

## Microsoft Selling Solutions For Partners Online

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Microsoft Selling Solutions For Partners

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To co-sell with Microsoft, partners need a commercial-ready solution, an engaged sales team, and a strong go-to-market strategy. They must also meet specific additional criteria. For more info, see [Become co-sell ready](#). You can create three types of opportunities.

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Partner with Microsoft

Partner sales: This role focuses on selling your offer and collaborating on sales with Microsoft sales teams and channel resellers. Indicate at least one partner sales contact per region in which you wish your offer to be Co-sell Ready. The same partner sales contact may cover multiple regions. [Partner technical sales](#)

Co-sell option in the commercial marketplace | [Microsoft Docs](#)

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Microsoft Partner Network - [MPN Blogs](#) site

Microsoft has a very successful partner ecosystem branded as Microsoft Partner Network (MPN). Microsoft Partners serve as a vital touch point to end customers across the globe and our overall engagement with Partners accounts up to 96% of Microsoft 's revenue, annually. [SMS&P and Dynamics GBS - India Delivery](#) is the end-to-end custodian of the [Partner Audience Strategy](#) within the [CSS](#) and collaborates immensely internally as "Co Delivery" to deliver a differentiated experience to our ...

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"That is about not selling Microsoft solutions but actually selling partner services." [Gavriella Schuster](#), Corporate Vice President, One Commercial Partner, Microsoft Helping drive participation...

Partners Jumping Aboard Microsoft Co-Sell Program ...

Publishing into our commercial marketplace is also how partners provide the assets and information they need to co-sell with Microsoft or other partners. As a Microsoft partner, your products will be side-by-side with Microsoft 's first-party offerings in our product catalog. Co-selling through the Microsoft commercial marketplace provides you with: [Visibility](#) to millions of Microsoft customers seeking solutions like yours ; [Powerful commerce capabilities](#) that you don 't need to build or buy

Getting started with the Microsoft commercial marketplace ...

Flexible support for partners Get technical assistance when you need it. The Microsoft Partner Network gives you a wealth of support resources, like advanced cloud support, immediate answers to top partner questions, and access to the community of your peers.

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