

Partner to Partner Collaboration

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The partner-to-partner opportunity



Curate locally relevant solutions through partnerships

Build new capability, solutions and drive customer/territory transformation through ecosystem partnerships.



Scale IP Co-Sell motion through partnerships

Connect application solution partners, with practice, offer, or channel solution partners to drive scale through CSP.



Expand account/territory penetration

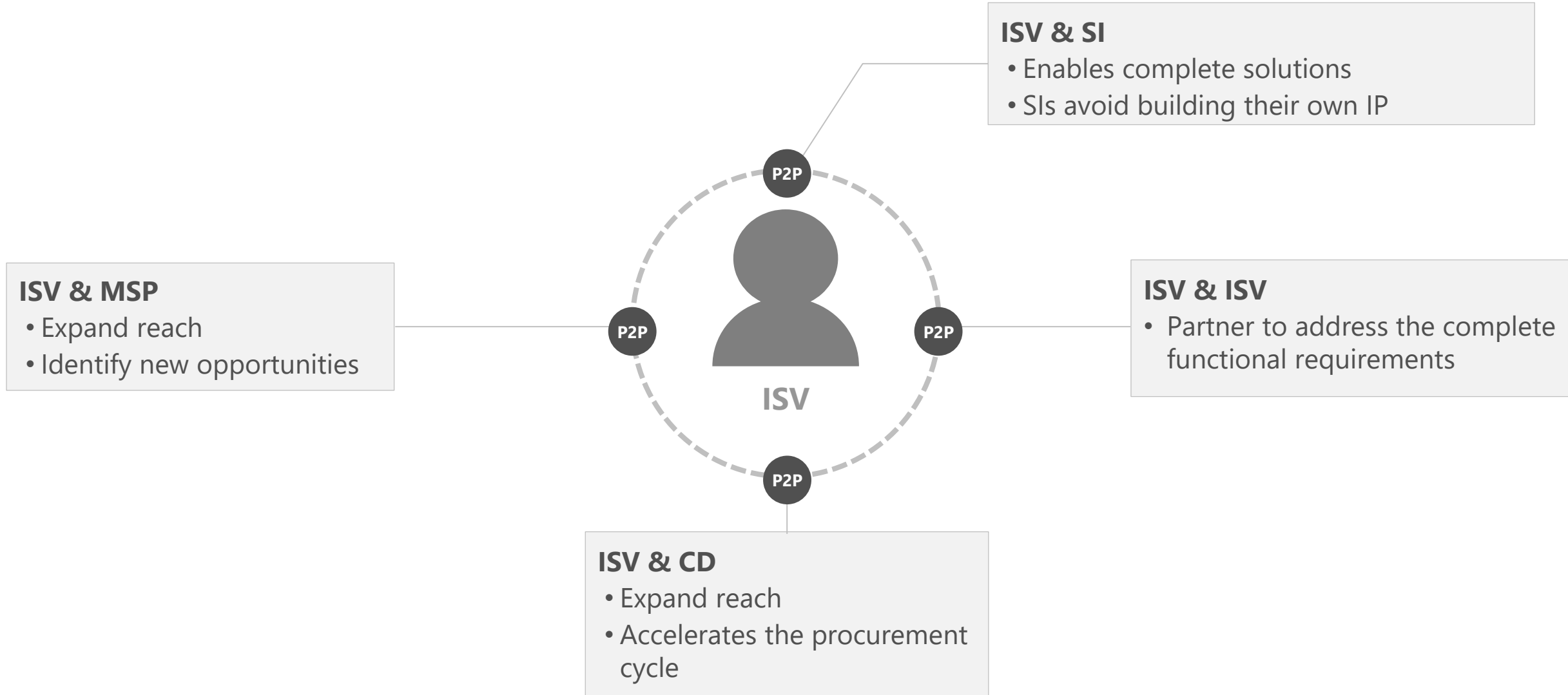
Expand penetration of existing partners in customer accounts and territory through introduction of new solutions through partnerships.



Increased pipeline size and velocity

When there is a solution, services, and transaction partner, we find the project size is almost 6x larger, Azure consumption is 4x higher, and the deal closes over 2.5x faster.

Overview of P2P Relationships with ISVs



12 ISV Partners



東方聞道



The background features a network diagram of interconnected nodes and lines in a light purple color, overlaid on a dark purple background. At the bottom, there is a silhouette of a city skyline, including a prominent tower with a sphere. The text "THANK YOU" is written in a large, bold, white sans-serif font, positioned to the right of the network diagram.

THANK YOU