

MICROSOFT’S AZURE MARKETPLACE

The Azure Marketplace is a digital store designed to centralise thousands of software listings from vendors, making it easier to try, buy and deploy the products and services you need. As a Microsoft Solution Partner, Softcat can use our vendor relationships to leverage discounts and private offers, to ensure customers are getting the best values from their cloud software subscriptions.



WHY SOFTCAT FOR AZURE MARKETPLACE

Softcat are a proud participant of Microsoft’s recently announced, “Multiparty Private Offer” (MPO), the marketplace channel programme for Azure Marketplace. We are now able to offer customised Private Offers for customers preferred software solutions, to any Microsoft customer around the world.

- Softcat are a trusted advisor and will help pick the right solution to meet your business needs.
- Leverage our buying power and receive ISV discounts through our partnerships with vendors.
- As a Microsoft partner for over 30 years, we are equipped to accelerate a customer’s time-to-value by leveraging our in-house team and capabilities.



KEY BENEFITS OF AZURE MARKETPLACE

- **Modernising Procurement.** Use Azure Marketplace to procure at speed whilst gaining better visibility and control of your spending
- **Unlock cloud budgets and retire existing cloud commitments** – leverage the MPO programme with Softcat and Microsoft to unlock customised pricing and terms whilst drawing down against your MACC agreement, with 100% of purchases counting towards the commitment.
- **Reduce deployment time** – Use Azure Marketplace as a fast and easy way to deploy technology on demand directly within your Azure environment, simplifying provisioning process and reducing administrative overhead

KEY PARTNERS

Here are just a handful of the partners that we are working with to create customised private offers and discounts for our customers. The longstanding relationships we have with these partners means we can offer the best solutions and pricing for our customers



GET IN TOUCH

Get in touch with your **Account Manager** to discover the power of **Azure Marketplace** within your organisation