

Microsoft loves Startups

Your partner on the journey to your success



What do startups need to succeed and grow?

Access To Technology

Product on which to build, expert advice to harden development, “under the hood” insights, and M&A exposure

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Access To Customers

Accelerate growth by connecting with partners and customers



The value of partnering with Microsoft

Extending Microsoft assets to drive our joint success



Worldwide Scale

Global support to help you enter new markets



Customer Relationships

Long standing relationships as trusted advisors



Technical Expertise

Leading cloud platform customer conversations



Largest Sales Team

Global sellers with incentives to sell with you






Partner Ecosystem

The broadest partner ecosystem

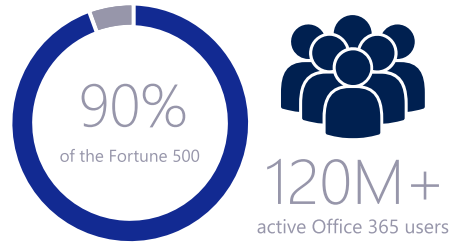
The Microsoft for Startups program

Technology, community, and go-to-market benefits to help startups grow

-  Most compliance certifications
-  42 cloud regions
-  You own and control your data

Innovate on the most trusted cloud

Leverage Azure's built-in security and the broadest certifications portfolio in the industry



Get ready to sell into the Fortune 500

Engage over 40K incentivized Microsoft sellers and hundreds of thousands of channel partners to sell your solutions into the world's top companies



Use any dev tool or language

Easily connect applications, data, and devices taking advantage of 150+ out-of-the-box Azure Logic Apps connectors for Salesforce, Office 365, Twitter, Dropbox, Google services, and more



Get help from a local, dedicated team

Get quick guidance from an actual engineer. From architecture and design to deployment, implementation and migration, keep your Azure and Office 365 projects moving forward.



Getting Started Offer

For All Startups



CLOUD

\$200 of free Azure credits for 30 days + 12 months of popular free services + 25 always free services



DEVELOPMENT

On demand technical resources and code samples



BUSINESS MODEL SUPPORT

On demand business tutorials and GTM guidance



COMMUNITY

Join the Microsoft Partner Network and attend local technical + business events with others like you



GTM JUMP START

Promote your solution through the cloud marketplace to kickstart your partnership benefits

Premium Offer

For Qualified Startups



CLOUD

\$25K of free Azure credits for one year and up to \$120K of additional credits in the second year



DEVELOPMENT

Visual Studio Enterprise Cloud Monthly Subscription



PRODUCTIVITY

Office 365 Business Premium



TECHNICAL SUPPORT

Microsoft Azure Standard Support Plan, including unlimited 24x7 technical support



STARTUP GTM + CO-SELL

Dedicated resources to help promote your solutions (benefits available for qualified startups)

Thank you for your attention!