



Tech Data Small Business Cloud Server

Sales Battlecard

Elevator Pitch

Tech Data Small Business Cloud Server is a highly scalable all-in-one ICT system for SMBs running on Microsoft Azure – packaged and direct available through Tech Data's StreamOne Cloud Marketplace (SCM). Designed for your SMB customer who doesn't want to invest upfront or manage their IT themselves – and packaged for you to setup, sell and manage easily

Customers are moving to a Hybrid IT Infrastructure

The world of traditional IT is under pressure to add agility, cut costs and all-in-all do more with their limited resources. Organizations need flexible infrastructure that can scale on demand. Develop the hybrid cloud capabilities you need to deliver faster innovation with optimal control and security. Hybrid cloud provides additional IT resources whenever needed. Tech Data Small Business Cloud Server allows IT teams to keep pace with changing business requirements and to deliver a secure, reliable and (cost) efficient IT foundation for the SMB

Qualifying questions to discover

- Do you ever worry about the challenges of an on premise ICT solution?
- Do you ever worry about upfront investment, lack of flexibility/ scalability or spending too much time managing ICT?

Tech Data Small Business Cloud Server includes;

Use this deployment to automatically set up the following environment on Azure:

- Virtual Machines: DS1 V2, DS2 V3 or DS8 V3 (small, medium, large template which supports SSD + option for 99,9% SLA)
- A2 V2, D2 V3 or A8M V2 (small, medium, large template without SLA)
- Integrated Backup
- Storage
- VPN
- RDS & AD role

Optional

- 99,9% SLA
- Automated scripts for start/stop
- Deployment of additional VM
- Deployment of Azure SQL Database



Partner/Customer requirements:

- Microsoft CSP Tier-2

Key differentiators

- Benefits of Tech Data's Small Business Cloud Server

End-user

- Secure, reliable and (cost) efficient IT foundation for your business
- Future proofs your business with a flexible infrastructure that can scale on demand & grow in-line with your needs
- Enables your employees to remotely access your office
- No upfront investments

Partners

- Fully automated infrastructure deployment, directly available from StreamOne
- Uses proven market leading Microsoft technologies
- Cost-effective package sizes right sized for your organizational needs
- Facilitates a monthly – pay-as-you-go subscription
- Simply connect a wide range of cloud business applications

Customer objection handling:

What is a preconfigured and click-to-deploy solution?

A preconfigured and click-to-deploy solution gives a validated solution architecture, which is ready to use. After deployment of the solution, you can customize the solution using your own Microsoft credentials

We're concerned about the cost of a cloud solution?

Cloud solutions are cost-effective as they are based on a 'pay as you go' subscription model; your monthly bill is directly linked to your monthly usage, which is pre-determined and monitored continuously

How can I order this solution?

This solution can be ordered through Tech Data's StreamOne Cloud Marketplace. It requires a Microsoft CSP Tier-2 contract

We're concerned about running our IT from the cloud

Tech Data Small Business Cloud Server is powered by highly reliable and market leading Microsoft technology

Next Steps

Become a Tech Data CSP partner and open your business to growth and profitability

Wherever you are on the journey to Cloud, Tech Data will help you to Access, Power and Master the cloud. We have the cloud portfolio, marketplace, enablement, support and advanced services to make you a successful CSP

Sign up to Microsoft Cloud Solutions Provider (CSP) program with Tech Data and gain exclusive access to programs and promotions

Cloud Platform with Customer Lifecycle Management

Comprehensive Cloud Marketplace that provides greater exposure for partners' cloud offerings to help increase sales productivity and flexible billing to ease transitions to subscription and consumption models

Use Tech Data learning materials to train your commercial and technical resources to sell Azure cloud based solutions.

For further information please contact your Microsoft specialist:

tdcloud@techdata.com
www.techdatacloud.com/solutions



Why partner with Tech Data?

We are committed to delivering across four key areas, our team will help you to grow your sales, increase your profit margins, reduce your costs, and improve customer satisfaction.

- **Grow customer sales**
- **Improve your margins**
- **Reduce your costs**
- **Increase customer satisfaction**

Gold Distributor

Tech Data has established a long and trusted relationship with Microsoft and is fully committed to Microsoft technologies. Through its dedicated cloud team, Tech Data has been providing best in class cloud solutions to its partner ecosystem. Tech Data serves, supports and works with over 15,000 cloud partners.

Further Resources

Tech Data Small Business Cloud Server Sales Leaflet

Tech Data Small Business Cloud Server Solution Presentation

Tech Data Small Business Cloud Server Step by Step Guide

Tech Data Small Business Cloud Server Product Leaflet