



Wetransact

Say goodbye to tedious listing processes and **hello to cash**

Before, listing on Microsoft Marketplace required months of tech development...

Now, WeTransact takes it to 5 days with no tech team.

The Marketplace Landscape



From 10 to 50 B \$

Hyperscalers'* marketplaces revenue **will grow x5 from 2022 to 2025.**



Microsoft stands the tallest

Their total marketplace audience is about +1 Billion customers.



Buyers love it

They trust the ecosystem. They get one bill for all solutions.

*Amazon Web Services, Microsoft & Google Cloud Platform

Why SaaS companies sell more on Microsoft Marketplace



They leverage new budget

Their customers can use their cloud budget to purchase their solution on the Marketplace.



They build new channels

SaaS can work with +90K resellers directly from the Marketplace. They just have to agree on a margin.



They're not distracted

The Marketplace takes care of the invoicing, currency exchange & payout. No more stress.

To succeed in the marketplace you need:



A dependable and user-friendly integration

it's crucial to have a straightforward user interface that can adapt to any audience.



A thorough financial reporting

Know when payments will be made and take prompt action when customers fail to pay.



A clear and practical Go-To-Market Strategy

Understand your new marketing levers, identify low-hanging fruits & bring ROI the fastest

The Problem

- Landing a successful SaaS listing on the Microsoft Marketplace is complex.
- It requires : **1** A dev team available, **2** To facilitate collaboration between commercial and technical teams, **3** Complete Microsoft Partnership criteria, **4** Develop a Go-To-Market.
- Current tools are cumbersome and slow, hindering progress.
- Maintaining Marketplace integration is demanding. Failure could lead to a full reboot, hardening productivity.

The Solution

WeTransact is a **software** that:

- 🔗 Makes publishing **easy as 1-2-3. No tech team needed anymore.**
- 🔗 Offers a built-in order management and financial reporting features.
- 🔗 Handles marketplace integration maintenance.
- 🔗 Ensures **all** Microsoft partnership criteria **are met** (Co-Sell, MACC & PRACR).
- 🔗 Offers Go-To-Market Direction.

Our Publishing process

5*30 min = 2h30

Day 1

CHECK-IN

Complete Tax & Payout

Grant Access to WeTransact

Define Pricing model

Day 2

ONBOARDING

Complete marketing details

Review T&Cs

Add pricing

Day 3

LISTING CLEARANCE

Validation of Microsoft
partnership criteria

Day 4

FASTEN YOUR SEATBELT

Go-To-Market Workshop

Final review

Q&A

Day 5

TAKE-OFF

Go-Live

The Secret Sauce: The Go-To-Market Advisory

Build a new sales channel in no time

MARKETPATHS

Decode the three marketplace channels.
Uncover your primal path

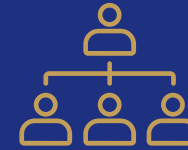
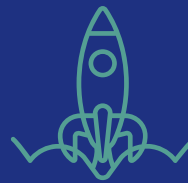


EXPRESS KICKOFF

1. Identify low hanging fruits
2. Follow templated approach
3. Training of your salesforce
4. Leverage WeTransact pre-built library

MAKE A BUZZ

Make a Splash with Your First Sales.
Grab Microsoft Channel Spotlight



OPERATIONAL EXCELLENCE

Build the right mechanisms.
Setup the right ROB to maintain a consistent channel pipeline

MAGNETICITY

Add the extra-differentiators to become unavoidable



Our expertise*

10+

years in channel,
sales and R&D at:



50+

Happy Customers



medXnote



itineris



Salutare

25+

covered countries in
EMEA, India & Americas



Pricing

Grow

1 Product listing

Setup charged year 1

Analytics Dashboard

Order Notifications

Go-To-Market consults

Validation of partnership criteria

€ 9999/ 1st Year*

Add-ons

(priced per-year)

Additional product listing - € 1500

Metering per product - € 1000

Need a custom plan ?

[Contact Us](#)

** Then € 4999 from Year 2



There's more to explore

We can optimise your Microsoft licensing

**You're buying licenses directly to Microsoft ?
We can make it less expensive at no costs**





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