

MICROSOFT DYNAMICS & TECH DATA

Transform your business and pipeline with Dynamics 365



An introduction to Microsoft Dynamics

Dynamics 365 is the ultimate Customer Relationship Management (CRM) and Enterprise Resource Planning (ERP) tool for businesses. Put simply, Dynamics brings together the sales cycle. From driving campaigns and engagement, managing relationships and opportunities, business planning, through to the management of staff, finances, supply chain and business operations – Dynamics does everything from one central, easy to manage place.

Dynamics makes running a business easier for senior leaders.

That complete notion that business transformation is something that only Microsoft can do. That is why I care so much about the mainstreaming of Dynamics. It's not about Dynamics on its own, it's Dynamics at the centre of the company.

Satya Nadella

Chief Executive Officer at Microsoft



Microsoft Dynamics and you

By becoming a Dynamics partner and extending your solutions offering, you can significantly grow your pipeline and business revenue.



Click the below to see
what is available to you:

Support from Tech Data

Dynamics 365 Transform
Programme – what's involved?

Partner Opportunity

Support from Tech Data

At Tech Data, we pride ourselves on being a trusted advisor to our partners. Our Dynamics 365 Transform team are on hand to ensure that you are supported at every step of the way.

We're helping our partners to implement and expand through education, training, enablement, partnering, cooperative selling and strategic marketing.

How we can help

You can access the Microsoft Partnership support available from our SureStep team.

We provide simplified, relevant and always up-to-date Licence Guides.

Our Elite Partner Programme provides selected partners with the opportunities to expand IP and services across Australia.



About Tech Data

Tech Data connects the world with the power of technology. We aim to be the vital link in the technology ecosystem by continuously satisfying the worlds ever-evolving demand for technology.

We provide channel partners with reach, efficiency and expertise, and become essential in their ability to meet the evolving needs of the technology market through delivery of our exceptional service, insight and world-class execution.

Our end-to-end portfolio of products, services and solutions, highly specialised skills, and expertise in next-generation technologies enable channel partners to bring to market the products and solutions the world needs to connect, grow and advance.

Here's an overview of our global reach/footprint:



100+
Different Countries

200+
Cloud Services

1.4K
Cloud Colleagues

15K+
Partners Engaged

200
Vendor Certified
Specialists

Dynamics 365 Transform Programme

The largest programme for choice, flexibility and offers

New for 2021, the Dynamics Transform Programme is a purpose-built programme, to enable new Dynamics 365 partners to grow their Dynamics business with the support of Tech Data.

Partners involved with the programme can access:

- Dedicated business development support
- Licensing support, pre-sales and tech advice from the Dynamics 365 Centre of excellence
- Training and certification
- Tech Data's support centre, offering 24/7 support



What's involved?

Leverage

Offering Dynamics sales aids to help you sell in a successful way

Support

Pre and post deployment high quality support and managed services

Develop

Go-to-market approach and offer creation

Solution

Plug in the right Elite partner with the right solution for your customers

Training

Licensing advice and support, accreditation and competencies

Adoption

Consider adoption of other Microsoft technologies including:

- Power apps
- Power BI
- Power Virtual Agents (chat bots)
- AI

Transform your business with Tech Data

We make it easy

Get expert help to drive adoption of Dynamics 365 applications that will grow your recurring CSP revenue and reduce customer churn. No Dynamics 365 expertise? No problem.

Tech Data can handle all customer requirements, including supporting in the pre-sales and deployment phases, as well as post-sales support. With a Managed service offering, you can take advantage of, and complete a time and cost-effective deployment of Dynamics 365.

[Register](#)



Partner opportunity

What's in it for me – and why should I care?

30%

Licensing margins

Reseller can earn some of the highest margins in the business with Microsoft

97%

Customer retention

For partners in accounts that have purchased their first services deal, less than 3% churn

10X

Take home

Partners with a practice selling project-based services can exponentially grow the bottom line with D365 Business Central

35%

CSP Incentives

Strategic incentives for this product can considerably increase your recurring revenue

How do I benefit?

- Grow your pipeline
- Expand your Microsoft portfolio
- Reduce customer churn and build more strategic relationships
- Larger margins than Office 365 and Azure
- Higher Microsoft rebates than Office 365 and Azure
- Increased Azure consumption as a result of Dynamics 365



Ready to begin your Dynamics 365 journey?

Take the first step in your Dynamics 365 journey — register for our Dynamics 365 Transform Programme, which enables partners to grow their business at a pace that suits. We're on hand to support you at every step of the way.

For more information, or to speak to a partner manager, please contact us:

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