



WESTCOAST CLOUD



TURNING PROFIT THROUGH PARTNERSHIP

HOW SELLING DYNAMICS 365 CAN BOOST YOUR BOTTOM LINE

They say Dynamics 365 can help a business to do pretty much anything. And while that's definitely a good thing, it does make Dynamics rather complex, and therefore difficult to sell. But we're here to help.

This suite of cloud-based business applications can add an enormous amount of value to you and your customers. And that value can be multiplied when you sell Dynamics with Westcoast Cloud.

Partner with us, and we'll use our know-how to help your customers get even more from Dynamics, and in turn deliver even more revenue to you.

Let's dive in.

WHAT IT TAKES TO SELL DYNAMICS 365

As a Microsoft Cloud Partner, you can earn rebates for selling Dynamics 365.

To earn rebates you'll need to either obtain a Solutions Partner Designation or a Dynamics 365 Certification.



Solutions Partner Designations

Earning one of these designations require top marks across three different categories (Performance, Skilling, and Customer Success), as well as a fee of around \$3000.

- Data & AI (Azure)
- Infrastructure (Azure)
- Digital & App Innovation (Azure)
- Business Applications
- Modern Work
- Security



Dynamics Certifications

As with the designations, earning a Dynamics Certification involves a test, but a smaller fee of \$100-\$200.

- Cloud Business Applications
- Cloud Platform
- Cloud Productivity
- Data Analytics
- Data Platform
- Enterprise Mobility Management
- Enterprise Resource Planning
- Small and Midmarket Cloud Solutions
- Windows
- Devices



EARN MORE BY SELLING LESS

HOW DYNAMICS 365 CAN HELP YOU TO DRIVE MORE REVENUE



Deployment

Our program lets you profit off each deployment. Often, you can earn as much as 10% of the deployment cost. This revenue is recurring, with a renewal every 12 months on top of the original deployment, making it a significant revenue stream for your business.



Licenses

It's simple maths. A Dynamics 365 license can cost up to 10 times that of Microsoft 365. So instead of working harder, work smarter, and look at selling Dynamics 365 licenses to your customers instead.



Rebates and Co-ops

On top of the licensing and deployment benefits, there are rebates and co-ops available. These are split at a 60% rebate for your individual program and a 40% co-op that can be spent on promotion for Microsoft.

NCE Rebates

- 4.75% CORE+
- 5% TIER 1 PRODUCT ACCELERATOR (M365 E3, M365 E5, M365 Business Premium, Business Central)
- 10% PRODUCT ACCELERATOR (Sales Pro, Power Apps)

Legacy Rebates

- 4.75% CORE+
- 20% CUSTOMER AND ACCELERATOR (M365 E3, M365 E5, M365 Business Premium, Business Central)
- 10% STRATEGIC ACCELERATOR (Sales Pro, Power Apps)

PROFITING WITH YOUR CUSTOMERS



Partner benefits

- Up to 30% upfront margin
- No need to upskill technically
- Ongoing support from the Westcoast Cloud team for licensing, deals, and training



Customer benefits

- Customers are provided a full CSP buying experience
- Access to Business Applications, M365, and Azure
- Easy Microsoft integration



START GENERATING REVENUE TODAY

If you're interested in working with Westcoast Cloud to offer Dynamics 365 to your customers, please reach out.

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