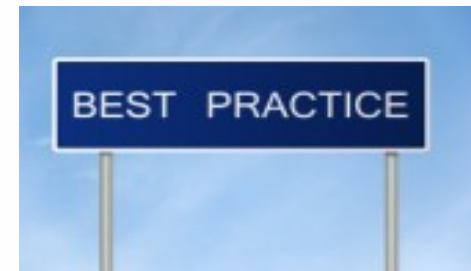


MSP Cloud Best Practices Marketing

- Best practices for Cloud solutions > Vendor channel
- Market-driven : Client engagement, RFPs, ..
- Ready to Go



Expert resources

Sales audience	Capability	Actions
Policy and senior executive	Cloud CIO Open Government	Minister engagement UK Cabinet Office
Consulting engagements	Cloud Aware Apps Legacy 2 Cloud Cloud BCP Cloud SDLC	Consultant partners Microsoft .net ARMA – IM Analysts PMI – Project Managers
Technical pain points	Cloud Identity Trusted Cloud	Healthcare orgs CIPS – IT Managers British Columbia

