

COM 1803 FY20H1 CSP Reseller Expansion Campaign(NZ,SG,MY)

Campaign Objective



Reward CSP Indirect Providers for driving reseller frequency in FY20-H1

Partner Incentive Opportunity



Partner in Territory can earn incentive between USD\$500-USD\$1,000 for each incremental reseller they drive to "Optimize" and "Inspire" who transacts in O365 and/or Azure.

Duration 1 July 2019 to 31 December 2019

L Launch **P** Payment

E Campaign End



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| Partner Eligibility | <ul style="list-style-type: none"> CSP Indirect Providers |
| Eligible Customers Segment & Licensing Program & Products | <ul style="list-style-type: none"> SM&C Commercial - SMB, SM&C Education - SMB, SM&C Government – SMB Azure Standalone, O365 Business Premium, O365 Core – M365 Business, O365 Core – M365 E3, O365 Core – M365 F1, O365 E3/E4 Suites, O365 E5 – M365, O365 E5 - Security/Analytics, O365 E5 Skype for Business Voice, O365, E5 Suites, O365 Kiosk, O365 Standalone Office Commercial, O365 Standalone Server, O365 Suites without Office, and Project Cloud sold via CSP model |
| Incentive award details | <ul style="list-style-type: none"> Partner can earn rewards between USD\$500-USD\$1,000 for each incremental "Optimize" and "Inspire" SureStep reseller they drive during campaign period |