

AGENDA

- ▶ **1** Che cos'è l'ALSO Cloud Marketplace
- ▶ **2** Momentum Cloud
- ▶ **3** Service Portfolio
- ▶ **4** Demo
- ▶ **5** WaaS – Workplace as a Service

Video: perché scegliere ALSO Cloud Marketplace



YouTube: <https://www.youtube.com/watch?v=Wqt4xzCwHnw>

Momentum CLOUD



Microsoft
Partner



2017 Partner of the Year Winner
Distributor Award

Gold Small & Midmarket Cloud Solutions
Gold Cloud Platform
Gold Enterprise Mobility Mgmt
Silver Cloud Productivity
Silver Collaboration & Content
Silver Datacenter



- Oltre 913 servizi disponibili
- 70 provider di servizi
- 37 ISV svizzeri ! 31 CH in arrivo



Oltre
300

trainings

In loco | Webinar |
e-Learning |
Training Partner 2 Partner

Telesales Lead

Generation

Oltre 8'800
contatti



Supporto Cloud onboarding

- +1 rivenditore/ora
- +5 clienti finali/ora
- +1 seat/minuto
- +2 nuovi servizi/giorno



Catalogo
& branding
privati



WaaS



239
servizi in arrivo

Hosting
Reporting

in ACMP
Microsoft & Veeam



1'000+
rivenditori



Coaching di
trasformazione

Momentum CLOUD



Cooperazioni



Consulente Azure

Basic | Configurazione | Migrazione | Potenziali di risparmio costi | Sviluppo SBS | Workshop



Consulente Veeam

Backup & riproduzione Basic/Advanced | Design & installazione



Surface Hub Pro Services

POC | Consegna | Installazione | Implementazione | Training



Renewal



Social Media

Yammer | YouTube | Win10 App | LinkedIn | Xing | Twitter | Facebook

Service Portfolio

Act CRM Premium und Essentials Software	Yammer Enterprise Microsoft	JumpStart CRM Mindsainted	oneclick App. Streaming-Platform oneclick	Connections Cloud Client protection IBM	Virtual Private Cloud vCloudAG	Cyber Security Solutions Varti International	Creative Cloud Graphics Software Suite Adobe	ECO42 CRM MS Dynamics CRM Terra Schweiz AG	Virtual Servers Shared Cloud RackSpace
Backup For Servers and Workstations Acronis	SharePoint online Plan 1 & 2 Microsoft	Managed printing service Flat-rate model NRS AG	Endpoint Security Client Protection Kaspersky	GDATA Endpoint Security Client protection G-data	Mobile Application & Social Coll. ConSys IT AG	Endpoint Security Panda Security	O365 security Security Suite für Office 365 Skyhigh Networks	Azure migration Migrationtool Vision Solutions	Greenclouds Virtual platform HPE
CloudMigrator 365 Migrationstool to the cloud	OneDrive for Business with Office Online Microsoft	WaaS Samsung Galaxy Tab ALSO Schweiz AG	Norton Small Business Security Symantec	Email.chi.Depot Client protection Email Archivierung Net-Design AG	Collaboration IBM Informatic AG	Spark Collaboration Platform Cisco	vmware Several services VMware	RUBISO SPAS Protection Hahn Security	AMSIO HP Webservices HPE
nomadex Business file sharing and Synchronization	Power BI pro Reporting engine & dashboards Microsoft	WaaS Microsoft Surface Pro 4 ALSO Schweiz AG	Boo!box Cloud Business File sharing Boo! Server Srl	Secure Data Storage Backup & Recovery SIDMAR AG	Condense Enterprise Content Management CYCL	Mail Cleaner Pro Secure eMail Gateway IT Factory AG	AWS Visualisierung platform Amazon	ZenDesk Customer Care Management ZenDesk	FLUX BLUXX HUB WaaS ConYon AG
Sales Database Business file sharing & Sync ITpoint AG	Project One Line, Online, Pro Microsoft	WaaS HP Fitre X2 ALSO Schweiz AG	The eStore Online CMS Document Mgmt The eStore Corp	Office Business Hosting Dinetronic AG	Dix Hosting Services SaaS / IaaS KRIOS Suisse SA	Collaboration Suite Virtualisierung platform Isolations AG	Gmail Business Mail Email and collaboration Google	Zoom Collaboration Zoom	BAMBUS Office Manager Binaurpation BAMBUS Software
LAN as a Service Switches, Ports, Access/Ports Lanion GmbH	Video Pro for Office 365 Microsoft	Office 365 Security Mimesec	ALSO Cloud doc. Hosting ALSO Cloud Oy	WebEx Conferencing and Webinar Hosting Cisco	Veeam Cloud Connect SaaS Neologic Software AG	redERP MS Dynamics ERP Swiss Edition redIT Dynamics ZG	Business Mail Email and collaboration Google	Fujitsu Fujitsu as a Service Virtualization Fujitsu	IOS Mobility Pass Fully managed iPhone/iPad leasing Apple/BM/ALSO
Extend Veeam Cloud Connect Neupert AG	Enterprise Mobility Suite / Intune Microsoft	DocuSign DocuSign	LiveArea Broadcast TV Channel LiveArea AB	First 365 Hosted exchange First 365 Networks AG	Karrenverwaltung CRM S3CC GmbH	O365 Archive O365 integrated archiving Crossvare	Central IT Mgmt IT Management software Kaseya	GX Genetec Automated app development Rad Solutions	officework 365 Office app dev. officework
Backup solutions MIND und VEEAM@MOUNT10 Mount10 AG	Azure Cloud Computing Platform Microsoft	EspressoJet Collaboration advanced MondayCoffee	Parallels Remote Application Server App Streaming Parallels	Axians Avaya Voice Cloud Web conferencing & collaboration Axians COM AG	Hosted Clerk DaaS ServerBase GmbH	Harddisk overwrite Security solution Blanco	Evernote File sharing and synchronization	I&I VPS & VMware I&I	PaaS/ERP Enterprise Resource Planning HP Engineering
Office 365 Business Essentials, Enterprise, Pro Plus, Premium	Windows 10 Enterprise E3 Microsoft	myMAIL Hosted exchange Swiss Cloud Computing	BITitan Migrationtool Onpremise -> cloud	Managed Video Cloud Video Conferencing IComfer AG	Dix Business Apps SaaS Skybow AG	Veeam Cloud Connect Backup and recovery Amazon AG	Exact MAX Financial ERP Exact	Mitel Voice Cloud Unified communication Mitel	myLoc Hosting platform HPE
Exchange online Plan 1 & 2, Kick, Protection, Archiving	Dynamics 365 CRM, ERP Microsoft	myFILESHARE File sharing Swiss Cloud Computing	noSpam proxy Security für O365 Net at Work GmbH	Endpoint Security Client protection ESET spol. s r.o.	Swiss Cloud Workplace DaaS Diao AG	Service anywhere ITIL Service management HP Enterprise	eStore Online store Shopify	Sophos Cloud Sophos	Desktop as a service Virtual desktop Citrix
Step Up for Business Office Plan 1 & 2 Microsoft	Skykick Migrationstool Onpremise -> cloud	myDESKTOP Windows Desktop Swiss Cloud Computing	Octopus SPA Manager Licensing Portal Octopus Cloud AG	Endpoint Protection Client protection Symantec	Managed PKI Security SwissSign AG	Encod Disaster recovery Safe Swiss Cloud AG	salesforce Sales, services, marketing, etc.	Endpoint Security Security Suite Trend Micro	Veeam Cloud Connect Backup and recovery Hirt Informatic AG

Tutte le informazioni sono senza garanzia, salvo modifiche!

MORE
REINVENT

ALSO

WANDEL

WaaS – Workplace as a Service










BRIGITTE KATHRINER, BUSINESS DEVELOPMENT MANAGER CBM

ALSO

Workplace as a Service

Il proficuo modello commerciale ALSO per rivenditori

- Modello commerciale innovativo e moderno
- Gestione semplice
- Cross selling e posizionamento di servizi propri
- Soluzione al caos di investimento del cliente
- Flusso di fatturato ricorrente
- Risparmio dei costi per il consulente WaaS
- Contratto successivo prima della scadenza della durata di utilizzo - Fidelizzazione clienti
- Servizi attuali:
 - Managed Printing Services
 - WaaS (HP, Lenovo, Microsoft, Samsung, Logitech, Dicota)
 - SMB WaaS (modello per clienti finali)

 <p>ALSO Schweiz AG Flat-rate color MFP for small business / A3 Laser MFP</p>	 <p>ALSO Schweiz AG Flat-rate color MFP for medium business / A3 Laser MFP</p>	 <p>ALSO Schweiz AG Flat-rate color printing for medium business / A4 Inkjet MFP</p>
 <p>ALSO Schweiz AG ALSO Workplace-as-a-Service 12 Monate</p>	 <p>ALSO Schweiz AG ALSO Workplace-as-a-Service 36 Monate</p>	 <p>ALSO Schweiz AG ALSO Workplace-as-a-Service 24 Monate</p>
 <p>ALSO Schweiz AG Microsoft Surface Pro i5</p>	 <p>ALSO Schweiz AG Microsoft Surface Pro i7</p>	 <p>ALSO Schweiz AG Microsoft Surface Laptop i5</p>

