



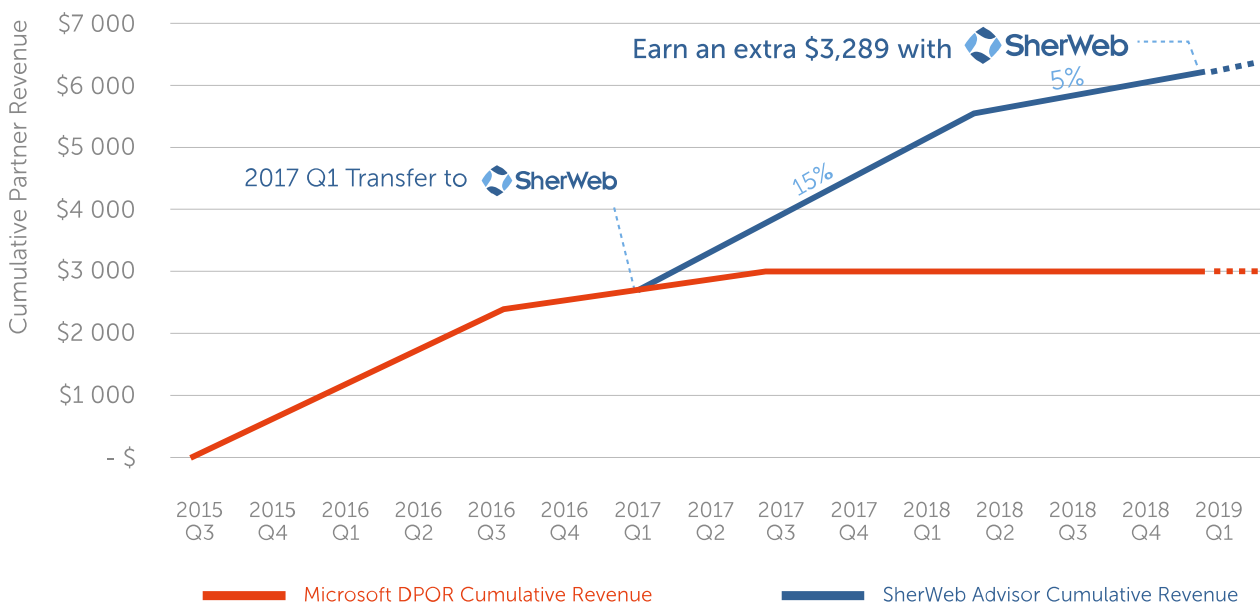
YOUR GUIDE TO  
**SURVIVING THE END**  
OF MICROSOFT'S  
ADVISOR PROGRAM

# MICROSOFT HAS PULLED THE PLUG ON ITS ADVISOR PROGRAM

That's right. As of June 30, you won't be earning any commissions for reselling Office 365 as a Microsoft Advisor. And, you won't earn a single cent for managing Microsoft cloud subscriptions for your clients. Have you thought about what this means for your cloud business? This is probably a good time to rethink your business strategy to resell Office 365. Have you considered the Cloud Solution Provider (CSP) program? It will give you more freedom and higher commissions than you ever earned as a Microsoft Advisor. Here's what we mean:



## Commission Scenario for Four Clients with 25 Office 365 Business Premium Seats





# 6 GREAT REASONS TO TRANSFER TO SHERWEB'S CSP

Transferring your Office 365 customers to the CSP program means you get more control over your customer relationships and your business. And if you sign up with an Office 365 distributor like SherWeb, you can earn even higher commissions. Here are six good reasons to transfer your Office 365 clients to SherWeb's CSP.

## 1. WE'VE INCREASED OUR MARGINS FOR CSP PARTNERS

[15% commission](#). That's what you can expect in your first year as a SherWeb Advisor. After that, you'll be paid a 5% recurring commission for the life of the customer's contract.

## 3. BETTER TECHNICAL SUPPORT

SherWeb's support team is available to answer your calls 24/7 in both English and French from a call centre based in North America. Our average telephone response time is 40 seconds and most tickets are resolved within one business day.

## 5. SAY GOODBYE TO COMPLICATED BILLING

Instead of receiving two invoices – one from Microsoft and a second one from you – your clients will get a single bill for all the services you sell them. All your customers are billed directly through our partner portal.

## 2. SEAMLESS CLIENT TRANSFER

If you have Office 365 customers in the Advisor program, SherWeb can offer you a seamless transfer thanks to a new multi-channel feature. No need to create a new tenant or do a full data migration for each customer. [The process is streamlined](#) so the end user won't even notice. And there's no downtime.

## 4. CENTRALIZED ACCOUNT MANAGEMENT

Our customized partner portal lets partners provision services, view price lists and manage all their accounts from once place. In just a few clicks, you can view all the details and get a clear picture of your business.

## 6. SAVE TIME WITH OUR OFFICE 365 IMPORT TOOL

At one time, resellers had to manually transfer profile information, services, plans and contract renewal dates for each client. Now the entire process is automatic. This free tool will also verify all your clients' renewal dates and provision their Office 365 subscriptions.



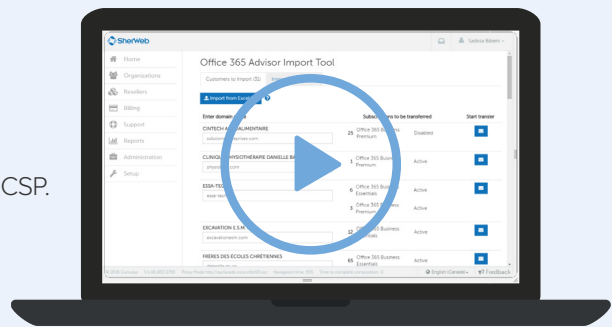
# IMPORTING YOUR OFFICE 365 CLIENTS TO CSP

As we just mentioned, the Office 365 Import Tool makes transferring your clients to the CSP a breeze. Watch this video to find out how easy it is:

## New Import Office 365 Clients Automatically

New tool helps Microsoft Advisors transfer their clients to CSP.

[Play Video](#)



# A REAL-LIFE SUCCESS STORY



## NOTHING PROVES A POINT BETTER THAN A REAL-LIFE STORY

SherWeb has transferred hundreds of Office 365 seats for Microsoft Advisors. Our expert team will lay the ground work to make sure your transfer goes off without a hitch. Still not convinced? Here's a story about one of our partners who [transferred 1500 Office 365 seats](#) from Microsoft to SherWeb and made more money in the process.

# TRANSFER YOUR CLIENTS TO SHERWEB IN 4 EASY STEPS

If you have hundreds of Office 365 clients and thousands of seats to transfer, you'll find the whole process a lot easier with the Office 365 Import Tool. On the other hand, if you have 10 seats or less, you can do a manual transfer by using SherWeb's multi-channel feature. Here's how it works:

## STEP 1. CREATE YOUR CLIENT ACCOUNT

Log into SherWeb's partner portal to create your new client account.

## STEP 2. SELECT THE OFFICE 365 PLAN

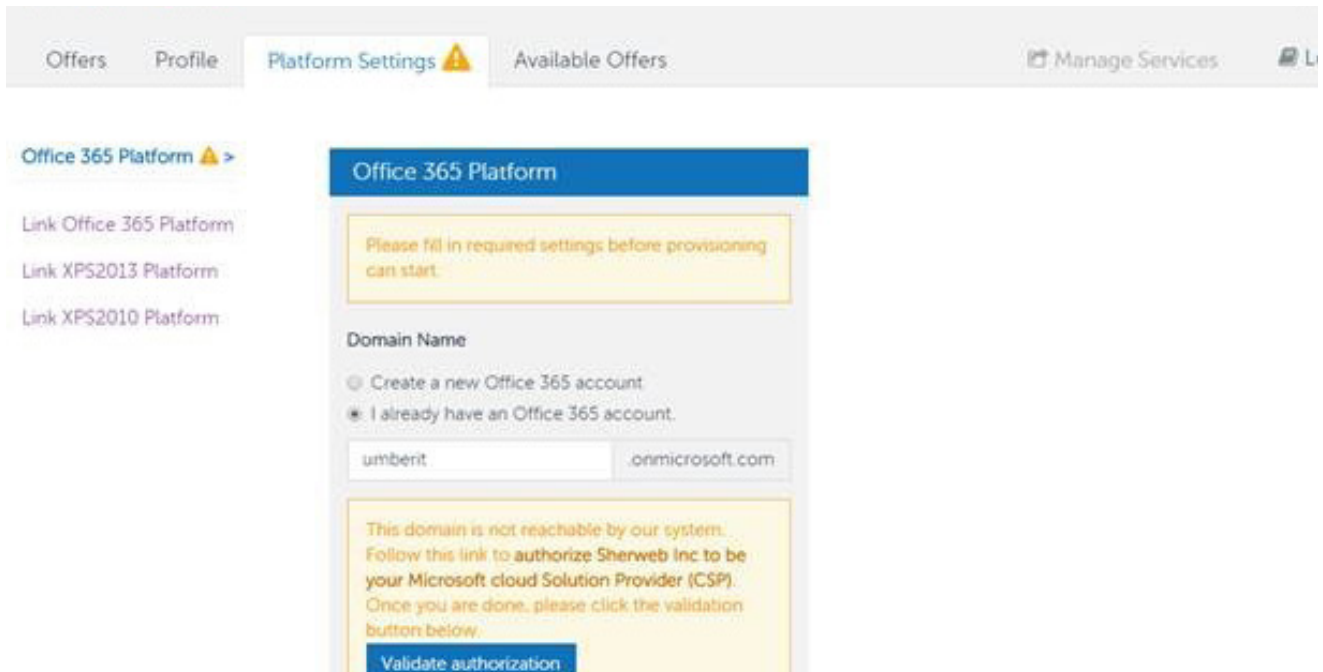
Select the product line, the plan and the number of licenses you want. Add the client's tenant address and indicate that this is an existing tenant.

The screenshot shows the SherWeb partner portal interface for a client named 'JR Legal'. At the top, there is a navigation bar with 'Offers', 'Profile', and 'Platform Settings' tabs. On the right, it shows 'Retail' and '\$0.00'. Below the navigation bar, there are links for 'Manage Services', 'Logs', and 'More Actions'. The main content area displays a list of Office 365 plans with their respective prices and a quantity selector (set to 0). The plans are organized into two columns. The left column includes 'Office365 Business' (\$12.49), 'Office365 Business Premium' (\$15.49), 'Office365 Enterprise ProPlus' (\$17.99), 'Office365 Exchange Online (Plan 1)' (\$5.50), 'Office365 Exchange Online Protection' (\$1.00), 'Office365 Exchange Online (Plan 2)' (\$9.70), and 'Office 365 Enterprise E1' (\$4.90). The right column includes 'Office365 Business essentials' (\$6.99), 'Office365 Enterprise E1' (\$9.99), 'Office365 Enterprise E3' (\$25.99), 'Office365 Visio' (\$13.40), 'Office365 Archiving In-House' (\$3.00), and 'Office 365 Enterprise E4' (\$27.80). At the bottom right, there are 'Cancel' and 'Save Changes' buttons.

Plan Name	Price	Quantity
Office365 Business	\$12.49	0
Office365 Business Premium	\$15.49	0
Office365 Enterprise ProPlus	\$17.99	0
Office365 Exchange Online (Plan 1)	\$5.50	0
Office365 Exchange Online Protection	\$1.00	0
Office365 Exchange Online (Plan 2)	\$9.70	0
Office 365 Enterprise E1	\$4.90	0
Office365 Business essentials	\$6.99	0
Office365 Enterprise E1	\$9.99	0
Office365 Enterprise E3	\$25.99	0
Office365 Visio	\$13.40	0
Office365 Archiving In-House	\$3.00	0
Office 365 Enterprise E4	\$27.80	0

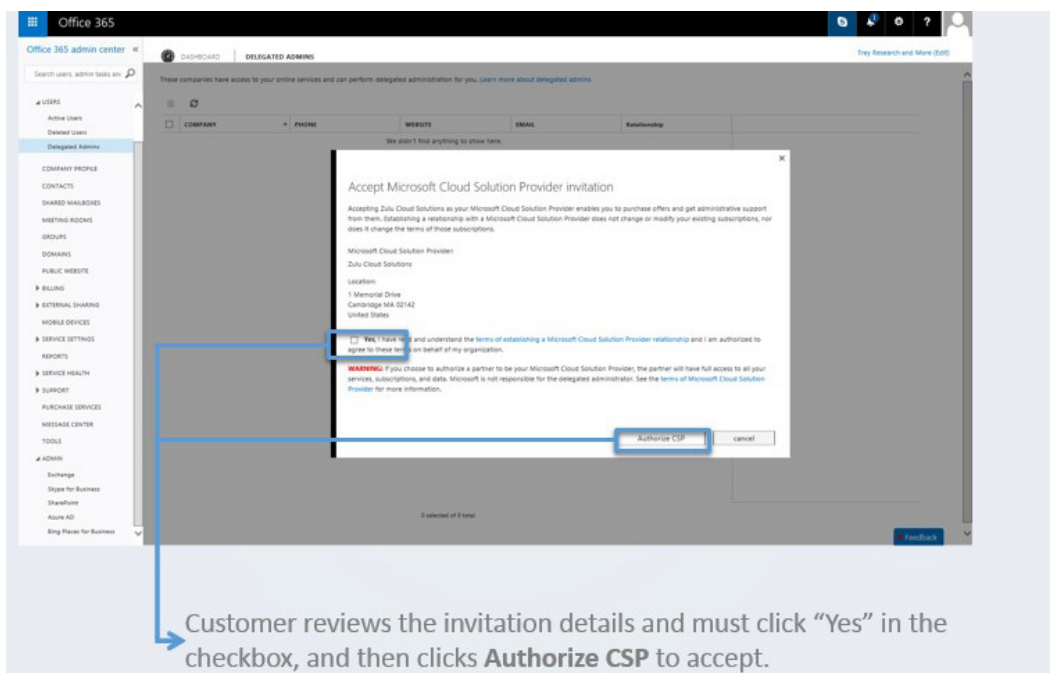
### STEP 3. ACTIVATE INVITATION TO JOIN CSP

Enter your Office 365 client's current tenant address. Click on **authorize Sherweb Inc.** to be your **Microsoft Cloud Solution Provider (CSP)** to generate an approval link.



### STEP 4. ACCEPT INVITATION TO THE CSP

Click on the approval link and log onto Office 365. You'll see a screen with a headline that says **Accept Microsoft Cloud Solution Provider invitation.** Check the box and then click **Authorize CSP** to accept the invitation. Return to the Partner Portal and click on **Validate authorization.**







# STILL WONDERING IF THE CSP PROGRAM IS RIGHT FOR YOUR BUSINESS?

**OUR DEDICATED  
ACCOUNT MANAGERS  
CAN HELP YOU DECIDE.**

**SIGN-UP NOW**

**Need more information?**

1 855 253-3213

or [partners@sherweb.com](mailto:partners@sherweb.com)

YOUR GUIDE TO SURVIVING THE END OF MICROSOFT'S ADVISOR PROGRAM is published by [SherWeb](#) Inc. Content from this publication may only be reprinted with written permission and when credit is given to SherWeb.

The information in this document is based on best available resources at the time of its publication. Opinions reflect judgment at the time and are subject to change.

All other brand, company, and product names are used for identification purposes only and may be trademarks that are the sole property of their respective owners.

© 2017, SherWeb Inc.