



Microsoft Experience

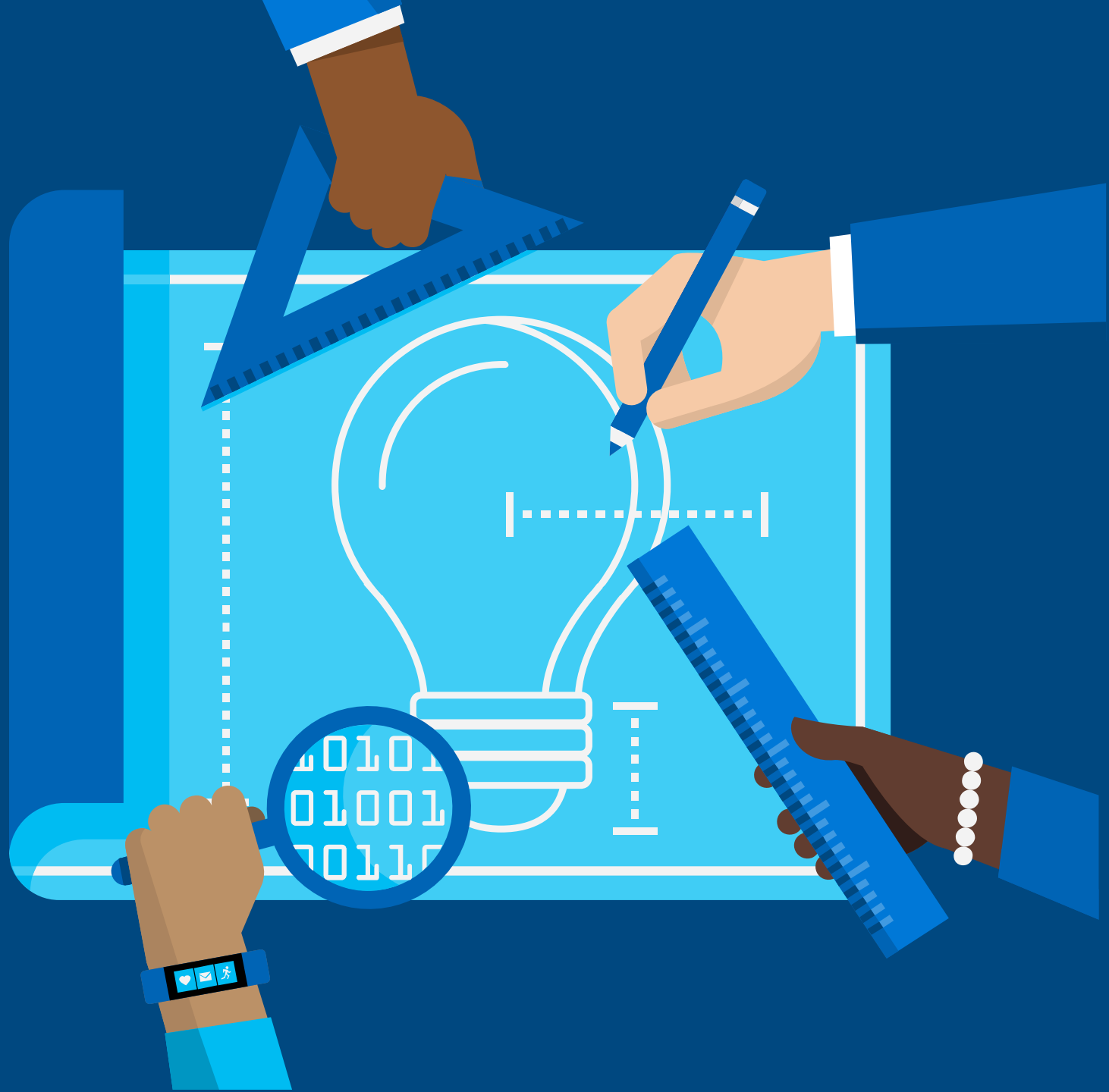
- ❖ Technical Community
- ❖ Startups & Students
- ❖ Developer Tools
- ❖ ISV/Tech Partner

# Partnership



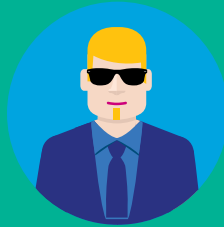
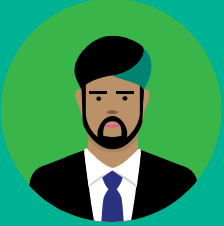
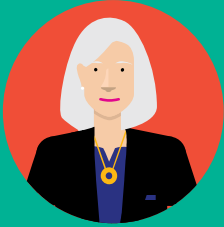
- ❖ Industry Expertise
- ❖ Demystifying Microsoft
- ❖ Building Connections
- ❖ Resolving Issues

# Envisioning



- ❖ Tech / Industry Events
- ❖ 1:1 Sessions / Office Hours
- ❖ Architecture Session (ADS)

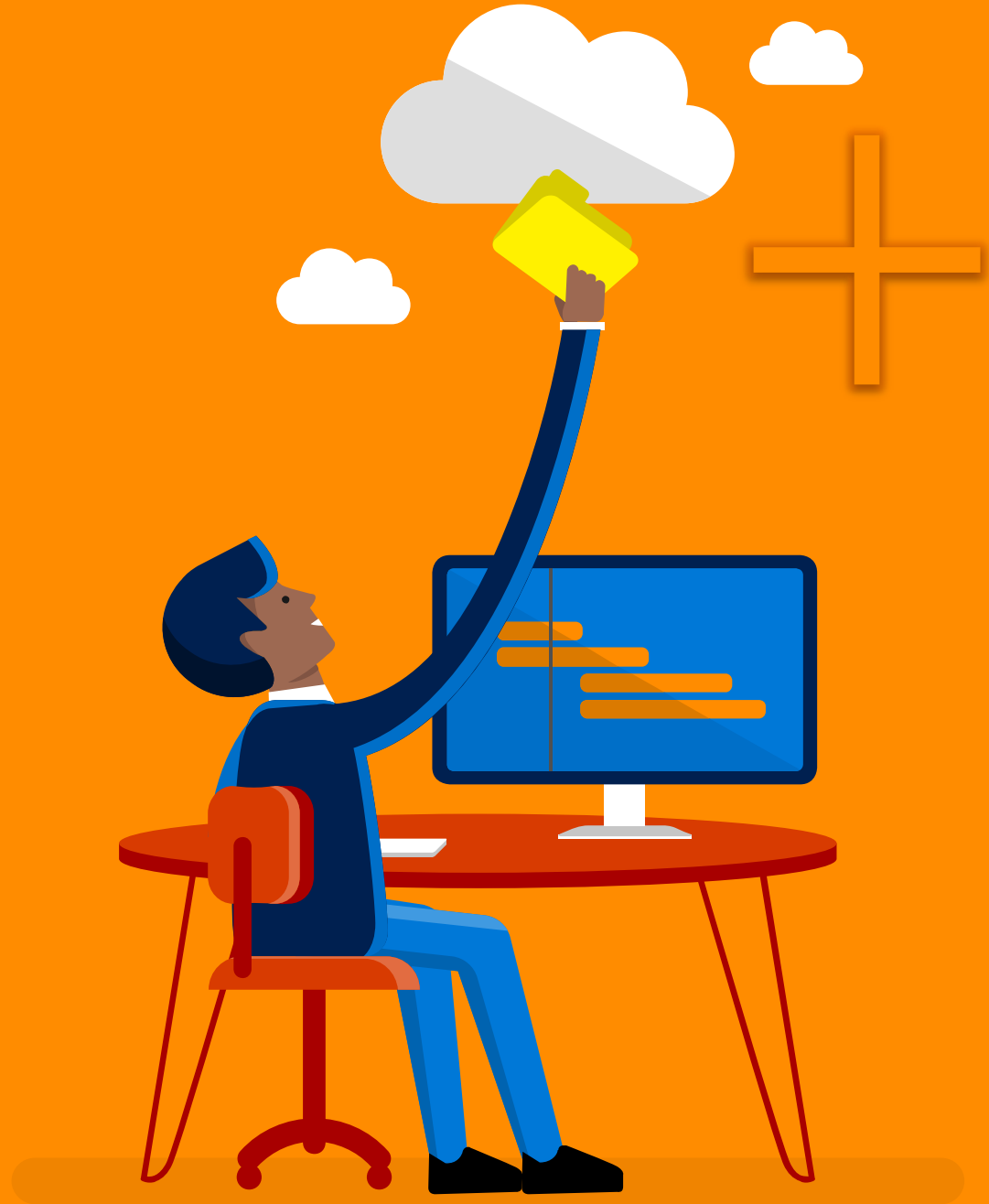
# Go To Market Co Selling



- ❖ Social / PR / Case Studies
- ❖ Marketing Campaigns
- ❖ Industry Events
- ❖ Access Microsoft Customers



BizSpark  
BizSpark Plus

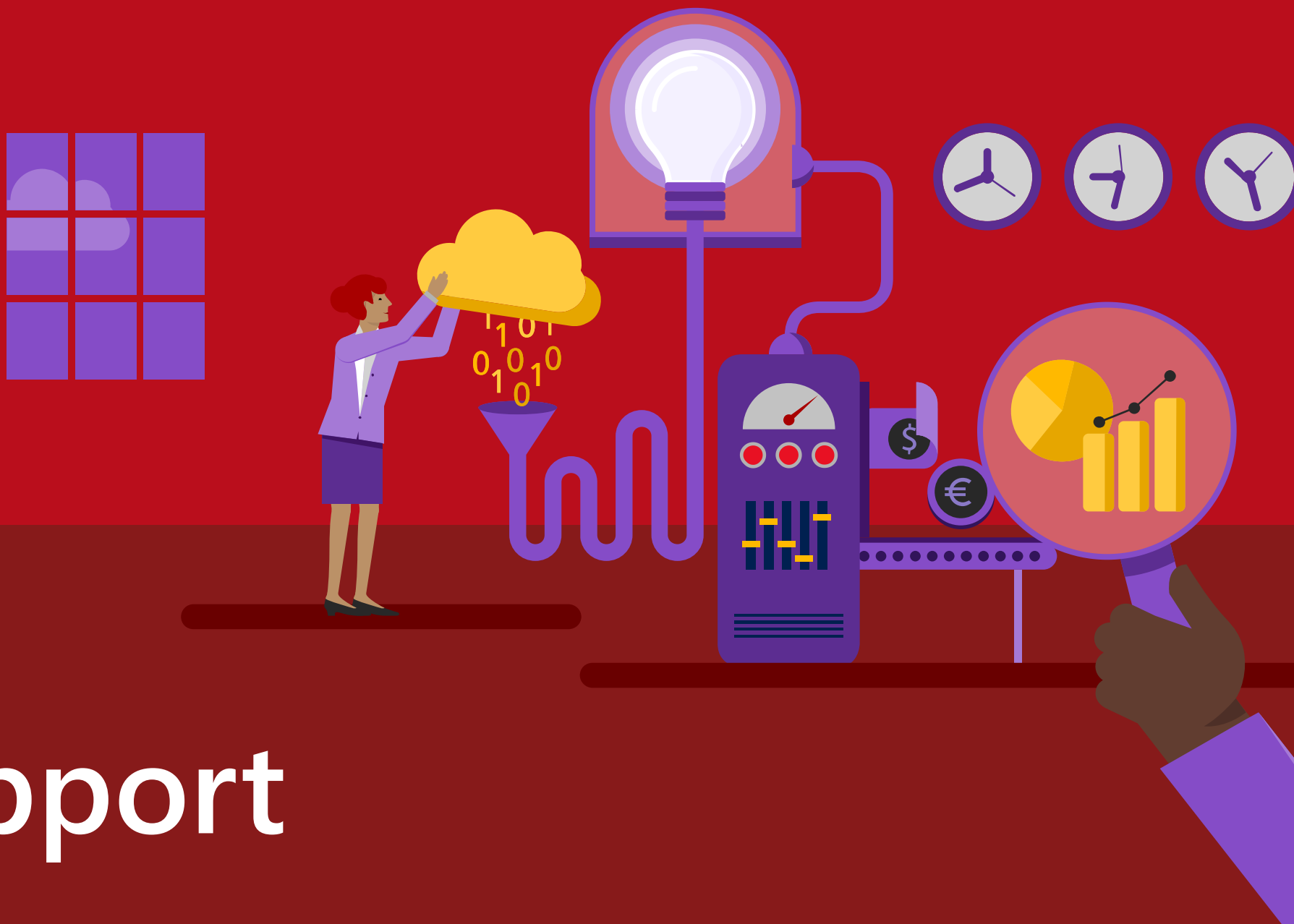


## ❖ BizSpark Standard

- ▶ Azure, Dev Tools, Software

## ❖ BizSpark Plus – 2yrs

- ▶ \$120k Azure
- ▶ 1yr Office 365 for new customers



# Support

❖ Core/Developer

❖ Standard\*

❖ Pro Direct

❖ Services

