

Helping Sage 100 and Sage 300 customers move to the cloud

The Sage Partner Cloud Program gives you the tools and confidence needed to make it faster and easier.

Recent global events have accelerated the need for anytime, anywhere access to business-critical information.

Working with Sage Business Partners we've created the Sage Partner Cloud Program to help you accelerate your customers move of their Sage products from on-premise deployment to the Microsoft Azure cloud.



The journey to the cloud starts here

The Sage Partner Cloud Program gives you the tools, expertise and partnerships needed to successfully move your customers to the Azure cloud. A key element of the Sage Partner Cloud Program is the Sage Provisioning Portal, which will help you to manage customer deployments on your own Azure subscription. Sage has embraced Azure for many years to manage thousands of customer deployments worldwide, and now we want to empower our Sage Business Partners to do the same.

If your customers are experiencing any of these business challenges, now could be the time to help them move to the cloud:

1

Their current software is no longer supported

With the Sage Partner Cloud Program, you can encourage customers to upgrade to the latest software version deployed on Azure, so they'll always be supported and can take advantage of the newest capabilities and innovations.

2

Their existing IT infrastructure is time-consuming and costly to manage

Moving to Azure can have substantial savings on variable costs such as maintenance, infrastructure and software. It also enables customers to guarantee their business continuity.*

3

Their IT Infrastructure no longer supports their business requirements

Azure provides flexibility and scalability which enables businesses to only pay for what they need, and to adapt to the changing requirements of their business.

4

Their software needs to support flexible working

Businesses need to be responsive and offering flexible remote work is imperative. Azure enables flexible remote work for your customers.

The key elements of the Sage Partner Cloud Program for Sage 100 and Sage 300 include:

1 Sage Provisioning Portal

An easy to use portal, built specifically for use with Microsoft Azure, for deploying your customers onto Azure. The automated process enables faster deployment. In some cases deployment has been reduced from two days down to one hour! The Sage Provisioning Portal enables consultants with no or limited Azure experience to deploy with confidence.

2 Partner enablement training, certification, and support

To help ensure Sage Business Partners obtain the knowledge, expertise and confidence to use the Sage Provisioning Portal to deploy safely on Azure, we've created partner enablement training and certification. To further increase the value that partners provide to their customers, Sage offers partners unlimited support cases for Sage Partner Cloud.

3 Opportunity to leverage a proven cloud deployment ecosystem

When you deploy on Azure, you're choosing a vendor trusted for security, uptime and scalability, giving your customers peace of mind.

Insight—a global Microsoft distribution partner—can enable Sage Business Partners to resell Azure by offering support with clearly defined areas of responsibility.

Both Microsoft and Insight have programs available to help you further profit from this approach.



Transform how customers work with Sage 100 and Sage 300

According to a recent Sage Business Management Solutions (BMS) Survey in April 2020, **66% of businesses currently use cloud-based business applications, and an additional 19% plan to use them in the future.**

It's clear customers are ready to embrace the cloud, as we are increasingly seeing customers rethink the future of their business. For many, this includes moving to a remote-based workforce and no longer maintaining their own on-premise servers. While remote work may not be an option for all organizations, many are still considering the benefits of not maintaining on-premise servers for their business management solution.

Moving to the cloud has never been easier with the Sage Partner Cloud Program. To find out how you can get started with the Sage Partner Cloud today contact your Sage Partner Account Manager.

*For more information, please refer to Microsoft Azure's Total Cost of Ownership (TCO) calculator.
<https://azure.microsoft.com/en-gb/pricing/tco/calculator/>