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AGENDA

- Inspire Roadshow Follow Up

- News

- Migrate & Secure Windows 2012

  - Plan for end of Support for SQL & Win2012

  - Assess your options for 2012 workloads

  - 3 reasons to move apps to Azure

  - How Dicker Data can help

- Questions?

- Close & Prize Draw

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Engagement: Azure CSP motion incentives

ENGAGEMENT SUMMARY

Cloud Solution Providers providing billing and support as part of a partner-managed Azure experience for customers who purchase Azure services under a new Azure offer (offer plan) are recognized for incentives when transacting through a Partner Location ID meet all eligibility requirements for available engagement opportunities and applicable incentive enrollment requirements.

ENGAGEMENT TERM

October 1, 2023 – September 30, 2024

Partner Eligibility

Partner Agreement
Microsoft AI Cloud Partner Program Agreement

Partner Authorization
Microsoft CSP Indirect Reseller Channel Authorization
OR Microsoft CSP Direct Bill Partner Channel Authorization

Incentive Enrollment
Microsoft Commerce Incentives

Eligibility
One of the following Solutions Partner designations:
    Solutions partner for Infrastructure (Azure)
    Solutions partner for Data & AI (Azure)
    Solutions partner for Digital & App Innovation (Azure)
(OR)
Attained one of the following legacy competencies and purchased benefits package for one of the eligible competencies: Cloud Platform

Measure and Reward

Incentives for the new Azure offer (Azure plan) are calculated as a percentage of Azure consumption revenue. All payments made on a monthly cadence except for Azure CSP customer adds which is paid quarterly.

Incentive structure	CSP Direct Bill Partner	CSP Indirect Reseller	Maximum earning opportunity
Azure consumption CSP motion	4.00%	4.00%	
Azure Reservation and Savings Plan Incentive (Includes ACR from Reserved Instance and Azure Savings Plan)	10.00%	10.00%	$75k USD[1]
Azure workload accelerator CSP[2]	2.00%	2.00%	$25k USD[1]
Azure CSP customer add[3]	15.00%	15.00%	$250k USD[4]

1. Maximum Earning Opportunities at per engagement term, per partner, per subscription level

2. Eligible products within each workload can be found on Azure workload accelerator CSP – Eligible products

3. Azure CSP customer add calculated in addition to related MCI Azure CSP incentives and paid with 100% rebate earning type

4. Azure CSP customer add Maximum earning opportunity at per partner and per tenant for up to 12-month period

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CSP Masters Technical Bootcamp - Register Now

Christchurch – 10th & 11th October
Auckland – 16th & 17th October
Wellington – 19th & 20th October

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Register your interest in running a TSI Event here

SMB Workshop – Expressions of Interest

🛡 Do More with Microsoft 365 Business Premium   ⌃

🔱 Partner criteria

- Indirect partners working with reseller network
- CSP partners with Modern Work solutions or services, and experience selling in the Microsoft 365 Business Premium customer segment.
- Partners must transact in the same country where the customer is located.
- Partners must be approved by the appropriate Microsoft subsidiary.

📑 Customer criteria

Microsoft 365 for Business

- Small and medium-sized businesses up to 300 seats
- Not current subscribers of Microsoft 365 for Business plans (Microsoft 365 Business Premium)
- A maximum of 2 non-profit customers may count towards attendee minimums to receive incentives. These customers must also sign a public sector disclosure at the time of POE. Education and Public Sector will not count but may attend.
- Minimum of three attendees from different qualifying commercial customers
- Customer hasn't participated in a workshop in the last 6 months

NS

Microsoft New Commerce Experience
- Academic, Nonprofit subscriptions available 1st November 2023
- Forced migrations start January 2024 upon renewal (Corp, ACAD, NFP

Microsoft Co-Pilot
- GA for Enterprise Customers – 1st November 2023
- Dicker Data Partner Gen AI Survey 2023

Security Cloud Week for Partners

Role based exams now open book

Microsoft Ignite – Registration for online attendance now open!

New Surface Devices – just launched!

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Migrate & Secure Windows 2012

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PLAN FOR END OF SUPPORT
FOR SQL & WIN2012

July 9, 2022

SQL Server 2008, 2008 R2 Extended Security Updates end

January 10, 2023

Windows Server 2008 and 2008 R2 Extended Security Updates end

October 10, 2023

Windows Server 2012 and 2012 R2 End of Support

July 12, 2022

SQL Server 2012 End of Support

ASSESS YOUR OPTIONS FOR 2012 WORKLOADS

Move to Azure

Move apps and workloads to Windows Server and SQL Server on Azure Virtual Machines
- Run securely with free Extended Security Updates for three more years after the deadline for Windows Server 2012 and 2012 R2 and SQL Server 2012 .
- Save with Azure Hybrid Benefit.

Modernize when ready
- Modernize to PaaS with Azure services such as App Service, and Azure SQL Managed Instance. Never have to patch or upgrade again.

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3 reasons to move applications to Azure

Use cloud innovation to retire technical debt

Azure IaaS

Azure SQL Database

Azure App Service

Realize significant cost savings vs. on-premises

Azure Hybrid Benefit and reservations

Free extended security updates

Infrastructure optimization

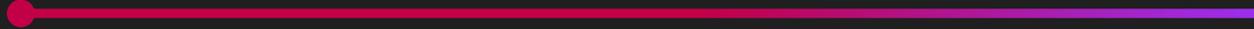**Improve security and compliance**

Secure cloud foundation

Built-in, multi-layered security controls

90+ compliance certifications, more than any other provider

HOW CAN WE HELP?

DICKER DATA FUNDED POC'S & CLOUD ASSESSMENTS

Dicker Data Cloud Assessments

- Delivered by Dicker Data Azure Technical BDM – fully funded

- Like Azure Express but for customers with less than 5 powered on Windows/Linux servers

- Cost estimate output showing environment in azure

- Easily turn into POC then production environment

Funded Proof of Concept

- Demonstrate how the customer workload(s) would run in Azure

- 97% conversion of POC to production (paying customer) environment

- Funding will be based on the final estimated ACR for 30 days up to a maximum of $2000.00

- Credit applied to the Dicker Data Partner account.

- Solution assessment must either be completed by Azure express or DD Azure technical BDM

Request a Dicker Data CA or POC here: **https://www.dickerdata.co.nz/microsoft-azure-support-sales-services**

AZURE EXPRESS – SOLUTIONS ASSESSMENT

- Microsoft delivered - fully funded for partners & customers

- Give partners & customers an understanding of costs for their environment in Azure

- Free up partner cloud architects to do other work for customers

- Help partners build a customer business case for an Azure migration

- Can be managed by partner or by customer alongside Microsoft

- Once complete run a POC then (depending on the ACR) Partner-Led AMM funding can be used to complete the migration

- Ordered via Dicker Data through the link on the Azure express EDM

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CUSTOMER CLOUD JOURNEY

Azure express/Cloud assessment

Proof Of Concept

Migrate

Optimize

Proposed upcoming topics:

27 September - Migrate & Secure Windows Servers
for SMBs

4 October - FY24 Microsoft Incentives

11 October - Meet the Azure Technical Sales Team

18 October - Business Premium Security - Session 1

25 October - Microsoft Viva Update & Overview

1 November - Azure Cloud Assessments

8 November - Business Premium Security - Session 2

15 November - Power BI Licensing

22 November - Business Premium Security - Session 3

29 November - Teams Premium

6 December - Christmas Wrap Up

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Chance to Win a $50
Uber Eats voucher at
every session

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Thank you

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