



Ease Your Way to Amazing Cloud Business Success

Unlock New Revenue with DXC SLMS Expertise and Microsoft Azure

DXC SLMS is the only CSP distributor that provides the right blend of methodology, customized planning, and expert support to help hosting partners achieve success with cloud solution sales.

You're ready to capture amazing opportunity by becoming a Cloud Solution Provider (CSP) reseller, but you want a solid plan. It can be difficult to know who to partner with, which platform to use, and which workloads to prioritize. You need to migrate your hosting business seamlessly, without experiencing any disruptions which could harm your customers.

Enter DXC SLMS and Microsoft Azure – your experts and the best platform to cloud-ease your way to unlimited and lasting business success.

Here's how we help you:

▶ Partner with DXC SLMS – The Cloud Business and Azure Experts

Let's set strategy together:

- Partner with our cloud migration and business planning experts to gain a strategy that will optimize your needs for operational efficiency, total cost of ownership, and ROI.
- We'll help you consider the profit potential in bundling IaaS and PaaS offerings and developing SaaS offerings for customers' unique needs.

You'll get a solid migration plan:

- We'll work with you to create a customized migration plan that targets your highest-value workloads first.
- DXC experts provide you with licensing services to optimize cost and realize all the savings you're entitled to.

Developing Your Migration Plan

DXC experts can help you answer such questions as:

- How do I create a cloud strategy that works for my business?
- Which applications and workloads should I move first?
- How can I make money with Azure and migrate my entire business to the cloud?
- And how will becoming a CSP impact my bottom line?

We'll help you prioritize workloads considering such factors as:

- Application complexity and elasticity
- Legacy dependencies
- Latency requirements
- Seasonality
- Scalability
- Data structure
- Storage and backup
- Security and compliance
- Business continuity and resilience

CSP Resellers can earn margins from 45% for IaaS offerings to 65% for full vertical SaaS solutions.

▶ Evolve Strategically with Azure – The Platform for Cloud Services and Development

Here's how you make money with Azure via our Cloud marketplace:

- Support your customers' drive to create hybrid cloud infrastructures with stable, secure, and scalable services based on Azure.
- Choose the solutions you want to sell, from 100+ different Azure services.
- Automate provisioning and set your own pricing to optimize profits.
- Get marketing and sales toolkits to drive demand fast.

▶ Simplify Azure and Scale – Growing Across Customers, Regions, and Verticals

Future-proof your business with Azure, the platform for growth:

- Bundle, build, and scale with Azure, the trusted cloud
- Use Azure's DevOps tools to build SaaS apps with any tool or language you want.
- Add your own services, consulting, and business processes from the DXC Cloud Marketplace.
- Capture high margins and win long-term customer business with verticalized solutions.

Cloud partners who move more than 50% of their business to the cloud have 2X the growth and 1.5X the gross profit of their lagging peers. Source: IDC

Become a Microsoft CSP Reseller today

Let DXC SLMS and Azure help you cloud-ease your way to amazing business success.

Contact us at SLMSHOSTINGAMS@dxc.com today to schedule a free strategy session that's customized for your business. Learn more and access the resources you need at <https://dxcsparc.com/azure-marketplace>.

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