



The Integrated Productivity Solution.

Microsoft 365

Microsoft's technology stack addresses global and remote work.
Powerful, relevant and demanded by modern businesses.



Manage Protect Partner Program.

Manage Protect are channel specialists for Managed Service Providers (MSPs), with partners throughout Australia and New Zealand.

Manage Protect makes it easy for you to offer the entire range of Microsoft 365 to your customers.

We simplify the experience. You maximise the benefits.

The key advantages of procuring Microsoft Cloud Solution Provider (CSP) / New Commerce Experience (NCE) through Manage Protect:

- 1 Billing and invoices are straightforward**
 - » We don't charge credit card fees* (including American Express).
- 2 Easily manage licences and provision in real-time**
 - » Use our fully auditable self-service portal Converge. Or contact our local Technical Support team by phone, email or chat.
- 3 Effortless managed transition for you**
 - » We take the pain out of transitioning from an existing NCE provider.
- 4 Automated product bundling and provisioning of associated services such as:**
 - » Backup365® MPmail and Avanan, for a unique offering.
- 5 Professional Services Automation (PSA) for billing**
 - » With ConnectWise and Datto PSA.
- 6 Fully supported by our local Microsoft trained Technical Support**
 - » Technical Support are dedicated to resolving your issues quickly and serve as an extension of your team.



7 Partner Account Management team are on hand

- » To help you close deals and maximise sales opportunities.

8 Professional services available to partners

- » This includes more complex solutions pre-sales support.

9 Technology for social impact

- » With not-for-profit pricing offered to eligible not-for-profit organisations.

10 Microsoft Incentive Programs assistance and onboarding

- » Guidance on the best rebates and incentives program to suit your business.

Microsoft Product Sales rebates and incentives

Manage Protect work with partners to help them build and grow their Microsoft client base.

Working in conjunction with Microsoft, we will advise and assist you to select the best rebates and incentives program to suit your business – be it MP Incentives or Microsoft Gold and Silver Partner programmes.

Option 1

Aggregate your customers with Manage Protect

- » No annual membership fee, or need to meet Microsoft certification requirements.
- » This option is an easy go-to-market model.
- » Access to Manage Protect training and support.
- » A simple 3% rebate paid monthly on modern workplace SKUs*.

Option 2

Microsoft Silver or Gold Partner (directly with Microsoft)

We believe in rewarding Manage Protect CSP partners for activating and enabling Microsoft clients.

As your Microsoft experts, we'll show you how you can earn additional margins on Microsoft clients and navigate the Microsoft incentives and rebates requirements.

Here's your checklist:

1. Attain a Silver or Gold membership and select a competency area.
2. See the list of available Microsoft incentives.
3. Actively sell with a valid Microsoft Cloud Reseller Agreement.

*See price list for SKUs. Does not include Azure.



Contact us to see how we can support you in offering the highly demanded Microsoft solutions to your customers.

Why work with Manage Protect

- » Choice of either month to month or annual billing
- » Professional Services Automation (PSA) Integration
- » 24/7 local support
- » Provisioning support
- » On-demand training and product certification
- » Dedicated local Account Managers
- » Custom-built Converge Portal integrated provisioning, management and billing platform
- » Extensive Knowledge Base resources and on-demand training
- » National coverage with offices in both Melbourne and Sydney

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About Manage Protect

Manage Protect is an Australian owned and operated technology company specialising in integrated best-of-breed cloud solutions.

We are dedicated to empowering our valued partners who are trusted Managed Service Providers (MSPs) to thousands of Australian and New Zealand businesses.

Every day our partners deliver better productivity, security and business continuity solutions to their clients with our services.

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