

Accelerate your revenue with the Cloud Enablement Desk

The Cloud Enablement Desk is a free, personalized service that you can use to help navigate your Microsoft Partner Network benefits, attain a cloud-based competency, and access relevant technical and marketing resources to increase sales impact.

Utilize the CED in key scenarios



New to the Microsoft Partner Network or are early in your cloud development



Seeking Go-To-Market help or would like to enhance your overall marketing effectiveness



Requiring technical expertise to to skill-up, drive pre-sale consultations and streamline deployments



Considering a cloud-based competency to differentiate your business

"It's a very valuable service. We're driving more consumption with Azure and (our customers) want to increase their plans with Microsoft."

- Naha Kayani, CTO, Zeurix

Zeurix has seen a 30% increase in Azure consumption since engaging the CED.

Get started today at aka.ms/CEDnominate

Eligibility

- Non-managed partner
- Has a Microsoft Partner Network ID ([sign up here](#))[^]
- Developing a repeatable scalable app or solution

**Learn more
about what the CED offers**

New to the Microsoft Partner Network or are early in your cloud development

IF YOU NEED HELP:



Understanding the programs and benefits available through the Microsoft Partner Network



Activating your benefits



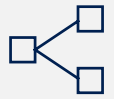
Identifying key ways to fill your pipeline and grow your business

The CED can offer services, including:

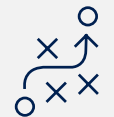
- Overview of Microsoft Partner Network membership
- Guidance on available benefits and services
- Partner Center set-up
- Referrals engine optimization

Seeking GTM help or would like to enhance your overall marketing effectiveness

IF YOU NEED HELP:



Connecting with the right marketing resources, aligned to where you are in your journey



Understanding GTM best practices and enhancing marketing effectiveness



Understanding and navigating GTM programs

The CED can offer services, including:

- Marketing education & consultation
- Overview of GTM resources & usage
- Microsoft marketplace entry & onboarding
- Referral engine optimization
- Understanding GTM programs*

* GTM programs may vary based on partners' Microsoft Partner Network membership

Requiring technical expertise to skill-up, drive pre-sale consultations and streamline deployments

IF YOU NEED HELP:



Skilling up your workforce with customizable technical learning plans



Leveraging technical expertise to enable the pre-sales process



Understanding how to take advantage of technical resources to accelerate deployments

The CED can offer services, including:

- Unlimited one-on-one access to 300-400 level technical resources*
- Development of customized technical learning plan
- Architectural review and solution building guidance
- Pre-sales consultations
- Proof-of-concept and deployment assistance

* To meet one-on-one with technical experts, partners must at least have an Action Pack Subscription

Considering a cloud-based competency to differentiate your business

IF YOU NEED HELP:



Identifying the right competency for your unique business needs



Understanding competency requirements



Completing the right set of certifications



Staying on track to attaining a cloud-based competency

The CED can offer services, including:

- Microsoft competency overview
- Choosing the right competency
- Roadmap to competency attainment
- Benefit activation after competency attainment