

# THE CLOUD CONNECTIONS TIMELINE

## STAGE 1

### GET INVOLVED

Getting started is easier than you think.



#### STEP 1 CLICK 'FIND YOUR MATCH'

Head to the Cloud Connections hub on the Westcoast Cloud website and click 'Find Your Match'. You'll be taken to a short form asking about the type of support your customer needs, the size of their company, and what they already have in place. Simple, quick, and commitment-free.



#### STEP 2 WE WILL BE IN TOUCH

Once you've submitted the form, a Westcoast Cloud team member will review your responses and reach out with a Specialist Partner they believe is the right fit for your opportunity. No lengthy back-and-forth. Just a clear, personalised recommendation ready to take forward.

## STAGE 2

### MEET YOUR MATCH

We do the matchmaking. You focus on the opportunity.



#### STEP 3 DISCOVERY CALL

You'll be introduced to your matched Specialist Partner and invited to join an initial discovery call. It's a relaxed, no-commitment conversation where both sides get to know each other, explore the opportunity, and agree how best to move forward. Westcoast Cloud is on hand throughout.



#### STEP 4 ON-SITE VISIT

Where appropriate, your Specialist Partner will arrange a face-to-face visit with you or your end customer. This is where the detail gets worked through in person, covering the customer's environment and goals first-hand. You remain the primary point of contact with your customer at every stage.

## STAGE 3

### REAP THE REWARDS

Sit back and watch the results roll in.



#### STEP 5 IMPLEMENTATION PHASE

Your Specialist Partner gets to work delivering the technical solution. You retain full ownership of the customer relationship and your Microsoft licensing throughout, with the Specialist Partner focused purely on the technical delivery. Westcoast Cloud oversees the process to ensure everything runs smoothly and on schedule.



#### STEP 6 ONGOING SUPPORT

The relationship doesn't end at delivery. Your Specialist Partner remains actively engaged for 12 months post-implementation at no extra cost, ready to answer questions, make refinements, and support follow-on opportunities. Long-term support, built into the process from day one.

[FIND YOUR MATCH](#)