swiftly.

# Building solutions



You can sell the full suite of Microsoft Cloud Services alongside your own.

- Microsoft Office 365
- Skype for Business
- Microsoft Azure
- Microsoft CRM Online
- Microsoft Enterprise Mobility Suite
- Microsoft Intune

## Microsoft Azure through CSP

You can easily provide automated, unified billing for Azure based offerings and your value-add professional services. Service components can be viewed on the invoice making things simple for you and the customer.

## Office 365 through CSP

You can easily switch your existing Office 365 business to CSP without disruption whilst increasing your margin significantly and gaining full control over your customers. It only takes a few clicks and there is no disruption in service for your customers.



You can access our Smart Ecosystem to source more cloud-based and professional services that can complement your existing portfolio and help you build more value-add

- IaaS
- Hosted Desktop
- Hosted MS Exchange
- Email encryption
- Email archiving
- Hosted MS SharePoint
- Cloud Backup
- Web Business Builder
- Iovox Call Tracking and Analytics
- Migration (Office 365)
- Onboarding (SharePoint, Dynamics CRM)
- Fast track (Intranet-in-a-box for SharePoint)
- Support as a Service

# Going to market

If you start expanding your portfolio by sourcing services from within our ecosystem, you will have immediate support throughout the customer acquisition and growth cycle.



## Go-to-market as a service

You will have access to training, marketing and support resources that will enable you to take solutions to market quickly.



## Lead Generation

We will help you grow your cloud business by providing you with leads you can follow-up on and convert to new business using large-scale marketing campaigns.



## Training as a service

You will access webinars, training videos and advisory boards that will help you better understand best practices around building the right solutions for your customers.



## Marketing as a service

You will access ready-packaged solution campaigns as well as cross-sell and up-sell workshops that will help you grow your customer and product adoption rate quickly.



## Support as a service

You will have access to our commercial and technical teams for pre and post-sale support as well as workshops around how you can transform your first line support function into a more commercially oriented one.



## Customer Lifecycle Management as a service

You will have our support with everything from marketing automation to CRM integration, content updates and market insight integration with your systems

## Getting started

We will work with you to understand your existing business and put together a fast-track plan for enabling you to build the necessary billing capabilities for becoming a 1-Tier CSP. You will be able to transact the full suite of Microsoft Cloud services, your own and those included in our Smart Ecosystem in a very short time.

# Future proof your business with Vuzion



### Sign up online

You can kick off the process by going to [www.vuzion.cloud](http://www.vuzion.cloud)



### Contact our channel team

Our channel team is always happy to help and can be reached on 0333 305 4809