

FIVE WAYS WESTCOAST CLOUD GO ABOVE AND BEYOND



When it comes to Cloud, we've got you covered. No matter how big your business ambitions are, we're here to help you meet them, from solutions and support to expertise and a thriving marketplace – it all comes as standard with our partnership.

Find out what we offer to take your cloud business to new heights. Scroll on to explore why Westcoast Cloud is much more than your typical cloud provider.

1

MICROSOFT CERTIFIED EXPERTISE

Lift your cloud ambitions higher with the biggest Microsoft Cloud team at a UK distributor. At Westcoast Cloud, we've built a strong team to elevate your cloud sales. Our Microsoft Certified experts help make your business goals a reality.

Over 10 years we've grown to:

70+

cloud team members

58

Microsoft specialists

9

cloud team awards

2 AWARD-WINNING KNOWLEDGE

Our experts cover every aspect of the Microsoft software, including Azure, Modern Workplace, intelligent business applications and security. Our award-winning team cuts through the jargon to make sure everything is accessible and easy to understand, and are proud to have five Microsoft competencies:



- Microsoft Certified Azure Solutions Architect Expert
- Microsoft Certified Cybersecurity Architect Expert
- Microsoft 365 Certified Enterprise Administrator Expert
- Two Microsoft MVPs (Most Valuable Professionals) recognised by Microsoft as exceptional leaders

3

A CLOUD MARKETPLACE TO POWER YOUR GROWTH

Westcoast Cloud Marketplace is your gateway to an intuitive interface for managing your Cloud Solution Provider customers easily and efficiently, so you can spend more time getting new business.

With our Cloud Marketplace you can:



Optimise spend



Streamline licencing



Elevate customer experience



Simplify Microsoft subscription management

4

THRIVE PARTNER PROGRAMME

Our Thrive programme is open to all partners, no matter your spend or status, providing the training and tools to tap into the growing AI and security market. Through our Amplify team, we'll create a bespoke training plan based on your current expertise and the Microsoft Solution Partner Designations you want to achieve. This will include free on-site training and curated online learning with access to experienced trainers and technical bootcamps. All helping to accelerate your growth and win big.

Together, we can help you:



Nurture your skillset and drive business growth



Achieve Microsoft Solutions Partner Designations



Reduce licensing costs and ultimately improve profitability

5

TECHNICAL CENTRE OF EXCELLENCE

As a next-level partner, we give you next-level support. We are proud to have two Microsoft MVPs in our business, who have been personally recognised by Microsoft as exceptional leaders for their technical expertise. Our technical experts are the best and will help you say goodbye to frustrating tech issues, and hello to expert advice. Our Technical Centre of Excellence team is on hand to help you become more technically competent, and you never need to hit a spend cap or specific goal to access it. No upsell, no sales push, just leading advice from experts in all things cloud, whenever you need it.

Our TCoE team have:

- Microsoft MVPs in Azure and Cloud Security
- Microsoft Certified Trainer status
- Microsoft Modern Workplace certification
- Microsoft Security certification
- Microsoft Azure certification

Ready to start flying higher?
Get in touch.

