

vuzion

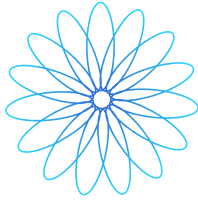
Powered by Cobweb

Future Proof Business

Cloud reseller in a box



Vuzion Channel programme overview



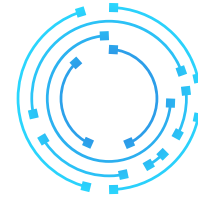
About the Program

The Vuzion Cloud Reseller in a Box Program is suitable for channel partners who want to build a sustainable business model by maximizing the cloud opportunity and becoming a complete solution provider. You will gain access to ready-packaged services, ready-to-use platform capabilities and ready-to-go marketing and support resources that can get you up-and-running in no time.



About You

Whether you are an ISP, Hostler, MSP, VAR, SI or Microsoft Partner under an EA, Open or Advisor agreement; running a small or large business, you can build a sustainable cloud business by creating and adding value throughout your customers' lifecycle.



About our Smart Ecosystem

Building a sustainable channel business model means being able to swiftly source new capabilities and complementary services that will allow you to build added value for your go-to-market propositions.

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 own customers. This model requires providing product and billing support for customers.

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

Vuzion (powered by Cobweb) was awarded 2-Tier CSP status, meaning we can act as a distributor and assist channel partners who may lack capabilities in any of the above areas to carry on or start selling Microsoft cloud services under a reseller model.

Building capabilities

As a Vuzion partner, you will join our Smart Ecosystem comprised of active vendors, cloud, SaaS and professional services providers. You can source new capabilities and access a full set of complementary cloud and professional services, enablement platforms and automation tools.

We will help assess your existing business model and create a fast-track plan that will allow you to build the right capabilities in no time.



Customer Lifecycle Management

You will gain access to a leading cloud automation and management platform that will enable you to provision, deliver, manage, bill and support your customers, providing them with a seamless experience from sale to bill.



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 onto our partners through Vuzion and enable your success.

Building solutions

We help assess your existing service offering and work with you to create a strong portfolio of cloud and professional services that enable you to create better value for customers.



End-to-end solutions

You will gain access to one of the most comprehensive cloud and professional services portfolios on the market, allowing you to create value-add and grow your business through maximizing cross and up-sell opportunities.

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.



Vuzion Ecosystem Services

Build more compelling solutions by bundling together the right service mix of cloud based and professional services from a comprehensive portfolio:

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

- 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

We will help you take your solutions to market quickly by supporting you throughout your 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

You can become a Vuzion partner today and a complete cloud solution provider tomorrow.

There is no investment required and you can be up and running in a matter of days, selling the full suite of Microsoft cloud services, complemented by the cloud and professional services included in the Vuzion Ecosystem as well as your own.

Future proof your business with Vuzion



Sign up online

You can kick off the process by going to www.vuzion.cloud



Contact our channel team

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