

# FastTrack for Azure

## Accelerate your business

A remote customer success service that accelerates customer onboarding and deployment.

### Accelerate

Join forces with FastTrack engineers to engage customers and guide their cloud journey

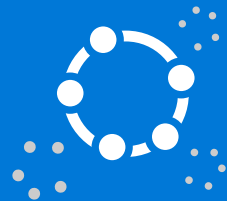
- **Work side-by-side** Azure engineers to get expertise to address customer needs
- **Use the support** of Azure engineers to ensure successful experience for you and your customers
- **Strengthen your awareness** of – and how your customers can leverage – all Azure solutions



### Connect

Receive qualified customer leads with cloud-ready projects for FastTrack Azure partners

- **Receive** qualified customer leads as an eligible partner
- **Be matched** to customers whose cloud vision can benefit from your Azure expertise
- **Get started** quickly with the Azure engineers briefing you on customer needs and engagement details



### Monetize

Let FastTrack for Azure grow your business with deployment services and consumption incentives

#### Get paid while boosting your customers' Azure growth

Up to \$15K FastTrack for Azure offer for deployment services to drive consumption

Microsoft will pay qualified eligible partners on behalf of the customer

Services should be for the FastTrack for Azure supported solutions

Availability of this offer is until December 31<sup>st</sup>, 2017 (while funding is available).

#### Get increased profitability with your customers' consumption\*

Up to \$100K/subscription in 12 months – DPOR consumption incentive

Up to \$150K across eligible subscriptions – advanced workload rebate

Up to \$3K/customer with less than \$1K in consumption in Jan 2017 – customer adds rebate



# Microsoft relies on partners like you

1

## PLAN



### FastTrack engineer

Identify key stakeholders  
Validate onboarding requirements  
Assess architectural needs

2

## SET UP

AAD synchronization and authentication  
Networking configuration and guidance  
Infrastructure and app platform configuration and guidance

3

## DESIGN & DEVELOP

Provide design principles and best practices  
Dev/test environment discovery and design review  
Migration planning  
Remediation guidance

4

## DEPLOY & MONITOR

Proof of Concept and warm handoff  
Guidance for Dev/Test deployment and close engagement with partner for successful deployments to production



### Partner

Follow up on lead or notification from FastTrack team

Support customer setup and deployment  
Drive complex requirements such as Express Route set up

Lead production deployment of Azure solutions

CUSTOMERS WITH PARTNERS: **72%** more Azure consumption **70%** less churn

## Become a FastTrack for Azure partner

### Qualify

- Obtained managed partner status (PDU, PSE, Alliance, or EPG)
- Achieved Cloud Platform Competency partner level on Microsoft Partner Network
- Located in a FastTrack for Azure supported market

### Participate

- Create a Microsoft Partner Center profile
- Verify your Azure workload-specific skills
- Be an accredited vendor in ECIF
- Agree to the partner participation agreement

## Connect with engagement-ready customers

- Azure customers located in the United States, Canada, or Australia
- Have an Azure project of USD \$60,000 or more per year or equivalent local currency
- Need to setup, configure, build and deploy one of the FastTrack supported Azure solutions
- Not directly supported by a Microsoft Cloud Solution Architect

Be there to guide your customer's cloud growth and digital transformation at every stage

[fasttrack.microsoft.com/Azure](https://fasttrack.microsoft.com/Azure)