



Sales & Marketing	Basic	Silver	Gold	Platinum
MDF (Marketing Development Funds)				✓
Prospect events (includes virtual and in person)			✓	✓
Case study preparation and promotion by APN Promise experts		✓	✓	✓
Concultation for licencing cost optimization		✓	✓	✓
Licencing Sales Support (consultation)	✓	✓	✓	✓
Support & Services				
Dedicated support engineer				✓ 3h
Cloud assesment & recommendation			✓ 2h	✓ 3h
Architect consultation hours			✓ 2h	✓ 3h
Presales consultation hours		✓ 1h	✓ 2h	✓ 3h
Security assessment & recommendation		✓ 1h	✓ 2h	✓ 3h
Customer Support & Tools				
Support in access to MS programs		✓	✓	✓
Flexible billing system with detailed billing files for customer	✓	✓	✓	✓
Access to sales platform for your end customers	✓	✓	✓	✓
Academy (webinars, trainings, workshops...)	✓	✓	✓	✓
Dedicated account manager	✓	✓	✓	✓
Azure subscription monitoring to avoid frauds	✓	✓	✓	✓
Financing program for your orders	✓	✓	✓	✓