

Partnering with Avnet

Join our Star Partner Programme

Avnet are a Microsoft Value Added Distributor, at Avnet we understand that to be successful, we need to invest in our channel partners. This is why we've worked together with Microsoft to put time and resources into supporting our 'Star Partners' at every stage of the sales cycle, giving you as much or as little support as you need, when you need it. To support our partners who sell Systems Management, Avnet also have a VAD partner program.

- **Allocated Funding** – Avnet will work with you on jointly funded marketing activities
- **Discounted Technical Training** – Avnet provide technical training courses to support our Star Partners in obtaining competencies, and to keep you up to date with Microsoft's product offerings
- **Pre Sales Support and Guided Installs** – Avnet will support its Star Partners with both Post and Pre sales support. We will help you to discuss solutions with your end user. Avnet will speak and/or meet with the customer to discuss their requirements and work with you to provide the correct product solution/ configuration
- **Webinars & Live Meetings** – To help introduce your organisation to Microsoft and Avnet, join us on a short webinars and live meetings, which will help you understand the products and how Avnet can help you.
- Individual topics that will drill down more technically. These meetings enable you to touch base and refresh your knowldeg and skills without leaving your office
- **Platform Passions** - This is a full & brain-challenging day that gives a brief view of the Microsoft "Stack" of Products and how they fit together. This day is an interactive event making you ultimately create your own Microsoft solution to solve a customer problem by the end of the day
- **Licensing Training** – Our dedicated Licensing Specialist is available to train your sales staff in all aspects of licensing

Contacts

Your Avnet Account Manager is available to provide quotations, advice and can set up meetings with Business Development Managers.

David Brown, Business Development Manager (North) david.brown@avnet.com or telephone **07834 432227**

Ian Miller, Pre Sales Support – ian.miller@avnet.com