



Reach

Reach for success with Bell Micro and Microsoft

Bell Micro recommends genuine
Microsoft® software

Microsoft
AUTHORIZED

Distributor

Boost your services offering

By reselling Bell Micro Partner Services



Bell Micro Partner Services

Successful IT Providers have long since realised the need to evolve their businesses to sell professional services. Although this may be perceived as ‘high-risk’, especially if there is a need to employ full time services staff, it is still a growth area – even with the current climate.

With Bell Micro Partner Services you can ‘dip a toe in the water’ and offer professional services when selling Microsoft products that require some degree of installation or configuration, such as Exchange, Windows Server 2008, etc. without any risk or obligation.

As well as increasing your sales margin this can also be used to complement your existing services offering – enabling you to tackle bigger projects or provide services you are not currently in a position to offer.

How to engage with the Partner Services team

Engaging with the Bell Micro Partner Services team is simple:

Step One - Identification

Identify a potential partner services sales opportunity and gather basic qualification information to pass to the Bell Micro Partner Services team.

Step Two - Qualification

Bell Micro’s Partner Services team will contact your customer to further qualify the opportunity. Here they will understand what the customer is trying to achieve and whether it is technically achievable.

Step Three - Quotation

Once the opportunity has been qualified as meeting the required criteria, you are then able to create a services quotation and demonstrate the solution to the client, either remotely or in the Bell Micro Enterprise Solution Centre.

Step Four – Contract

After the client has agreed the solution, you can then finalise the terms of engagement and generate the services order.

Step Five – Delivery

Upon receipt of the order, Bell Micro will arrange to deliver the solution to the client within agreed criteria and timescales.

Delivering professional services to your customers couldn’t be easier with Bell Micro. Add value to your service offering today – contact **0871 230 4999**

Core service offering

Bell Micro's Partner Services cover the following core areas:

Solution	Overview
<p>Unified Messaging</p> <p>Unified Messaging aims to break down the walls between different messaging systems; increasing productivity while consolidating infrastructure and reducing costs.</p> <p>Typical scenario</p> <p>The customer may have disparate communications systems (fax, phone, email etc.) that require consolidation. They may have concerns about managing and operating too many communication systems.</p>	<p>The customer will receive a professional installation and configuration of Microsoft Exchange Server; providing a customised mailbox solution to meet their business needs.</p>
<p>Consolidation/Virtualisation</p> <p>Virtualisation provides many benefits for businesses who are struggling to manage their increasingly complex IT estate.</p> <p>Typical Scenario</p> <p>The customer may have expanding server loads or under utilised capacity. This with increasing cost of power and cooling is forcing organisations to look at the cost-saving benefits of consolidation.</p>	<p>The customer will receive a professional installation of x64 edition of Windows Server 2008 that addresses their needs from the datacentre to the desktop and is ready for service provision.</p>
<p>Data</p> <p>The ability to effectively manage and store data enables organisations to realise the full value of their information – creating true competitive advantage.</p> <p>Typical Scenario</p> <p>Customers that have grown 'organically' will be looking to restructure their data storage and access, to improve the resilience and integrity of their data.</p>	<p>The customer will receive a professional installation and configuration of SQL Server 2008 onto a single server, delivering a rich set of integrated services that enable them to do more with their data.</p>
<p>Content Management and Collaboration</p> <p>Help an organisation get more done by providing a platform for sharing information and working together in teams, communities and people-driven processes.</p> <p>Typical Scenario</p> <p>With increasing data volumes, more companies are capturing data in an unstructured format, leaving them unable to leverage the full IP that they retain.</p>	<p>The customer will receive a professional installation and configuration of Microsoft Office SharePoint Server 2007, creating an effective collaboration solution.</p>
<p>Customer Relationship Management</p> <p>CRM gives an organisation the capability to easily create and maintain a clear view of customers from first contact to purchase and beyond</p> <p>Typical Scenario</p> <p>Look out for customer-driven businesses that need to understand their customers better for marketing and sales purposes.</p>	<p>The customer will receive a professional installation on a single server with configuration for up to five users. Providing the tools to enhance the company's sales, marketing and customer service processes.</p>

For more detailed information about the core service areas, visit www.reachformicrosoft.com or contact your Bell Micro account manager today.

The team

Bell Micro's 65-strong Partner Services team has been successfully operating for more than 10 years.

Over this time it has refined its channel-only engagement model over this time to provide a range of commercial engagements covering time-only, pre-defined packaged services and fixed-price projects (managed by PRINCE2 Project Managers) to fit into the reseller's own methodology.

Select the support you need from the team of:

- In-house consultants
- Project Managers
- Dedicated Account Managers
- Business Development Managers
- Practise Managers
- Resource schedulers
- Consulting partners

The team prides itself on the quality of its service delivery but to further de-risk engagements for resellers, it provides the relevant indemnity cover for its engineers, consultants and project managers.

The Partner Services team hold the following Microsoft qualifications:

- MCSE 2000
- MCSE 2003
- MCP
- MCTS SQL Server 2005
- MCTS Exchange 2007



For more information on how to engage with the Bell Micro Partner Services team, or a more detailed definition of what each service includes, please visit **www.reachformicrosoft.com** or contact your Bell Micro account manager today.