

21 Webinars

Bite-sized, multi-modal, asynchronous, on-demand practical training, which includes our 3 Easy Steps Series, Selling Skills For Partners, Welcome to our Partner Portal and Packaged Services Catalog:

3 Easy Steps Series: Bite-sized, on-demand videos broken out into 3 different topic areas that will walk you through our Sales Enablement Model, how to access our Pre-Sales Support Engineers, as well as tools and practical solutions to help you build your practice!

How To Build Your Dynamics 365 Business Central Practice in 3 Easy Steps

- How To Build Your D365 BC Pipeline – 90 minutes
- How To Partner With Stratos Cloud For Your D365 BC Practice – 45 minutes
- How To Market Your D365 BC Practice – 60 minutes

How To Build Your Dynamics 365 CRM Practice in 3 Easy Steps

- How To Build Your D365 CRM Pipeline – 90 minutes
- How To Partner With Stratos Cloud For Your D365 CRM Practice – 45 minutes
- How To Market Your D365 CRM Practice – 60 minutes

How To Build Your Microsoft Power Platform Practice in 3 Easy Steps

- How To Build Your MS Power Platform Pipeline – 90 minutes
- How To Partner With Stratos Cloud For Your MS Power Platform Practice – 45 minutes
- How To Market Your MS Power Platform Practice – 60 minutes

How To Build Your Microsoft Azure Practice in 3 Easy Steps

- How To Build Your MS Azure Pipeline – 90 minutes
- How To Partner With Stratos Cloud For Your MS Azure Practice – 45 minutes
- How To Market Your MS Azure Practice – 60 minutes

How To Build Your Microsoft 365 Practice in 3 Easy Steps

- How To Build Your MS 365 Pipeline – 90 minutes
- How To Partner With Stratos Cloud For Your MS 365 Practice – 45 minutes
- How To Market Your MS 365 Practice – 60 minutes

How To Build Your Progressus in 3 Easy Steps

- How To Build Your Progressus Advanced Projects Pipeline – 90 minutes
- How To Partner With Stratos Cloud For Your Progressus Advanced Projects Practice – 45 minutes
- How To Market Your Progressus Advanced Projects Practice – 60 minutes

Selling Skills For Partners – 20 minutes

- Stratos Cloud Sales Process
- Engaging Stratos Cloud Experts To Help You Sell
- Closing The Deal

Welcome To Our Partner Portal (Sales, Marketing & Training Video) - 45 minutes

- Join Stratos Cloud for an in-depth tour of our new Partner Portal where you will power up your sales, marketing, and training efforts.
- We will cover the following:
 1. Setting up your user profile
 2. Customize the portal to make it yours
 3. Importing Contacts
 4. Sending emails
 5. Creating opportunities

Packaged Services Catalog (in PDF & Video) - 60 minutes

- Expand your Microsoft CSP Product and Service Portfolio with the Stratos Cloud Alliance Packaged Services Catalog and deliver the One Commercial Partner Vision to delight your clients. During this session, you will discover how to fill service and capacity gaps with Microsoft Solution STACK!
- There are services for pre-sales, assessments, implementations, training, managed services, staff augmentation, and ongoing support for Microsoft Azure, Dynamics 365, Microsoft Office 365, the Power Platform, Progressus Advanced Projects and ISV Solutions.
- Leverage the power of the Stratos Cloud Alliance and soar your Monthly Recurring Revenue.

Stratos Cloud Monthly Product Call

The fastest hour of the Month! A Power Packed hour to supercharge your Microsoft CSP Practice with up to the minute tools, Microsoft Promotions, Stratos Cloud Offering, and tips and tricks. Join us on the FIRST THURSDAY of every month.

Bi-annual Stratos Cloud Release Wave Deep Dives

Join the Stratos Cloud Alliance Dynamics 365 Consulting Team in a dive deep in the latest Release 2021.

- Dynamics 365 BC
- Dynamics 365 CRM

Learn what Dynamics 365 Applications can do and what they cannot do in regards to the latest release. Learn about:

- Executive Reviews and Opportunities to Build Your Professional Services Revenue
- Dynamics 365 Release Wave Features
- Stratos Cloud Solutions for Dynamics 365

Take the learnings from this session and position the new capabilities to help your clients transition to the cloud!

Cloud Brew Newsletter

Once per month featuring the up-to-the-minute Stratos Cloud Microsoft updates, partner offerings, promotions and events. Don't miss these numerous Calls-To-Action to access tools and trainings to help you better serve your clients!

Marketing Campaign In-A-Box

Don't miss the latest and greatest client ready information on Microsoft product details and Stratos Cloud offerings. Send these client-ready emails to take your marketing efforts to the next level!

Stratos Partner Portal

Save Time and Money leveraging the Stratos Cloud Partner portal to help you market, sell, and learn about Microsoft Cloud Solutions! Your Go-To portal for all the tools and resources you will ever need as our partner.

Sales Support

Stratos Cloud offers you direct access to our product teams to help you obtain support for your opportunities! You will have access to our On-Demand Videos, Pitch Decks, Marketing Collateral, Proven Partner Sales Enablement Model, Partner Development Manager and Pre-Sales Solution Engineers to help you showcase solutions and generate SOWs...all designed to help you increase the velocity of your Sales Cycle!

Schedule A Call

To connect and WIN with Stratos Cloud by scheduling a call for a variety of topics that include:

- Partner Development Manager
- Microsoft CSP Licensing
- Stratos HUB Order Support
- Product Sales Support
- Marketing Tune Up
- Progressus and ISV Support

Support Portal

Tap into the Stratos Cloud Support Team to help you manage your clients technical support needs! By utilizing our Help Desk option, you can increase your profitability by offering our managed support services. This option allows you to focus on your core competencies, while capturing the full cloud opportunity.

Stratos HUB

This is your eCommerce provisioning and billing portal to help provide Microsoft Cloud Solutions, Managed Services, and ISV Products for your clients.

Stratos Cloud Community

You are welcomed into our Yammer community to help you connect with our team and other partners to crowd-source solutions, as well as, receiving valuable up-to-date information to keep up with industry trends, offerings and events.

Stratos Cloud Intranet Site

Access files curated content by the Stratos Cloud Team with Microsoft CSP, Program Information, and ISV Solution Collateral.