



Capitalize on your new capability to operate as a CSP direct bill and indirect reseller

Effective August 31, 2018, there are new, significant, and costly requirements to maintain a CSP Direct (Tier 1) partnership with Microsoft.

Microsoft announced that Partners who wish to operate as a CSP direct partner must purchase and maintain either the Microsoft Advanced Support for Partners (ASfP) plan or the Microsoft Premier Support for Partners (PSfP) plan prior to the anniversary of their enrollment date. In addition to purchasing either of these \$15,000 minimum annual support policies, a direct partner must also:

- Provide their own provisioning and billing platform.
- Deliver at least one managed service, IP service, or customer solution application on the Microsoft platform.
- Meet additional performance requirements and thresholds.



Time to decide

In today's cloud-first environment, you must decide quickly and move fast. You have the choice to either make significant new and ongoing investments in your infrastructure, support practices, service offerings, and sales and marketing operations; or you can partner with an indirect provider such as DXC SLMS to deliver cloud services.

DXC SLMS is the only Microsoft CSP distributor that provides you with the right blend of methodology, customized planning, and expert support you need to achieve success in cloud solution sales. As a CSP indirect reseller through DXC, you will get the infrastructure you need to sell through the CSP program without the upfront costs and investments. We have the systems, processes, and cloud marketplace you need in place to help you go quickly to market without complex system integration. You can buy all your SKUs directly from DXC and sell them to your clients at the profit you choose. We'll give you access to a business portal, plus business guidance and flexible rates and terms so you can operate your cloud business on your terms. This gives you more time to focus on your customer offerings and grow your business.

How to switch from direct to indirect:

In January 2019, Microsoft announced a new CSP indirect reseller transition capability that eases the transition from direct bill partner to indirect reseller and accelerates your new business growth as an indirect reseller. Once you enroll as an indirect reseller using the capability, it allows you to operate as a direct bill and indirect reseller using the same direct bill tenant for a limited transition period, providing a consistent experience during the transition. You can start adding new customers as an indirect reseller while maintaining your existing customer subscriptions in the same tenant with this streamlined transition process.

Follow these key steps to transition to an indirect reseller:

1. Keep your partner MPN profile up to date.
2. Transition and enroll (opt in) as an indirect reseller using existing direct bill partner tenant. Visit <https://docs.microsoft.com/en-us/partner-center/transition-direct-to-indirect> for more details.
3. Partner with DXC as your indirect provider. During this transition, we will provide you with -
 - Self-serve commerce portal – this allows you to take customer orders seamlessly
 - Platform for ISV solutions – develop custom applications rapidly and scale.
 - Business services & guidance – support to help you transform your business by offering complementary services and guidance on how to grow revenue.

As part of transitioning to an indirect reseller, you may be qualified to receive indirect reseller incentives. Eligibility to earn FY19 CSP indirect reseller incentives requires:

- An active MPN membership
- Attainment of a defined competency at the silver or gold level*
- Completion of the onboarding process

Once you have successfully enrolled as an indirect reseller on your existing direct bill partner tenant and fulfill the required eligibility components*, you will receive an invitation to enroll for the indirect reseller incentive program within 30 days. The invitation is based on the partner MPN account that is currently associated with your CSP partner tenant. The invitation will be sent to the email address associated with the partner MPN account owner.

As Microsoft's Cloud Solution Provider (CSP) program continues to grow, we want to ensure that you are positioned to address growing customer demand for cloud solutions, value-added services, and support. Contact us at SLMSHOSTINGAMS@dxc.com to get expert guidance on how to best capitalize on your new capability as CSP Direct Bill and indirect reseller.

* For additional information and a list of defined competencies, please reference <https://aka.ms/partnerincentives>



Contact your DXC SLMS Hosting representative at SLMSHOSTINGAMS@dxc.com to get started.