Tech Data, Microsoft & You

The service and expertise of Tech Data.

The global reach, security, flexibility, and trusted reputation of Microsoft.

Read on to learn about the features and benefits of becoming a Microsoft Cloud Solution Provider (CSP) with Tech Data.

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Why Microsoft CSP?

GLOBAL

infrastructure for scalable reach.

TRUSTED

and used by 95% of Fortune 500 companies.

COMPREHENSIVE

compliance portfolio with more than 90 offerings – the world's largest.

FLEXIBLE

with 100-plus end-to-end tools for any framework and language.

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Microsoft Enablement Paths

Through the Microsoft enablement paths, Tech Data helps partners build a successful cloud practice with either Microsoft Azure or Microsoft Modern Workplace. No matter what path you choose, you'll receive one-on-one support, step-by-step guides, and exclusive training designed to drive your practice toward success.

Azure

Azure Express

Kickstart your Microsoft Azure practice with our online enablement program that offers a simple, step-by-step guide to prepare you to launch your Microsoft Azure practice. This new digital enablement experience allows you to learn how to accelerate your business with Microsoft Azure.

Learn More

Microsoft

Modern Workplace Enablement

Get to your first transaction within 60 days from the start date, by breaking down the Office 365 and Microsoft 365 material into four palatable sprints. It provides you with strategically-selected educational content to streamline the process of education from months to weeks.

Learn More

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Tech Data and the Cloud

You don't need to do it alone.

Tech Data's Cloud and Automation team offers the services and tools required to create a custom cloud offering for end-users.

A proof of concept for a solution is created and scoped to solve for an end user business outcome or challenge.

All solutions are validated, tested, and monitored throughout the entire process by Tech Data.

Best-in-class cloud providers and ISV's are based on how they align with high-demand workloads and security standards.

Our Click-to-Run Solutions are available as pay-per-use packages through Tech Data's StreamOne Cloud Marketplace.

Engineers design and pre-configure each solution and aggregate licensing, third-party components, and services.

Learn More

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Where to Start: Cloud Practice Builder

Is your end-user ready to start a new cloud practice using Microsoft products? Seeking to grow an existing company through cloud-based services? Not sure what's next?

Step 1

Assess Your Cloud Capability

Take our Cloud Practice Assessment to gain a better understanding of your current business, and identify areas for growth and improvement.

Step 2

Reveal Your Cloud Path

Ascend through your Cloud Path with vendor agnostic transformation tools and resources curated to your results.

Step 3

Gain Vendor-Specific Competency

Obtain partner program status with our Microsoft and AWS enablement paths and the support of our program concierges.

Take the Assessment

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Power Your Cloud with Tech Data

StreamOne Platform

Leverage Tech Data's StreamOne platform to create a customer experience that matches your business model. Seamlessly connect all cloud services for easier provisioning, billing, and management.

Learn More

Click-to-Run Solutions

Through our preconfigured Click-To-Run Solutions, we remove complexity to increase your agility and speed to market. Here are just a few Click-to-Runs available: Azure Backup and Disaster Recovery, Red Hat Open Shift on Azure, NetApp Cloud Volumes ONTAP on Azure.

Learn More

Hybrid Strategies

Tech Data empowers channel resellers to build or scale their cloud practice by providing a continuum of public, private, and hybrid cloud offerings. More than 87% of cloud users employ hybrid strategies, and Tech Data's cloud team helps you develop a hybrid technology stack that fits your needs.

Learn More

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Reseller Connect Marketing Portal

Save time and reach more end-users through pre-built, ready-to-use, co-brandable, integrated digital marketing campaigns for Microsoft solutions like Azure, Dynamics 365, and Office 365.

Demonstrate thought leadership through lead-generating content that guides customers using a marketing campaign built around Microsoft products.

Learn how to reach your marketing goals with Tech Data's Reseller Connect Marketing Portal.

Watch the Video

Register Now

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Ready to Get Started?

Contact Tech Data's cloud experts
to start leveraging the cloud with Microsoft CSP.

Contact Us

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