

# Deliver a secure, reliable and cost-efficient IT foundation



Deploy Tech Data Small Business  
Cloud Server on Microsoft Azure

## 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. Organisations 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's 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.

Tech Data Small Business Cloud Server is a highly scalable all-in-one ICT system for SMBs running on Microsoft Azure – packaged and directly 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.

## Tech Data Small Business Cloud Server on Microsoft Azure

Tech Data makes it easy to order, configure and deploy the Small Business Cloud Server on Azure with preconfigured and click-to-deploy bundles. Based on your selection, this deployment will 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

The deployment places the selected virtual machine, maps out the network and build the connections. When selected, the deployment of an additional virtual machine and/or Azure SQL Database will be executed, and an automated scripts for start/stop will be activated.

## 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 organisational needs
- Facilitates a monthly – pay as you go – subscription
- Simply connect a wide range of cloud business applications

## Customer objection handling

### 1. 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

### 2. 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

### 3. 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

### 4. 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







## 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 have established a long and trusted relationship with Microsoft and is fully committed to Microsoft technologies. Through its dedicated cloud team, Tech Data have been providing best in class cloud solutions to its partner ecosystem. Tech Data serve, support and work with over 15,000 cloud partners.

## 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.

## Further Resources

Tech Data Small Business Cloud Server Battlecard  
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

For further information please contact your Microsoft specialist:

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**[www.techdatacloud.com/solutions](http://www.techdatacloud.com/solutions)**