



Microsoft Partner Accelerator Program

A service for System Integrators (SIs) and Independent Software Vendors (ISVs) that want to maximize their Microsoft investment.



The Business Applications Partner Challenge



Microsoft

Microsoft needs its D365 partners to be well-versed on all the operational & technical requirements necessary to drive a successful practice



Dynamics Partner

Partner Center, Co-Sell, AppSource, MCP, and Marketplace are all critical to navigating Microsoft, but most partners lack the knowledge operationalize their practice.



Gap

Microsoft has limited resources to support the Dynamics Channel.



Opportunity Cost

Microsoft needs partners to be versed to comply with its Partner programs yet Partners struggle with keeping pace and managing the Microsoft partnership.

Operational Focus Areas

Partner Center Optimization

Success starts here. Ciellos will coach you on the fundamentals of Partner Center to activate your partnership & grow your business.

- Account creation
- Business & tax profile verification
- User & role management
- Essential program enrollment
- UI & process training
- ID & tenant management

Microsoft Cloud Partner Program & ISV Success

Our experts help you understand the MCPP & the new ISV Success Program to grow your revenue & unlock valuable Microsoft benefits.

- Program enrollment
- Competency attainment
- App development
- Solution assessment
- Solutions Partner designation
- CPOR claim management

Referrals Workspace & Co-sell Pipeline

Leverage referrals workspace to access Microsoft field sellers & unlock co-sell incentives

- User training
- Solution validation
- Readiness & incentive attainment
- Pipeline management
- Best practice and standards
- Connector integration
- Deal registration

Commercial Marketplace Support

The ability to deploy gracefully, is just as important, with services including:

- Offer validation
- Offer & solution publishing
- Industry tagging
- Marketing collateral
- Private offers
- Publisher profile management
- Market awareness & promotion
- Revenue growth

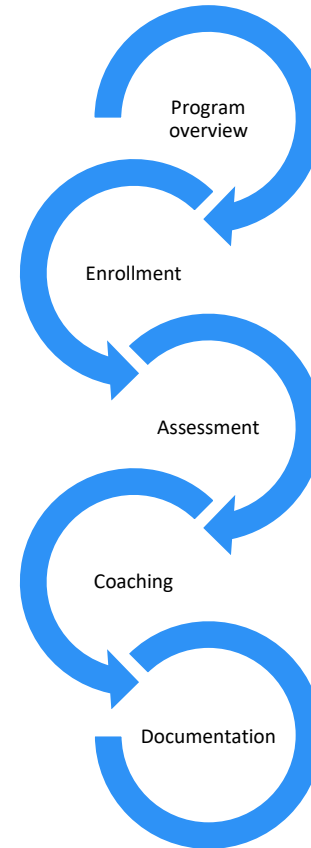


Introduction to MCPP & Business Applications Ecosystem

Requirements

- Enable Ciellos program manager as user in customer's Azure Active Directory (e.g. @cronus.com address)
- C-suite collaboration, access to executive or controller authorized to sign contracts & billing agreements
- Provide Partner Center permissions to program manager
 - MPN Partner Admin
 - Executive Report Viewer
 - Co-sell solution admin
 - Incentive admin

Deliverables



- Key program overviews
- Guided program enrollment
 - MCPP
 - CSP
 - ISV Connect & ISV Success
 - Commercial Marketplace
 - ISV Cloud Embed
- Assessment
 - Co-sell readiness
 - Solutions Partner readiness
- Coaching on key tasks
 - Solution management
 - Co-sell pipeline management
 - Co-sell deal registration
 - Co-sell solution readiness
 - Revenue recognition
 - Partner associations

\$3,000