

CLOUD

Cloud is changing the landscape of the channel. It's dynamic, flexible and has reinvigorated businesses throughout the country. At Westcoast, cloud begins with Microsoft and its Cloud Solutions Provider (CSP) model, though it encompasses much more. Through cloud billing, resellers as well as customers can pay monthly only for the cloud services that are in use, with licence management made easier than ever before.



Experts in every aspect of cloud computing

Despite undergoing huge exponential growth, transacting cloud services is still a completely different way of doing business for many resellers. As a Westcoast partner you'll have access to dedicated specialists throughout every step of your cloud journey, so you're always just a phone call away from product, billing and technical professionals.

The Westcoast Cloud Marketplace

One of the key resources that partners have access to is Westcoast's Cloud Marketplace. This purpose-built super tool allows resellers to completely take control of the whole cloud provisioning process. They can add their customers to the marketplace, assign licences and manage their customers' subscriptions in a matter of clicks. That's only the start, with resellers also being able to set their own pricing, white-label the portal and make it accessible to end-customers, so that they can browse the full range of cloud services and ultimately increase their stickiness to their chosen reseller.

The best vendors and services

At the core of cloud is Microsoft. As the first distributor to offer the full Microsoft cloud suite, resellers can supply Office 365, Azure, Microsoft 365 and Dynamics 365 through CSP at Westcoast. But this is only where the opportunity begins.

The power of a cloud-based strategy comes from the additional services that can complement a core offering, and Westcoast are working with a massive amount of cloud vendors to ensure that partners can achieve amazing things with cloud. From security vendors that enhance an Office 365 or Azure experience, to cloud vendors that specialise in CRM deployment for that all important Dynamics 365 project — it's all here at Westcoast.

Please contact us to find out more:

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WESTCOAST

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Unsurpassable enablement

Every single cloud partner is automatically enrolled into Westcoast's Cloud Development Programme. This initiative is focused on helping partners grow their cloud business through access to additional marketing funding, on-site training and paid for accreditation exams, to give just a few examples. We ensure that all areas of the partners business understand what they need to deliver to ensure their customers get the best solution and service from cloud.

Cloud partners can also benefit from the Nebula Development Programme: Westcoast's specialist cloud enablement scheme. With regular training incorporating classroom-based workshops, to on-demand webinars and large scale exhibitions, there's a Nebula event for everyone. Hundreds of resellers have already benefited from Nebula, so why not join them?

Professional services to complete the solution

One of the best things about transacting cloud services is the deeper customer relationships that come from the monthly billing and flexible growth options. As a result, resellers have conversations with their customers every month, and from these conversations they are able to identify what customers want to do, as well as any gaps in capabilities that they have. Westcoast Professional Services provides solutions for these gaps.

Following the developments in cloud computing, it's almost impossible to provide a full service across every product area. This is where Westcoast can help, delivering the service on the reseller's behalf, entirely as if it was coming from them.

With professional services that cover onboarding, migration, security and much more, resellers can offer these out at will, ensuring that they are the one-stop-shop so that customers never have to go elsewhere.

All signs are pointing to cloud computing becoming one of the most disruptive transformations that has ever happened in IT. Get in touch to find out more about how you can benefit from a cloud business strategy.

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