

SYNNEX Canada Cloud Elite Program

PROGRAM GUIDELINES

- Sales are tracked based on a six-month average period, net of any returns.
- Average sales at the end of each half (e.g. by July 01 and December 31) will determine the Reseller's tier level for the next half.
- The discount applicable to the Reseller's tier level will be applied directly to their billing in the next half (*Please note that for 2020 the discount changes related to previously average sales track will be applied in Feb*).
- A Reseller can achieve a higher tier during the half, but incentives for the next tier can only be applied in the following half.
- Only sales based on the current half will be eligible > however it is possible for a Reseller to go down to a lower tier if the minimum sales targets are not met for the half.
- Applicable for qualifying Resellers only.

ALL TIERS INCLUDE

- Azure Subscription Migration Support (PAYG/EA/OPEN to CSP)***
- Azure POC and subsidies for first and second month***
- Spiff Promotions
- SYNNEX Microsoft Cloud Team Hotline (Email & Phone)
- Monthly Newsletter
- Monthly Price List / Cheat Sheet
- End user event sponsorship (restrictions apply)

2019												2020											
JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC
PERIOD 1. AVG SALES TRACKED FROM JAN - JUN						DISCOUNT PERIOD 1. INCENTIVES						DISCOUNT PERIOD 2. INCENTIVES						DISCOUNT PERIOD 3. INCENTIVES					
						PERIOD 2. AVG SALES TRACKED FROM JAN - JUN						PERIOD 3. AVG SALES TRACKED FROM JAN - JUN						PERIOD 4. AVG SALES TRACKED FROM JAN - JUN					

Recruit (\$0 - \$10K)

- **16% Office 365 CSP discount level of MSRP***
- One (1) SYNNEX led onsite training** or webinar for Reseller staff per half
- Quarterly calls with CSP Business Development Manager

Activate (\$10K+-\$20K)

- **18% Office 365 CSP discount level of MSRP***
- One (1) SYNNEX led onsite training** or webinar for Reseller staff per half
- Monthly calls with CSP Business Development Manager

Optimize (\$20K+)

- **20% Office 365 CSP discount level of MSRP ***
- **Become a Microsoft Surface Authorized reseller**
- One (1) SYNNEX led onsite training** or webinar for the Reseller staff per half
- Bi-Weekly calls/visit** with CSP Business Development Manager
- 1-day End Customer Training Session**
- Microsoft Certification Exam Vouchers***
- Office 365 CSP Elite Swag

* SYNNEX Tier 2 support only, restrictions apply: Academic & Charity skus excluded . For further details please contact the SYNNEX Microsoft Office 365 CSP Team Telephone: 1-833-214-5751 option 1 - Team email: MicrosoftCSPCanada@synnex.com

** Some restrictions may apply and may be based on geographic availability.

*** SYNNEX Canada reserves the right to review and change these terms and conditions at any time.

Can SYNNEX migrate any type of Azure subscription to CSP?

A: SYNNEX has the knowledge and experts to help with your migration. Schedule a call today, we can assist with evaluating your customer's current environment and help plan the resource migration with you.

Are the 16%, 18%, and 20% discount tiers applied to Azure CSP sales?

A: No. Currently reseller margin for Azure sales is a fixed 9% off the MSRP. However, all Azure revenue contributes towards the discount levels within the Office 365 margin tiers.

How I will receive the discount?

A: Discounts will be applied upfront to your SYNNEX CSP invoices.

Can I get Azure POC and subsidies for every sales opportunity that I have?

A: All deals regardless of the amount are important to us but for opportunities above 3k/monthly or 40k/annually we have special **Enablement Funds** available. We will require a discussion to better understand the opportunity in detail. Call us today to get started at 1-833-214-5751 option 1.

Each Tier has a benefit noted as a quarterly, monthly, or bi-weekly call. How does this work and what is the purpose?

A: The purpose of the call is to discuss your cloud evolution as a valued Partner. We can discuss changes and new features within Microsoft CSP and partner programs, as well as share best practices, review your pipeline opportunities and recommend next steps to help you grow your business in the cloud.