

Tech Data Brings the Microsoft Dynamics 365 Experts to You

SMB customers want a single, trusted technology advisor to help guide their business processes. If they have to look elsewhere for a CRM or ERP provider, they might take their productivity and security needs somewhere else too.

Fortunately, Tech Data and Microsoft Dynamics 365 have everything you need to provide customers with one connected cloud - all without investing in extensive resources.

The Dynamics 365 Market Opportunity

\$
173
Billion

The estimated revenue generated from business application sales by 2022.
(Microsoft Internal Research, 2019)

84%

Average per user revenue increase when resellers attach Dynamics 365 Sales to Microsoft 365.
(Microsoft Internal Research)

47%

The estimated percentage of end users that need some business app solution.
(Cloud Ascent)

The Partner-to-Partner (P2P) Opportunity

Tech Data's P2P Network brings the Dynamics 365 experts to you. With the help of our Dynamics partners, we'll give you the direction and insights you need to facilitate Dynamics 365 deals - all while you maintain full control of the business relationship.

The P2P program helps you:



Protect existing revenue streams by being a one-stop, comprehensive Microsoft Dynamics 365 solution provider.



Increase your revenue and add value to your Microsoft portfolio with end-to-end business applications.



Gain insight from experienced Dynamics 365 partners to launch new business quickly.



Stand out from the competition with a low-risk and end-to-end Microsoft value proposition.

Build long-term business relationships that bolster your business.



How the P2P Process Works

YOUR CUSTOMERS

are looking for CRM/ERP Solutions.

YOUR COMPANY

is a Trusted Technology Advisor with existing Office 365/ Microsoft 365 or Azure practice.

TECH DATA

has relationships with Dynamic 365 expert partners that you can leverage to sell to your customers directly with minimal additional resources.

YOU

bundle Tech Data's expert resources with your value-added services and continue to serve as the main point of contact by supplying your existing customers with a single invoice.



Customer relationship



Margins + incentives



Bundled offerings + services



Support options



Packaged solution

For more information about Tech Data's P2P Network, contact our dedicated Dynamics sales team at **msdynamics@techdata.com** or **800-237-8931** ext. **5545006**.