The Cloud Solution Provider guide

Your trusted handbook for navigating Microsoft's CSP program
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Resell Microsoft your way

There’s no getting around it. As the business landscape continues to shift from the upheaval of the past couple of years, cloud reliance is unavoidable. The move to remote and hybrid work has made it more important than ever to have business tools that allow us to work securely and reliably outside of the traditional office.

This is good news for Managed Service Providers (MSP). The cloud provides a new opportunity to diversify revenue streams, access targeted sales and marketing assets for market-leading products and, perhaps most importantly, provide a path to increased profitability.

Here at Sherweb, we want to empower you to do just that. We live to help you bring your business to the next level—whether it’s starting your journey as an MSP, moving from a break-fix model or maximizing the potential of your business. From marketing and sales assistance to provisioning and support, we assist you every step of the way to save you time and money.

Combine our mission with Microsoft’s CSP program and get ready to grow. Gone are the days of slinging licenses and making pennies selling Microsoft 365. As your strategic business partner, we help you overcome the revenue and size requirements required to partner with Microsoft directly and ensure you stay on a path to sustainable growth.

IT spending is expected to grow by almost 6% over the next 5 years.

Source: IDC
Go further with the right CSP partner

Microsoft is an integral part of modern business productivity and infrastructure. Selling Microsoft means responding to your clients’ needs for reliable, market-leading solutions.

Here’s how Sherweb helps you get more out of the Microsoft CSP program:

<table>
<thead>
<tr>
<th>Section</th>
<th>Description</th>
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<tbody>
<tr>
<td>We know our stuff</td>
<td>You’ll have a team of Microsoft-certified experts by your side. With 150 learning paths and 1000 modules completed in Microsoft Learn plus a total of 179 certifications, you can trust our CSP expertise.</td>
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<tr>
<td>We help you level up</td>
<td>We love sharing our expertise and helping you grow your own product and CSP knowledge with our Partner University skill paths, exclusive training, webinars and resources.</td>
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<tr>
<td>Around-the-clock support</td>
<td>We offer 24/7 technical support so you can get an answer any time of the day or night.</td>
</tr>
<tr>
<td>Easy-to-use partner portal</td>
<td>Manage the entire customer lifecycle from one central location with our partner portal. Automate and synchronize billing and invoicing tasks with powerful PSA integrations.</td>
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<tr>
<td>Professional services</td>
<td>We’ve got your back with migration services, one-on-one MPN consultations, marketing programs and more to help you succeed within the CSP program.</td>
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</table>
By 2024, Microsoft partners will generate $1.2 trillion in revenue from Microsoft technology.

Source: IDC
What is the CSP program?

The CSP program is Microsoft’s primary vehicle for delivering cloud capabilities to small and mid-sized businesses (SMBs) and corporations.

At its core, it’s a way for partners to resell three of its most popular products—Microsoft 365, Azure and Dynamics 365. The program is rounded out with the addition of benefits like incentives, access to Microsoft tools and resources, and the flexibility to work with a trusted partner like Sherweb. This option is an accessible way for MSPs to sell Microsoft with fewer barriers to entry.

Go beyond licensing

Do more than just sell licenses with the CSP program. Find additional revenue streams by working with a partner who offers value-added services.

Drive stronger customer engagement

Manage the full customer lifecycle and act as your clients’ trusted advisor for all things cloud computing. CSP gives you the flexibility to do that!

Streamline your growth

It’s easier to build a profitable product portfolio when you have access to globally recognized solutions from Microsoft as well as expert partners within the Microsoft ecosystem.

Benefits to the CSP program

Suited to all businesses, big and small. The program has no restrictions regarding company size, location or your area of expertise.

Supercharge your offering. Bundle your own services and IP with Microsoft products to provide your clients with a holistic approach to productivity, infrastructure and security.

Leverage your CSP partner’s expertise. You can rely on your CSP partner’s services and expertise to help you unlock all the benefits of the CSP program, including technical support, go-to market strategies, billing, professional development, sales support and more.

Put more money in your pocket. Besides building reliable monthly recurring revenue (MRR) with market-leading products, earn additional incentives through the CSP Indirect Reseller program.

“Sherweb is a great partner to work with. We have that ability to just call them and get the support we need if we can’t figure something out.”

- Reza Palizban, President and Co-founder, Aegis Innovators
Are there drawbacks?

There are a few considerations when deciding if the CSP program is the right path for your business.

- **Microsoft CSP requirements.** There are two options for CSP participation—indirect or direct. If you want to work directly with Microsoft to participate in the CSP program, there are financial, support and billing requirements to meet in order to qualify.

- **Clients with on-prem needs.** It’s in the title. The Cloud Solution Provider program won’t be the right fit for clients who require on-premises solutions. Although becoming less of an obstacle with the rate of cloud adoption, this could be a roadblock if you have clients who do not fully rely on cloud technologies.

- **Microsoft ecosystem can be overwhelming.** Incentives, competencies, the Microsoft Partner Network, action packs, licensing—there’s a lot tied up in the CSP program and Microsoft world, overall. It can be hard to know where to start.

We live to help our partners get the most out of the CSP program. That’s why we believe that partnering with us is the perfect first step in your CSP journey as we help you evolve your business on the path to sustainable growth.

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**The Microsoft Partner Network is evolving**

Microsoft has announced there are changes coming to their partner program as of October 2022. This includes a new name to represent this evolution: the Microsoft Cloud Partner Program. Our Microsoft experts are staying on top of the latest developments and we’re ready to help our partners navigate this transition.
Solutions: The foundation of the CSP program
Productivity: Microsoft 365

Microsoft 365 is the powerhouse of modern business productivity. It’s a mainstay of daily office life with the Office suite of applications, including Word, Excel, PowerPoint, Outlook and OneNote. Its reach extends with services such as Exchange, an email server paired with Outlook, cloud storage with OneDrive and communication must-have, Teams.

The perfect jumping off point

With Microsoft 365 you get the full, installed Office experience on PCs, Macs, tablets and phones, all synced together, no matter where you are. As a CSP partner, this is often the perfect starting point for building offers that provide greater penetration into your clients’ businesses and better margins than simply reselling Microsoft 365 on its own. Establish your value as an MSP by going beyond just licensing Microsoft 365 to offer real value to your clients.

Maximize your Microsoft 365 opportunity

Take advantage of this opportunity to transform your business and increase your MRR by offering complementary products and value-added services for Microsoft 365.

- Security, backup and eLearning solutions
- Business consulting, integration work and app development
- White-label support through Sherweb
- Deployment

The door is now open for you to upsell your client to other services you offer, whether they’re your own or a third-party product.

Learn more

Read: Speed up business transformation with Microsoft 365
Infrastructure: Azure

With more than 54 regions in 140 countries, Azure has more global reach than any other cloud provider. This gives businesses like yours the freedom to build, manage and deploy applications for users all over the world.

This open and flexible cloud service platform lets your clients get more done by taking advantage of its ever-growing list of integrated services, applications and tools. Azure supports the broadest selection of operating systems, programming languages, frameworks, tools, databases and devices. It’s a leader in infrastructure and a lot of businesses rely on its services for their day-to-day computing.

As a CSP partner, you have two choices to integrate Azure into your business: you can resell Azure as part of your offering or wrap your managed services around Azure.

Take your IaaS offering to new heights

From planning to migration, integration, development, deployment, and even support management, Azure presents a range of opportunities for you to upsell your services.

**Data backup:** Take advantage of Azure’s hyperscale presence and use its 24 worldwide locations as a backup for your clients’ data.

**Technical support:** One of the easiest managed services you can offer, provide your clients with a premium support experience and uptime SLAs for the applications they run in the cloud. You’ll set yourself apart from the competition.

**Data migration:** Offer your clients migration services to the cloud, either as a lift and shift or as a virtualization platform. You’ll be providing them with all the speed, agility and scale that the public cloud has to offer.

**Management services:** Patching, updates and user configuration monitoring is a great way to relieve your customers of several administration headaches. Azure will let you offer deep security and endpoint protection to optimize their environment.

Learn more

Read: [How Azure simplifies managed services for MSPs](#)
Business apps: Dynamics 365

Dynamics 365 combines the capabilities of customer relationship management (CRM) and enterprise resource planning (ERP) into a single application. It can be used to support the following functions:

- Sales
- Customer service
- Operations
- Finance
- Marketing
- Supply chain management
- Project service automation
- Human resources

Think of it as a complete IT ecosystem with all the tools your clients need to run their business.

Stay competitive with this versatile platform

With so much potential in one platform, Dynamics 365 not only provides an opportunity to resell through the CSP program but also to build a solid service offering around the platform.

Like Azure, by adding your expert support and value-added services like data migration and deployment, you can diversify your revenue streams. This also positions you as a true partner for your clients for all things IT.

And through it all, you have a partner in Sherweb! We’re by your side every step of the way to help support you with scoping, licensing and customizing as you guide your clients through adoption, onboarding and deployment.

In terms of margins, there's great potential for establishing solid monthly MRR with Dynamics. While licenses are more expensive, clients are typically willing to pay more for complex solutions such as ERPs and CRMs. This also means services surrounding Dynamics 365 are often more profitable as there are more opportunities to support these more complex projects.

Learn more
Read: **A simple approach to Dynamics 365 licensing**

“The Sherweb team has helped us develop a sales strategy around Dynamics 365. We’re doing a lot of events with customers and Sherweb is always there to support us, putting together events so we could speak to a maximum number of customers.”

- Rija Raharinosy, Solulan
Start, grow, optimize: Your path through the CSP program
Your Microsoft CSP roadmap

**Start**
- Join the Microsoft Partner Network
- Get a Microsoft Partner Network (MPN) ID
- Start as an indirect CSP partner

**Grow**
- Unlock expertise, strategic services and more with Sherweb
- Master the partner portal

**Optimize**
- Incentives
- MPN benefits
- Competencies
- Enrich your offering
Start

Your CSP journey starts with joining the Microsoft Partner Network (MPN) and getting your MPN ID. This allows you to enroll in the CSP program. While the default starting point for all CSP resellers is the indirect route, it’s helpful to know the difference so you can determine which option is best for you as you continue down the CSP path.

Learn more

Watch on demand: MPN ID: Unlock the possibilities of Microsoft benefits

Direct vs. Indirect: What's the difference?

There are two paths you can take during your CSP journey: direct or indirect. These paths differ based on investment requirements, implementation time, margins and support capabilities. Here’s what you should know about each path.

Direct CSP partner

As the name implies, resellers who opt for the direct path work directly with Microsoft. They purchase their SKUs from Microsoft then sell them to their customers. Direct resellers need to meet specific requirements determined by Microsoft (and that change over time). This includes having specific operational infrastructure in place and the capital investment required for participation and to set themselves up for success in the long term.
Requirements for direct partners

The first and most important thing to note is that **you must be an indirect reseller for at least 12 months** before enrolling as a direct partner. Once you hit this milestone and can decide what path to take, here are additional minimum requirements.

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<thead>
<tr>
<th>Requirement</th>
<th>Details</th>
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<tr>
<td>MPN ID</td>
<td>An active MPN ID for the location you want to sell in</td>
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<tr>
<td>Support</td>
<td>Ability to provide the first level of support to your customers plus the purchase of a support package from Microsoft—either Microsoft Advanced Support for Partners or Microsoft Premier Support for Partners. The advanced option starts at $15,000 per year.</td>
</tr>
<tr>
<td>Revenue requirements</td>
<td>At least $300,000 (USD) in annual revenue during the previous 12 months as an indirect reseller</td>
</tr>
<tr>
<td>Billing and invoicing</td>
<td>Infrastructure in place to manage customer billing and provisioning</td>
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Combine these requirements with the 12-month time period required to even be allowed to opt in to the direct reseller path, there’s a lot to check off before you can count yourself a direct reseller.

**Indirect CSP partner**

This is why so many MSPs stick to the indirect path. It cuts through the red tape so you can go to market quicker with less operational complexity. On this path, you work with a trusted CSP partner to buy your SKUs then sell them to your customers. This is the most popular and accessible option—most MSPs don’t have the time, capital or resources to sell directly with Microsoft. This is the perfect option for MSPs who are looking for the fastest way to start selling and scaling their business with the CSP program.

**The benefits of the indirect reseller path include:**

- You can ramp up quickly
- Your business can evolve at a slower, more controlled pace
- You don’t need to meet the same infrastructure, revenue or operational requirements
- You get to work with a partner who has expertise and value-added services to help you grow your business sustainably
Questions to ask your potential CSP distributor

Services offered by indirect providers vary but here are a few things to keep in mind when considering your partnership:

- Do they offer technical support? Do they offer level 2 & 3 support or direct you to the vendor in these cases?
- Will they help you market your products and services?
- Do they offer data migration?
- What are their financing and credit terms?
- Do they sell additional products and services you can leverage for your customers?
- Will they help you grow your business?

How an indirect CSP partner can help your business

- **Hand off billing and support:** Your provider takes care of these areas so you can focus on service delivery, customer acquisition and other priorities. Furthermore, you don’t have to take on the expense of hiring qualified staff to fill billing and support roles internally.
- **Resources and expertise:** Microsoft CSP Indirect Providers have earned their position—they know what they’re doing and will have enablement tools on hand to help you succeed.
- **Offers, incentives and competencies:** Your provider partner can help you maximize earnings by using their expertise to help you leverage offers, incentives and competencies that benefit your business the most.
- **Run your business your way:** Without the restrictions of meeting requirements and by gaining a partner’s expertise, you have the freedom to take your business in whichever direction you choose on your own terms.
- **Lead digital transformation for clients:** The CSP program equips resellers with everything they need to move clients to the cloud and streamline almost every aspect of their operations.
- **Strengthen customer relationships:** With flexibility to set your own margins, deliver services of your choice and organize your business however you choose, the CSP program gives resellers the freedom to interact with clients on their own terms.
- **Bring your own unique solutions to market:** CSP partners can leverage Microsoft’s base solutions for cross-sell and upselling opportunities for their own IP and value-added services.

"Sherweb has been able to give us revenue that we did not have before through Microsoft licensing. In addition to that, they’re able to give us other services that we can provide our partners without us having to figure them out on our own."

- Raymond Hestres, Paragon Development Systems
Four steps to getting started on the right path

1. Estimate your investment

As an indirect reseller, your key investment will be time with the CSP program. Once you've found an indirect reseller you want to work with, determine resources needed to build your offers and strategize with your indirect partner. With less barrier to entry and a trusted partner by your side, you can start selling in no time.

If you're in the 10-20% of businesses who take the direct path, your investment will focus on capital and infrastructure to meet the Microsoft requirements as a direct reseller. You'll have to assess your current structure, redefine your business model and available capital in order to define your current solutions and see where you need to expand. Ultimately, the direct model is designed to fit the reality of bigger businesses.

2. Define your differentiator

The CSP program is a great opportunity to differentiate yourself from other MSPs. Your strategy should focus on why your customers should do business with you. Consider the following questions:

- What can you offer your clients that other resellers can’t?
- What makes you more relevant than your competitors?

Your differentiator should be unique to your business and will depend on your business model and the products you sell. You should also consider the type of services you’ll be offering.

3. Build your offers

We've previously touched on strategies for packaging your offers with Microsoft's CSP solutions (more on that in an upcoming section). Just as you have to consider how to differentiate your business, take the same care in determining what your clients need from you, what you are able to provide and how. Your offerings are the foundation for your success within the CSP program.

4. Start spreading the word

You've determined your differentiators and your offers—start spreading the word through marketing. Sometimes it's hard to know where to start and how much time and money to invest. This is something to consider when considering the CSP distributor you'll be working with. If available, leverage your indirect provider for access to marketing materials, account managers, marketing programs, white-label collateral and campaigns-in-a-box that will seamlessly fit your company's brand and marketing goals.
Grow

You’ve taken the first steps in your journey as a Microsoft CSP Indirect Reseller and set yourself up for success—now let’s get growing!

Along the path, it’s important to note that the grow and optimize phases can happen simultaneously. We want to help you get the most out of Microsoft and sometimes that can require a bit of multitasking.

Your partner on the path to CSP success

Sherweb is well-versed in the complex Microsoft ecosystem and helps MSPs make the most of their Microsoft partnership. From navigating the Microsoft Partner Center to marketing solutions and positioning offerings, our in-house experts and architects work alongside resellers like you to facilitate growth.

Our value-added services and resources

We understand what it’s like to manage a business—sometimes it’s hard to find time for the big picture. Our value-added services and resources provide the opportunity for us to work with you to help you tackle business growth within the CSP program.

- **Training and professional development:** Expand your skill set and product knowledge with skill paths in our [Partner University](#). Visit the [Knowledge Network](#) for an ever-expanding roster of webinars, training and events so you can learn, network and grow.
- **Migration services:** Our [migration services](#) don’t cost you a thing and are worry-free—no data loss, no downtime. Our dedicated team of experts have helped thousands of businesses and guarantee seamless migration and onboarding.
- **An extension of your team:** Pre-sales experts, solution architects, support wizards and dedicated account managers are all standing by to assist Sherweb partners in any way possible.
- **One-on-one MPN consultations:** Our subject matter experts will give you an [individualized introduction](#) to the ins and outs of the Microsoft Partner Network, financial incentives, competencies, internal use rights (IUR) and program benefits.
- **White-label and sales enablement resources:** Our [partner toolbox](#) is brimming with ready-to-use marketing and sales resources. These include pitch decks, product sheets, sales guides, email and presentation templates, campaigns-in-a-box, assessment tools, best-practice resources and more.
- **Strategic support:** Get help mapping your [business strategy](#) with consultation services, training, individualized planning and quarterly business reviews with your dedicated account manager.
- **Leading products and solutions:** Sherweb partners don’t have to think twice about the credibility or efficacy of the solutions they offer. Our [vetted portfolio](#) comprises the best cloud products on the market that all modern businesses need to function—including the perfect bundling options for the CSP program.
Partner portal: Centralize your operations

One of our guiding pillars is helping our partners achieve operational effectiveness. One of the ways we do this is through our partner portal—a centralized location to run every aspect of your business. Our partner portal is fast, simple and fully integrates with powerful automation tools. Combine that with easy client migration and you’ll be up and running in no time.

- **Your client management hub:** Add and manage users and cloud solutions through a single interface. You can also access third-party client management platforms straight from our portal. It’s easy to track everything when it’s all in one place.
- **Provision licenses in seconds:** Manage any licensing task quickly while having a 360-degree view of your service provisioning and offers. In just one click, you can add and remove product licenses for a smooth process that takes just seconds to complete.
- **Simplified billing:** Get a clear view of your clients’ bills, payments, credit cards, custom subscriptions and promotions. Create one simple monthly, downloadable bill to look at pricing per client and service. You can also export your invoices as a PDF.
- **Seamless integrations:** Automate and synchronize critical yet time-consuming tasks like billing, invoicing and proration with powerful PSA tools that are integrated directly into our portal. Map your organizations and products in one easy step.
- **Centralized client support:** Create and monitor all your support, billing and migration requests, even if they weren’t created from our portal. Save time managing helpdesk tickets in one place, so you can deliver IT services efficiently and effectively.
- **Real-time reporting:** Track how your clients are using services in real time from the Reports dashboard. View their license consumption and product usage. You can also search for account activities by organization, date and category.
- **Safeguard your clients’ data:** Our secure portal ensures critical data is safe. Log in to your account using multi-factor authentication to prevent breaches.
Optimize

This phase is all about helping you take your client relationships from transactional to transformational as their trusted IT advisor. We want you to get the most out of the CSP program and this phase of the journey will help you do just that.

The beauty of the CSP program is that just because your business is smaller, doesn't mean that you can't get a lot from Microsoft and the program. Here are a few ways you can optimize your participation in the CSP program by boosting your revenue, expertise and product offering.

1. Put more money in your pocket with incentives

One of the benefits of being a CSP Indirect Reseller is the opportunity to earn incentives through the CSP Indirect Reseller Incentives program.

The purpose of the incentives program is to reward CSP Indirect Resellers for:

- Driving CSP revenue
- Adding customers
- Selling strategic products

Eligibility

To be eligible to earn incentives, you need:

- A signed Microsoft Partner Network Agreement
- Partner authorization: Microsoft CSP Indirect Reseller Channel
- Enrollment in the CSP Indirect Reseller program
- Active competency in 1 of 9 competencies
- Silver or Gold membership
- $25k USD Trailing Twelve-Month (TTM) revenue

This is where we come in! Our certified experts live to help you put more money in your pocket. For individualized guidance, our one-on-one MPN consultations can help you unlock more benefits and incentives from the CSP program. We're familiar with the ins-and-outs of the program so you can spend less time figuring it out and more time maximizing your profits from what you sell.

These benefits paired with Sherweb's partner services are a winning combination for earning incentives, growing your business, and offering top-tier products and services as an Indirect Reseller.
2. Showcase your expertise with competencies

Competencies are a way for you to showcase your technical capabilities to your customers when it comes to delivering Microsoft solutions. They go a long way in building your profile as a Microsoft reseller and help you attract new customers who are looking for Microsoft-certified providers.

Once you earn a competency, you receive access to a variety of benefits that help you grow your business, highlight your expertise and, of course, unlock incentives.

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Competency areas

To qualify for incentives, you must have an active Silver or Gold membership in one of nine eligible competencies. They are:

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

Our recommendations

Our partners tend to focus on the following three competencies:

- Small and Midmarket Cloud Solutions (Office 365 option)
- Cloud Productivity
- Cloud Platform

You can find requirements for each competency and what your company has already earned from the competency area of your Partner Center dashboard.
How to earn a competency

For each competency, there's a specific set of requirements to meet. These requirements fall into two categories: skills and performance. Competencies with skills requirements include exam, assessment or certification requirements. Performance requirements ask that your company meets a specific revenue threshold or business outcome (increasing your customer base by a specific number of customers, for example).

Regardless of the competency, the formal recognition from Microsoft and the skill set you'll develop can provide new opportunities by giving current and prospective clients confidence in your abilities as a CSP reseller.

Learn more

Read: Microsoft CSP incentives guide: Fiscal year 2022
3. Enrich your offering

Bundling

Remain competitive and increase profitability by combining your managed services with business-critical solutions like those that make up the CSP program. This can help you attract new clients, increase loyalty and retention with existing customers and provides new revenue opportunities.

Security, eLearning and cloud backup services are perfect candidates for a bundling strategy within the CSP program.

Do you have your own IP? Bundling is a great opportunity to pair your own solutions with well-known products from vendors like Microsoft.

Working with a CSP indirect provider like Sherweb? Leverage solutions in their portfolio that provide additional value.

One of our most frequently bundled products is Office Protect, Sherweb’s in-house security software for Microsoft 365. It provides effortless 24/7 monitoring of Microsoft 365 tenants and peace of mind for MSPs and their clients alike.

Addressing multiple points of concern ensures you’re providing a better customer experience and addressing your clients’ needs while optimizing your own bottom line.

Cross-sell/upsell

This is a no-brainer strategy when it comes to growing your MSP business. Whether Microsoft is your first foot in the door or you have an existing relationship managing your clients’ IT needs, cross-selling and upselling is the perfect opportunity to offer additional solutions that address their needs and fill gaps in their managed services.

Unlike bundling, the goal here isn’t to focus on complementary solutions. With this strategy, talk to your clients and pinpoint areas where additional (or enhanced) services or products can address a need.

Is password management an issue (isn’t it always?), consider a solution like LastPass. Do your clients struggle with document workflows and eSignatures? signNow’s integration with Dynamics 365 could be the answer to their prayers. Is their Microsoft 365 subscription still the right one for them or would a different license better suit their needs? There’s a host of business and enterprise plans available.
Partner success is what we do best

As an award-winning cloud partner, Microsoft Gold partner and experienced indirect CSP program provider, Sherweb knows what it takes to build a profitable CSP business. With 24/7 technical support, a centralized portal for easy billing and provisioning, solution experts to help with go-to-market strategy and a library of sales enablement resources, Sherweb has helped thousands of indirect CSP resellers achieve their goals.

Ready to start your CSP journey?

Find out what it’s like to work with an Indirect CSP Provider dedicated to your success!

Become a partner

Certifications

Awards

CRN Partner Program Guide – 5-star rating (2022)

Channel Partner Insight – Best MSP Business Support of the Year (2021)

Channel Partner Insight – Best MSP Partner Program (2020)

Channel Futures Channel Influencers (2022)

Microsoft Canada’s 2020 IMPACT Awards – Indirect Cloud Solution Provider, finalist (2020)
It’s surprising how fast our partners grow
Find out what you can achieve

About Sherweb

Keep it simple with one cloud solutions provider. More than 7,000 partners and 85,000 companies worldwide grow their business using Sherweb’s value-added services. We support you with business strategies, cloud services, operations and go-to-market expertise. With Sherweb as your trusted partner, you’ll be surprised by what you can achieve.

Want to learn more?

Check out our partner guide at sherweb.com/partner-guide, explore partnership opportunities at sherweb.com/partners or give us a call at 1 (855) 253-3213.