
US SMB&D




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| **Welcome to the US SMB Disti Partner Update -** your one-stop shop for the most up-to-date Disti news!   * O365 & Azure Campaign Reporting / Key Updates * Promotions & Offers * Training Webinars   Our focus here is to communicate current activities of our Distribution Partners – to provide you with the information you need, to be the trusted advisors to our US SMB partners. |

**O365 & Azure Campaign Reporting – Key Updates**

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| [D&H](mailto:Licensedesk@dandh.com) | [Ingram Micro](mailto:Microsoft-Cloud@ingrammicro.com) | [Synnex](mailto:microsoftcsp@synnex.com)  Click [HERE](https://www.synnexcorp.com/us/microsoft/) to  learn more about these offers | [Tech Data](mailto:MicrosoftCloud@TechData.com) |
| **Reseller CSP promo:** $25 gift card for every 25 seats   * Drove 233% MoM seat growth in CSP (Jan over Feb)   **Planning renewed Advisor to CSP Promo** this March  **Authorization and incentives for Surface** coming in March  **CSP for Azure promo** launching mid April! | March 15  - **BitTitan Azure Health Check  programs complete** including demand generation, enablement and partner activation  March 15 – **Netenrich Starter Kit 2:0  structure finalized.** Content, deliverable creation driving 1K Impressions. 37 New partners transacting $5k azure.  March 24th - **BYOA  (Bring your own Azure) offer is beginning of building a CSP activation strategy** with Ingram that will drive consumption.  Go live date in IMCMP  March 24th  **Re-launch Law tool box  to activate new resellers** via webinars and campaigns and activate new o365 resellers via LawToolBox events and programs. First 3 way bundle Office 365 + LawToolBox + DocuSign to accelerate 0365 sales to legal vertical through Ingram resellers.  March 15 - Solution:   * Acronis Backup for O365, Offer: 30-day free trial. * Acronis/Azure Better Together Marketing: Acronis/Azure webinar x3 , Email nurture, Social media campaign, custom landing page launch 3/15 | **Azure Days Aren’t Over!**  SYNNEX has been pushing hard with both resellers and internal sales reps to keep Azure top of mind with the following:   * Price Drop: 9% to 12% margin for SYNNEX Azure customers * Just completed a partner profiling study and strategy for partner recruitment and Marketo nurture campaigns to launch late March! * Weekly Azure pricing calculator webinars (3x a week) * Weekly Azure University webinars * January On Demand Training and Floor Day * January In Person Training and Floor Day * Internal Sales Incentive- “Money Tree” cash spiffs for Azure thresholds   **ConnectWise Integration is here!**  ConnectWise CloudConsole centralizes cloud management for MSPs by making it possible to manage, monitor, and bill for Office 365 and Azure resources. And now with the integration with CloudSolv, you can do everything in one place. We’re proud to announce that ConnectWise has opened its APIs for an integration with SYNNEX CloudSolv to give partners like you a one-stop shop to manage, monitor, and bill Office 365 and Azure customers.  [Learn More!](https://www.synnexcorp.com/us/cloudsolv/cloudsolv-cloud-connect-webinar-registration/) | **Azure @ Tech Data**   * Growing 40% MoM on CSP. * Just launched the Accelerator Kit including the Azure Health Check   **SBS to be launched in April on Tech Data MarketPlace.**  **CSP Promos and Pricing:**   * Drove 26K seats at Tech Data during February. Growing 15% MoM. |

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| **Top Promotions and Offers in Market** |
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In addition, have 3 margin points to use at your discretion to assist in close of those 5 focused Azure Mentor Program opportunities.  **Competitive Deal Custom Pricing –** Special pricing concession for all competitive displacement 1 year contract opportunities.  Simply complete this [request form](https://cas.arrowcloud.org/cas/login?service=https://cloud.xsp.arrow.com/modal_window_page/microsoft-custom-pricing-program-request/) with opportunity details and pricing discount request.  **New Partner Onboarding Azure Enablement Funding -** 50% off registration fee for first 50 partners to complete Microsoft Azure Fundamentals certification through Arrow Education Services.    **Move Workloads to the Cloud  with FREE Cloud Customer Credit -**  Arrow, Veeam & NewCloud are coming together to help our Veeam partners grow their Cloud Connect business! **Ensure Veeam end-user customers are fully protected** with offsite backups and a DR site. End-user customers using Veeam Backup & Replication (alone or as part of a suite) will **receive up to $1,000 in free Cloud Connect services** by signing minimum one-year cloud contract with an Arrow/Veeam solution provider no later than March 31, 2017. (Cloud platform of their choice, Veeam + Azure / Veeam + NewCloud)  **SecureMail + O365  FREE End User Leads** – Are your customers looking for an easy and cost effective way to secure Office 365 on any device? Now available through Arrow ECS Cloud Services is HPE SecureMail Cloud Enterprise for Office365.  A natural fit for O365, HPE SecureMail enhances Office365’s security, privacy, and usability capabilities. | **ADVISOR TO CSP**  Current Advisor Resellers can receive a one hour migration consultation AND a $25 gift card for every 25 seats of Office 365 moved from Advisor to CSP. Maximum gift card amount not to exceed $1,000.  **CASH IN WITH OFFICE 365 & EMS IN CSP**  Receive a $25 gift card for every 25 seats of Office 365 and/or EMS transacted through D&H cloud solutions. Maximum gift card amount not to exceed $1,000. | **Ingram Micro Exclusive | Jumpstart your Microsoft CSP Business**   * **Get the first 30 Days FREE on ALL Microsoft CSP** via the Ingram Micro Cloud Marketplace.   + Offer valid January 2nd - March 31st   + The sooner you register, the sooner you start earning! Must register to qualify. Click [HERE](https://channelmarketing.wufoo.com/forms/q1j3zuly135p222/) to register!   + Must register for the promo to save; all deals after registration will qualify * **Get 30 Days FREE on all CSP:**   + **Office 365-** First 30 Days FREE for all net new end user customers; cannot be additional to current customers   + **Azure-** First 30 Days FREE for all net new tenants; must be ongoing use/12 months of consumption   + **Dynamics 365 for Financials / Enterprise Mobility + Security / WES-** First 30 Days FREE for all net new seats     **Are you ready to launch $5k of Azure business? Get a jumpstart with the Azure Starter Kit**  Maximize your investment - Spend $5k on Azure through the Ingram Micro marketplace and receive:   * **30-day Cloud Tech Support with Advanced Support for Partners\* -** Fast and personalized service including:   + Personal 1:1 on-boarding call   + Proactive partner guidance & training   + \*$1,250 sign up will be covered by Ingram Micro through the Azure Starter Kit; reimbursed via Ingram Micro Cloud Marketplace * **Free NetEnrich Azure Migration & Managed Services -** Your choice of any of the below services (a \*$2,000 value):   + 1 Back-up migration & 3 months Managed Service and 1 ASR (DR) migration & 3 months Managed Service   + 2 server assessment and 2 VM migration & 3 months Managed Service * **Private 1:1 Azure Consultation**   + With a Dedicated Azure Technology Specialist.     **Ingram Micro Cloud Referral Program – Start earning higher commissions NOW!**  Sign up and earn double commissions (14%) from now until June 30, 2017 on subscriptions/licenses purchased through June 30th, 2017 associated with your Referral account. | **BIG CASH BACK with Microsoft Server (SYNNEX EXCLUSIVE) -** From March 1 – March 31, 2017, earn spiffs for any deal with Windows Server (Datacenter or Standard) and/or SQL Server (Standard or Enterprise) that is over $20,000 and get BIG CASH BACK.  For the **first 25 deals over $20,000 get $700  /** For **the first 10 deals over $50,000 get $2,000  /** For the **first 5 deals over $100,000 get $5,000**  **Would you like to make that a HYBRID CLOUD? Add an Azure Contract in CSP for the chance to win one of 3 Surface Studios!**  Earn 1 entry for every $500 Azure in CSP consumption in March for a random drawing to win one of 3 Surface Studios!  **Cash in with Microsoft Cloud Solution Provider** Eligible products include Office 365, Enterprise Mobility & Security, Dynamics 365 and Windows E3. Maximum payout per partner is $1,000 or until limited quantities are exhausted. Spiff amount is calculated on net new CSP contract sales and net seat adds to existing contracts between January 9, 2017 and March 31, 2017.   * Receive a $25 CASH SPIFF for 10 seats sold of Office 365 (Business premium, E3, E5) / Receive $25 CASH SPIFF for every 5 Dynamics 365, EMS & Windows Enterprise Subscription in CSP / Receive $50 cash spiff for every $250 in net new billed consumption.   **Advisor to CSP One Hour Consolation FREE** SYNNEX is offering a FREE 1 hour consultation with Synnex to help you transition your customers from Advisor to CSP.  **Azure Reseller Margin Increase- 9% to 12%**  Starting with Azure CSP tenants that are setup beginning February 1, 2017 we are increasing the discount percentage from 9%-12%.  Contact [paulma@synnex.com](mailto:paulma@synnex.com) with questions. | **Azure Jump-Start Incentive**  New Tech Data Azure customers will receive a $100 credit to their account on their first Azure purchase through CSP of $100 or more. Purchase by March 31, 2017.  **Advisor or Open to CSP Incentive**  Partners can earn up to $4,000 in MDF when switching Advisor or Open seats to Microsoft Cloud Solution Provider (CSP). Act fast— limited spots available!  **Azure Health Check**  Discover opportunities to sell Azure to your customers with a free assessment from BitTitan\* that includes an estimate of the customer’s costs for migrating to Azure.  **You Got Served!**  Save up to 2.5% off your next Windows Server or SQL order! Ends March 31st or while supplies last. \*Exclusions apply. | |  | | **Training and Enablement Webinars and In-Person Events** |  |  |  |  | | --- | --- | | **D&H Upcoming Events & Training Opportunities** | | | **03/23/17**  **All Day** | [**D&H West Coast tradeshow**](http://www.dandh.com/westcoast) **(partner and customer invite only)**  Breakout Sessions (FULL):   * Cloud solution roundtable/training * Windows 10 seminar * Interactive Cloud booth including demos, consultations, sign ups, etc | | **03/30/17 2:00 pm EST** | **Building Customer Relationships & Recurring Revenue with D&H Cloud Solutions /** Register [HERE](https://engage.vevent.com/index.jsp?code=NAV&seid=2495&eid=658)  Information technology is evolving quickly and [D&H’s Cloud Solutions Program](https://www.dandh.com/v4/view?pageReq=cloud&cid=WEB2&term=LAB-CLOUD) is positioned to help you take advantage of this ever-changing industry. Join Matt Allison and Bill Hersh as they discuss what CSP is, the ways you can take advantage of this technology, and how D&H is leading the way with an SMB-centric cloud platform model. Stay ahead of the technology curve and demonstrate your continuing value to your clients as you assist them into the future of computing.  **In this webcast Matt & Bill will...**   * Introduce CSP and how you can take advantage of it * Address the financial advantages of using CSP * Describe the security and transparency of cloud computing * Discuss the benefits of using the D&H CSP portal   Explain why current Microsoft Advisor partners should switch to CSP |  |  |  | | --- | --- | | **Tech Data Upcoming Events & Training Opportunities** | | | **Tuesday March 14th – 2pm (EST)**  **Thursday March 16th – 2pm (EST)**  **Tuesday March 21st – 2pm (EST)** | **Azure Technical Envisioning Sessions – “Backup-as-a-Service” -**[Sign up today](http://info.techdata.com/azureofficehours)      Tech Data is excited to bring you our "How To" series of technical webinars to get you using Azure! By joining this session, you will learn how to successfully create a Backup-as-a-Service practice in Azure. You will learn how to leverage the tools available exclusively from Tech Data to put more money back in your pocket!  This session includes:   * Data protection challenges * Introducing Azure Backup * Security * Sample scenarios to get started with Azure Backup * Live Demo - How it actually works   Each attendee will also receive our Acceleration Kit, which includes enablement tools, free assessment support, technical support free to you, and marketing resources. | | **Mon – Wed April 10th -12th** | **Azure Workshop: Dallas, TX –** **It’s Easy to Build Your Azure Practice with Tech Data’s StreamOne** **–** [Register Today](https://www.tdevents1.com/profile/form/index.cfm?PKformID=0x17006a6e3)!  Audience - 100 reseller attendees during a 2 day Azure enablement event. (\*Partner must be a Tech Data CSP Partner)    In this free workshop, you’ll participate in hands on labs with Tech Data on how to migrate, design, deploy, and protect Azure solutions.   Now that Azure is consumption based through the CSP program, resellers are billed for what they use.  Plus, there are preconfigured workloads on StreamOne to help you get started.    This training will provide you with the knowledge needed to better leverage key components of Microsoft Azure, such as Backup and Disaster Recovery, Site Recovery, and Virtual Machine setup, which are now featured in preconfigured workloads on the Tech Data StreamOne store. Once you've completed the training, you'll have all of the tools you need to build your own Azure practice through Tech Data and Microsoft. | | **Wed – Fri April 12th – 14th** | **Advanced Technologies Symposium: The Westin -  Tampa, FL**  40 CTO Level resellers: It’s an exclusive opportunity to discover the latest cutting-edge solutions and shape the future of your advanced technologies business. | | **Tues – Fri May 2nd -5th** | **TechSelect Spring Conference: Savannah, GA**  Partners share best practices at TechSelect Partner conferences, participate in one-on-one vendor meetings, and enjoy training sessions and networking activities designed to grow their business. | | **Tues – Thurs May 23rd – 25th** | **Insider’s Exchange: Phoenix, AZ** | | **Industry Event**  **Thurs – March 30th**  **2 PM EST** | **MSP World: New Orleans, LA**   * The premier Conference for Cloud & Managed Services Professionals is an MSP Alliance event and is the ONLY event in the managed services industry brought to you by MSPs, for MSPs. | | **Industry Event**  **Mon – Thurs April 10th -13th** | **Channel Partners: Las  Vegas, NV**   * VARs, agents, MSPs and SIs from across the country will be coming to Channel Partners to learn more about the latest BIG ideas, solutions and outcomes in the channel. | |
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| **SYNNEX Upcoming Online Events and Training Opportunities:** | |
| **Wed, March 15th 4-4:40 PM EST Mon, March 20th 4-4:40 PM EST Wed, March 22nd 4-4:40 PM EST Mon, March 27th 4-4:40 PM EST Wed, March 29th 4-4:40 PM EST Mon, April 3rd 4-4:30 PM EST** | [Azure Cost Estimator Review and Quoting Assistance Webinar](https://www.synnexcorp.com/microsoft/events/azure-cost-estimator-review-and-quoting-assistance-webinar-2017-02-13/)  We’ve set aside this time to prepare Azure price estimates and help teach you how to do it on your own. Don’t sign it late, as the call will end when the quotes are completed! |
| **Tues, March 21st 11-12 PM EST** | [CLOUDSolv Portal, Ordering Cloud Services Made Easy](https://www.synnexcorp.com/microsoft/events/cloudsolv-portal-ordering-cloud-services-made-easy/)  This webinar with review the proper ordering and management of your various cloud resources through a single portal. |
| **Thurs, March 23rd 2-3 PM EST** | [Capture the Cloud Webinar Series: Microsoft Cloud Security Solutions That Sell Themselves](https://www.synnexcorp.com/microsoft/events/cloudsolv-portal-ordering-cloud-services-made-easy/)  This webinar with review the proper ordering and management of your various cloud resources through a single portal. |
| **Fri, March 17th 11 -12 PM EST Fri, March 24th 11-12 PM EST Fri, March 31st 11-12 PM EST** | [CLOUDSolv Introduction to Microsoft Azure for SMB Accounts](https://www.synnexcorp.com/microsoft/events/servicesolvs-introduction-to-microsoft-azure-for-smb-accounts-2017-02-10/)  Please join us for an introduction to Microsoft’s Azure Cloud services and how you can start to build a profitable Cloud Practice. We will review the different Azure services and start you off on a Sure Step program to insure your success! |
| **Fri, March 17th 12-2 PM EST** | [Azure Setup 301 - VPN Setup and Azure AD Overview](https://www.synnexcorp.com/microsoft/events/azure-setup-301-vpn-setup-and-azure-ad-overview-2017-02-17/)  In this session we will go through adding a VPN Gateway to an existing Virtual Network. After which we will review Azure AD and prepare for the Azure Setup 401 Webinar. |
| **Fri, March 17th 2-3 PM EST** | [Azure Setup 401 – Enable AD and Single Sign On](https://www.synnexcorp.com/microsoft/events/azure-setup-401-enable-ad-and-single-sign-on-2017-02-17/)  In this session we will Enable Azure AD and MFA Functionality. As part of that, we will walk through adding applications into the Single Sign On environment. |
| **Mon, March 20th 3-4 PM EST** | [Azure 101 – Subscription Setup and Build a basic Virtual Network and Attaching Virtual Machines](https://www.synnexcorp.com/microsoft/events/azure-101-subscription-setup-and-build-a-basic-virtual-network-and-attaching-virtual-machines-2017-02-20/)  In this session we will go through the Subscription set up process and build a Virtual Network and place a Virtual Machine on it. |
| **Mon, April 3rd 4- 4:30 PM EST** | [Making Money with Azure](https://www.synnexcorp.com/microsoft/events/how-to-make-money-with-azure-2017-04-03/)  As customers investigate Cloud Services for their businesses needs our resellers will want to know why they should enter the game and how it will make them money while growing their business. |
| **Tues, April 4th 3-4 PM EST** | [Azure Setup 201- Azure Backup for On Premise and Azure Virtual Machines](https://www.synnexcorp.com/microsoft/events/azure-setup-201-azure-backup-for-on-premise-and-azure-virtual-machines/)  In this session we will go through the set up process Azure Virtual Machine and well and On-Premise Windows Clients. |

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| **Ingram Micro Upcoming Online Events and Training Opportunities:** | |
| **Thurs, March 16th 12 PM PST** | **Microsoft Office 365 & Ingram Micro Cloud Marketplace 201 Webinar -** [Register](https://ingrammicroevents.webex.com/ingrammicroevents/onstage/g.php?MTID=e977587c3336f3de8eaaa08dd7fab83a8)  We will review the benefits of the CSP program over Advisor and how to convert your customers subscriptions over to the Marketplace. We will also review the Reseller Control Panel and how you can manage your customers subscriptions, create custom reports and view invoices. |
| **Wed, March 22nd  9 AM PST** | **Azure Workload Workshop Webinar: Azure Networking -** [Register](https://ingrammicroevents.webex.com/ingrammicroevents/onstage/g.php?MTID=ed4b082b0e27e76e3da4d52b02e7db8be)  The Azure Networking session will provide:   * An overview on Azure Networks * Understand connectivity options * How to create point-to-site/site to site networks   An Azure virtual network (VNet) is a representation of your own network in the cloud. It is a logical isolation of the Azure cloud dedicated to your subscription. You can fully control the IP address blocks, DNS settings, security policies, and route tables within this network. In this workshop you will learn the VNet connectivity options, how to set up point-to-site and site-to-site connections that can be used for cross-premises and hybrid configurations, and how you can expand your network to Azure while maintaining complete control on IP address blocks with the scalability benefit that Azure provides. |
| **Thurs, March 23rd 12 PM PST** | **Microsoft Office 365 & Ingram Micro Cloud Marketplace 101 Webinar –** [Register](https://ingrammicroevents.webex.com/ingrammicroevents/onstage/g.php?MTID=e7dbf20d837298022947291b3caf4f1d7)  We will review the various Office 365 offerings, plans, and transaction models – focusing in detail on the CSP model and the benefits of the Ingram Micro Cloud Marketplace. We will also walk through how to get started on our Cloud Marketplace and we will demo the process for placing a new CSP order. |
| **Tues/Wed/Thurs, March 28th, 29th , 30th All Day** | * **Partner Event - SoCal Partner Briefings- Los Angeles / Irvine / San Diego** |
| **Tues, March 28th 12 PM PST** | **Office 365 SureStep 101/201/301 Webinar -** [Register](https://urldefense.proofpoint.com/v2/url?u=https-3A__ingrammicroevents.webex.com_mw3000_mywebex_default.do-3Fnomenu-3Dtrue-26siteurl-3Dingrammicroevents-26service-3D6-26rnd-3D0.30179580158477726-26main-5Furl-3Dhttps-253A-252F-252Fingrammicroevents.webex.com-252Fec3000-252Feventcenter-252Fevent-252FeventAction.do-253FtheAction-253Ddetail-2526-2526-2526EMK-253D4832534b00000003f6c2241aab944c6d585a5d7784c214c4d776babd3aed9043c0c9c4b089b033dc-2526siteurl-253Dingrammicroevents-2526confViewID-253D3133337362-2526encryptTicket-253DSDJTSwAAAAOS4HJlQfhLqIrWTGz2FfqKS55ZqbQTZYYusCQz-2DLkpoQ2-2526&d=DwMFAg&c=--1RjWWBW4Kf6aBAaj53vPItwfT0BR1YjSDV46P5EvE&r=-G3FFYGD6Y05bWT3r6q_af3sktBDRns7x7eKZG2PMQ4&m=n0hXEP1n35OEY-ORjruOIHIg2IGGgaQiy_wjsqag4Yg&s=V48nhinnZPRs13x-MGAeTX4ac7VIz4ciAUR6CKDpNxk&e=)  Microsoft services offer numerous attach opportunities for your to maximize your profitability. Join us for the live webinar that will review the various Office 365 offerings, plans, and transaction models and the key difference between each. We will discuss the features and benefits of Enterprise Mobility + Security, Azure as well as Dynamics 365 and the various bundling opportunities. |
| **Wed, March 29th 9 AM EST** | * **Azure Workload Workshop Webinar: Azure Storage -** [Register](https://ingrammicroevents.webex.com/ingrammicroevents/onstage/g.php?MTID=ee3e4a28657d851f2dc00bb13767d4819)   The Azure Networking session will provide:  •An overview on Azure Networks  •Understand connectivity options  •How to create point-to-site/site to site networks |
| **Thurs, March 30th, 12 PM PST** | **Microsoft Office 365 & Ingram Micro Cloud Marketplace 201 Webinar -** [Register](https://urldefense.proofpoint.com/v2/url?u=https-3A__ingrammicroevents.webex.com_mw3000_mywebex_default.do-3Fnomenu-3Dtrue-26siteurl-3Dingrammicroevents-26service-3D6-26rnd-3D0.7828285144434199-26main-5Furl-3Dhttps-253A-252F-252Fingrammicroevents.webex.com-252Fec3000-252Feventcenter-252Fevent-252FeventAction.do-253FtheAction-253Ddetail-2526-2526-2526EMK-253D4832534b00000003e3d2556a7b7ef7efdc2ea3352875c922babcefdb516154701fd27f263c7aa6d8-2526siteurl-253Dingrammicroevents-2526confViewID-253D3133320789-2526encryptTicket-253DSDJTSwAAAAOnWBWGNrm380FIR9ihBQh4K4Uk3Sg-2DTFGlVUe-2D66nFHQ2-2526&d=DwMFAg&c=--1RjWWBW4Kf6aBAaj53vPItwfT0BR1YjSDV46P5EvE&r=-G3FFYGD6Y05bWT3r6q_af3sktBDRns7x7eKZG2PMQ4&m=n0hXEP1n35OEY-ORjruOIHIg2IGGgaQiy_wjsqag4Yg&s=PeJpii4g7aXYuVVHLPc0wVd2S9zghGhfN_JftT60rOo&e=)  We will review the benefits of the CSP program over Advisor and how to convert your customers subscriptions over to the Marketplace. We will also review the Reseller Control Panel and how you can manage your customers subscriptions, create custom reports and view invoices. |
| **Wed April 5th, 9 AM PST** | **Azure Webinar – How to Move Your Workloads, feat NetEnrich -** [Register](https://ingrammicroevents.webex.com/ingrammicroevents/onstage/g.php?MTID=ef541fbe5178874b8d9c4c27939edff7b)   * Learn how to move your workloads to Azure * Available tools that can help with migrations * NetEnrich assessment and migration capabilities   In this workshop, we will show you how to assess business goals and requirements, analyze infrastructure, and create the best plan for migration and deployment to Azure, by exploring the tools available to you to demystify this process. Learn how to move, or lift-and-shift server instances and/or applications with NetEnrich migration services for Azure. NetEnrich provides a comprehensive suite of services for assessment, setup, migration, and management of assets on Azure. Assets covered include backup, disaster recovery (ASR), VM instances, IaaS, PaaS, business application workloads, and EMS. |
| **Mon – Thurs, April 10th – 13th**  **All Day** | **Office 365 Channel Partners Event – Mandalay Bay, Nevada** |
| **Wed – Fri, April 19-21 All Day** | **Partner Event - Cloud Summit 2017 – Phoenix, Arizona -** [Register Now](http://ingrammicrocloudsummit.com/)  Join Microsoft at Cloud Summit 2017 - Save $100 when you use promo code CS17MSFT and register by April 7. |

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| **ARROW On-Demand Training Webinars** |
| [**Introducing MaaXcloud  for Office 365 – Cloud Migration Solutions**](https://event.on24.com/eventRegistration/EventLobbyServlet?target=reg20.jsp&utm_campaign=PSG_020917_MaaXcloud+Launch_Sher&utm_medium=email&utm_source=Eloqua&eventid=1362463&sessionid=1&key=5AA57A7AC0C95AC504B93CE514B6CB83&regTag=&sourcepage=register)  Arrow is proud to now offer our partners and their customers a complete white-glove onboarding solution for setup, migration, and training for Office 365. MaaXcloud onboarding services are now available through ArrowSphere. |
| [**The world’s most popular end-to-end email solution**](http://event.on24.com/eventRegistration/console/EventConsoleNG.jsp?uimode=nextgeneration&eventid=1350663&sessionid=1&username=&partnerref=&format=fhaudio&mobile=false&flashsupportedmobiledevice=false&helpcenter=false&key=F3007ECF126C7BCBA7DCFA33FF96F6BC&text_language_id=en&playerwidth=1900&playerheight=1200&overwritelobby=y&eventuserid=160448595&contenttype=A&mediametricsessionid=131171112&mediametricid=1948260&usercd=160448595&mode=launch)  Are you looking for an easy and cost-effective way to secure Office 365 on any device? HPE SecureMail Cloud Enterprise for Office365 is your answer. And it’s now available through Arrow ECS Cloud Services! |
| [**Simplify and Accelerate Your Cloud Strategy with Cloud Genera & Arrow Assessments**](https://event.on24.com/eventRegistration/EventLobbyServlet?target=reg20.jsp&referrer=&eventid=1350419&sessionid=1&key=B2C18A644CC55902A346E1A949A28202&regTag=&sourcepage=register)  Attend Arrow’s exclusive webinar to learn more about CloudGenera’s latest product updates and how those products integrate with HPE, Oracle and Microsoft to provide your customers with best-of-breed cloud solutions.  Webinar Topics include:  •The benefit of the Arrow and CloudGenera partnership  •New CloudGenera Mobile Product Demo  •New CloudGenera licensing options for 2017  •New Arrow Cloud Assessment offering |
| [**Maximizing your Microsoft partner profitability through Arrow ECS**](https://event.on24.com/eventRegistration/EventLobbyServlet?target=reg20.jsp&utm_campaign=CORP_022817_ECS_NewWeeklyWebinar_On_White_FINAL&utm_medium=email&utm_source=Eloqua&elqTrackId=675A5C6BA745E299D9AB11FDEDE05D55&elq=e56ff69d6ae44f93bae4aac55398e036&elqaid=10640&elqat=1&elqCampaignId=2006&eventid=1317733&sessionid=1&key=772615924919A0C7FC38363AAADECD88&regTag=&sourcepage=register)  Join us via this on demand webinar as we showcase the unique value add solutions, tools and services available to our Microsoft CSP partners in delivering complete end to end solutions.  These solutions assist our partners in:   * locking in their true trusted advisor relationship * maximizing total share of wallet opportunity * exponentially growing the partner's profitability through margin expansion |
| [**Building the Next Generation Cloud Practice**](https://event.on24.com/eventRegistration/EventLobbyServlet?target=reg20.jsp&referrer=&eventid=1185053&sessionid=1&key=3DCC54F00E35B4720DFD8C6BB8790B60&regTag=&sourcepage=register) **‒ View Now**  If accelerating your Cloud business is on your mind, come join Steve Robinson, Cloud industry thought leader from Arrow’s Next Generation Cloud Practice for an insightful discussion.   During this webinar, you will find answers to top-of-mind questions, such as:   * How mature and successful is my cloud practice? * What resources, tools, and programs would enable my company’s growth? * Are there common industry best cloud practices I need to know? |
| [**A Hybrid Cloud Approach:  Veeam + Azure**](http://event.on24.com/wcc/r/1232586/E54954FBA6B5A0B58645D3262B42BB25) **– View Now**  Veeam and Microsoft Azure StorSimple work in unison to mitigate the cost and management of data growth while providing secure backup and recovery. Put simply, the business achieves the optimal balance between performance, capacity, service quality and cost. |