



# RHIPE AND MICROSOFT PARTNER INCENTIVES

H2 FY18 Offers - Australia





# RHIPE CSP INCENTIVE DETAILS - MICROSOFT INSPIRE

## MAR 01 - MAY 31 2018



# How to Win a Money Can't Buy Trip to Inspire, Las Vegas

## AZURE

- Reward: Most amount of net new customer adds wins
  - 10 points for each Net New Customer Add between \$500AUD to \$1,499.99AUD
  - 20 points for each Net New Customer Add between \$1,500AUD to \$3,799.99AUD
  - 30 points for each Net New Customer Add above \$3,800AUD
  - 10 Points for Azure Social Share
- 5 Tickets Available

## MICROSOFT 365

- Reward: Most number of net new M365 customer adds– 1 Ticket for top 4 partners
  - T&C: Minimum 10 seats per net new customer
  - 20 Points for any M365 Customer add over 10 seats
  - 10 Points for M365 Social Share
- 4 Tickets Available

## REVENUE

- Reward: CSP partner with highest combined CSP & LSP revenue over the incentive period – Mar 1 to May 31
- 1 Ticket Available

- a) For all net new Azure customer adds over \$1200 partners will also receive \$2000 cashback from Microsoft
- b) For all new M365 Business Subscriptions partners will also receive \$60 rebate from Microsoft

Incentive runs Mar 01 – May 31 Inclusive. Winners will be notified in writing and by phone by June 5 2018. T&Cs Apply.

## General Requirements

- 1. Entry will only be open to Microsoft resellers who have registered to join rhiPE's Come Fly with Us program (the **Promotion**) by completing the online registration form at <http://comeflywithus.com.au/> and accepted these terms and conditions (**Terms and Conditions**).
- 2. To enter, resellers must earn points on all sales of Microsoft Azure and Microsoft 365 transacted through rhiPE from 1st March – 31st May 2018 inclusive (**Incentive Period**)
- 3. The top ten (10) resellers with the most points at the end of the Incentive Period determined in accordance with clause 2 (each a **Winner**) will each win
  - a. one (1) ticket to the Microsoft Inspire event to be held between July 15-19 2018 in Las Vegas;
  - b. return economy flights for one person to Las Vegas, Nevada from the Winner's nearest capital city;
  - c. 7 nights' accommodation at the Luxor, Las Vegas;
  - d. Pre-Day VIP activities hosted by rhiPE; and
  - e. Meals according to the itinerary.
- 4. Only one (1) person from a winning organisation is eligible to win the Travel Prize to Las Vegas.

[Link to FAQ](#)

[Link to full T&Cs](#)



# RHIPE CSP INCENTIVE DETAILS - NET NEW PARTNERS TO CSP MAR 01 -



## Fly in the Clouds with rhipe CSP

Whitespace partners & partners yet to transact CSP will complete activities in exchange for points which will earn them instant rewards.

- Log into PRISM
- Completing CSP onboarding on-demand through the program portal or attend a CSP onboarding workshop
- Share social content
- Make your 1st sales transaction

NB: Partners who join in Mar-May will still be eligible for the Microsoft Inspire incentive

REWARD: Prepaid Visa or Flight Centre Card for \$250 AUD





# MICROSOFT AZURE INCENTIVES



## Incentive Eligibility requirements for most incentives:

- a. Must have active MPN
- b. Must attain Silver or Gold competency in Windows and Devices, EMM, Cloud CRM, Cloud Productivity, Data Analytics, Cloud Platform, Small and Midmarket Cloud Solutions, Data Platform
- c. Be onboarded onto PIEx

Note: if you have issue with your incentives, please contact CSP Program partner incentive team @ [ociapgc@microsoft.com](mailto:ociapgc@microsoft.com)

Download rhipe FY18Q4 Azure Incentive Calculator @ <http://rhi.pe/mh>





Min. Monthly Spend per Tenant	Program	Offered by	Incentive	Promotion Period
AUD \$1,200	Microsoft FY18 Incentive	Microsoft Global	<b>12% rebate (8% core, 4% accelerator)</b> - Need to meet incentive Eligibility requirements	Jul 17 – Jun 18
	Additional Incentives for Azure VMs until Reserved Instance is made available through CSP	Microsoft Global	Partner gets <b>10% additional incentive</b> on eligible Azure VMs (exclusion A and G series VMs) - Need to meet incentive Eligibility requirements	Nov 17 - Jun 18
	FY18 Australia CSP Azure Customer Adds Campaign – Indirect Provider	Microsoft Regional Sales Corporation	Partner gets <b>AUD\$2,000</b> on first occurrence of monthly spend within program period <i>Conditions:</i> a. Customer segment - SMC (Excludes Enterprise) b. Must achieve the stated consumption revenue performance for the first time ever <i>Payment is via Wire Transfer 45-90 days post close of incentive campaign</i> <b>- Do not need to meet incentive Eligibility requirement</b>	Mar 18 – Jun 18



Monthly Spend per Tenant	Program	Offered by	Incentive	Promotion Period
<b>Accelerators</b>				
AUD \$4,000 per quarter	FY18 Azure Customer Adds in CSP	Microsoft Global	One-time incentive of USD \$1,000 per customer TPID Conditions : a. Customer TPID must have zero Azure Consumption or below \$4,000 total in FY18 Q1, across all Microsoft licensing programs b. Customer TPID must have no other Azure subscription consuming above \$4,000 - Need to meet incentive Eligibility requirements	Jul 17 - Jun 18
AUD \$38,000 per year (~\$3,200 per month)	Azure CSP POC Credits	Microsoft Global	Partner gets \$3,800 in Azure credits for 2 months, to execute customer POCs • Neither customer nor partner see a POC invoice: Microsoft will pay for customer's Azure consumption during the POC period • No need for redeployment: After end of POC period, Azure services charges will automatically transitioned to customer and partner will start receiving invoices - <b>Do not need to meet incentive Eligibility requirement</b>	Jul 17 - Jun 19



# M365 INCENTIVES



# M365 Business Campaign – Australia CSP Resellers

## CAMPAIGN OBJECTIVE



Drive M365 Business Subscriptions

## PARTNER INCENTIVE OPPORTUNITY



Partners may earn rebate of \$60 AUD for each subscription sold

Duration [1 April 2018 to 30 June 2018]



### Eligible Customers & Licensing

- Customer: All
- License types: CSP

### Deal Eligibility & Thresholds

- Excludes M365 Business Non for Profit and Trial
- Excludes M365 Enterprise and Education

### Incentive award details

- \$60 AUD rebate for each M365 Business subscription sold

### Details

- <http://aka.ms/m365bincentivefaq>

### Also consider:

- Free Skykick Migration incentive

## Promo Summary

- \$60 per seat for each new M365 seat sold
- Min/Max incentive amount: AU\$300/AU\$30,000
- Applies to both net new customers and upgrades from other SKUs
- Promo ends on June 30th.
- Partner can also leverage on Skykick free migration promo to migrate mailboxes, taking total incentive / seat to A\$72.50
- Campaign details: <http://aka.ms/m365bincentive>
- FAQ: <http://aka.ms/m365bincentivefaq>
- Incentive: Qualified CSP reseller gets 8% core + 5% global accelerator incentive when you sell M365 Business, on top of margin made.



The graphic features the Microsoft logo and 'Microsoft 365 Business' text at the top left. The main visual is a stylized illustration of a man's head and shoulders inside a large, orange banknote that has a '\$' symbol and the number '60' on it. Below this, the text reads 'Get an extra \$60 per seat' and 'For every Microsoft 365 Business subscription you sell, we'll give you \$60.' The bottom half of the graphic has a dark blue background with a man in a white shirt and a gold chain with a '\$' pendant, standing on a pile of gold coins. He is holding up several orange banknotes with '\$60' on them. A large number '1' in a white circle is on the left. Text below the man says 'Sell Microsoft 365 Business and earn \$60 per seat'. At the bottom, there is a small paragraph: 'It's that easy. Sell your customers Microsoft 365 Business and for every seat you sell, you'll get a \$60 rebate in return. For a limited time, so be quick! Contact your distributor™ to get started.' and a 'LEARN MORE >' link.

Microsoft Microsoft 365 Business

Get an extra \$60 per seat

For every Microsoft 365 Business subscription you sell, we'll give you \$60.

1

**Sell Microsoft 365 Business and earn \$60 per seat**

It's that easy. Sell your customers Microsoft 365 Business and for every seat you sell, you'll get a \$60 rebate in return. For a limited time, so be quick! Contact your distributor™ to get started.

LEARN MORE >

- Free O365 migration rebate
- Applies to O365 CSP with min 5 seats
- Eligible for E3, Business Premium, or M365
- Up to AU\$12.50 per tenant
- Complete migration (cutover) by June 30<sup>th</sup>, 18
- More details:
  - AU: [https://offers.skykick.com/fy18-microsoft-migration-rebate\\_au](https://offers.skykick.com/fy18-microsoft-migration-rebate_au)

## Free Office 365 Migration Rebate

For a limited time, migrate Office 365 customers and receive a AU\$12.50 rebate per eligible seat funded by Microsoft.

- 1 Complete your migration (cutover date) by 30 June, 2018
- 2 Receive AU\$12.50 rebate on up to 50 seats per migration

Accelerate Bundle		
<p><b>Data-Only Migration</b> Move just the email data without any Outlook configuration automation.</p> <p>Price after Rebate <b>FREE</b></p> <p>Savings per seat <b>AU\$12.50</b></p> <p>Perfect for projects where the customer has already done the project work and just needs their data migrated.</p>	<p><b>Migration Suites</b> Automate the entire Office 365 migration project.</p> <p>Price after Rebate <b>AU\$42.50</b></p> <p>Savings per seat <b>AU\$12.50</b></p> <p>Comprehensive automation reduces manual work by up to 90%. Seamless customer experience - migrates Exchange data &amp; Outlook client settings.</p>	<p><b>Migration Suites + Cloud Backup</b> <b>BEST DEAL</b> 12 months of Cloud Backup plus a FREE Migration!</p> <p>Price after Rebate <b>AU\$52.30</b></p> <p>Savings per seat <b>AU\$12.50</b></p> <p>Protect your customers and grow your recurring revenue with Cloud Backup. Quickly restore data on Exchange, SharePoint and OneDrive for Business files with Cloud Backup. Includes Migration Suites automation.</p>

**rhipe**  
The Cloud Channel Company™

D365 PROMO



# Dynamics 365 Customer Adds in CSP Local Campaign (Australia)

## CAMPAIGN OBJECTIVE



Campaign targeting CSP partners to drive activation and ongoing Dynamics 365 consumption for new customers

## PARTNER INCENTIVE OPPORTUNITY



Partners may earn incentive of \$2,000 AUD per customer by driving \$1,200 of Dynamics 365 consumption within a month for the duration of the campaign.

Duration [1 March 2018 to 30 June 2018]



Eligible Customers & Licensing	<ul style="list-style-type: none"> <li>Customer: SMC Corp and Enterprise</li> <li>License types: CSP</li> </ul>
Deal Eligibility & Thresholds	<ul style="list-style-type: none"> <li>A) Must achieve the stated consumption revenue performance for the first time ever</li> <li>B) And in doing so must achieve the stated consumption revenue within a month within the campaign program period</li> </ul>
Incentive award details	<ul style="list-style-type: none"> <li>\$2,000 AUD for driving \$1,200 of D365 consumption within one month during the campaign period</li> </ul>







# OTHER AZURE PROMO



# IP Co Sell Wins Campaign – Australia ISV/CD/SI/MSP Partners

## CAMPAIGN OBJECTIVE



Campaign targeting CD, MSP, SI, ISV partners. The goal of this campaign is to support Microsoft partners driving Azure consumption by accelerating Microsoft IP co-selling with eligible customers. It is essential for partner to focus on IP solutions on Azure platform.

## PARTNER INCENTIVE OPPORTUNITY



Partners may earn incentive of \$1,000 AUD for each IP Co Sell Win for the duration of the campaign.

DURATION [1 MARCH 2018 TO 30 JUNE 2018]



L Launch P Payment

E End of Campaign

Eligible Customers & Licensing	<ul style="list-style-type: none"> <li>Enterprise, Corporate or Corporate Premier customer that is a Microsoft managed account in Australia</li> </ul>
Deal Eligibility & Thresholds	<ul style="list-style-type: none"> <li>In order to qualify, the partner must sign a contract with its customer, close the deal as Won in Microsoft Partner Sales Connect, and upload proof of execution (PoE) against a Won deal in Microsoft Partner Sales Connect that was shared before the contract signature date of the deal.</li> <li>Partners must register deals within 3 months of signing them with their end customers and must be registered in Microsoft Partner Sales Connect Tool on or before 22 June 2018 to qualify.</li> <li>Proof of Execution: The registered win and associated Proof of Execution must be approved by the audit specialists within MS Sales Operations. Only those approved deals from 1 March to 30 June 2018 will be eligible for incentive payment</li> </ul>
Incentive award details	<ul style="list-style-type: none"> <li>\$1,000 AUD for each IP Co Sell WIN</li> </ul>