



## Indirect CSP—What is it and how does it work?

Combine your licensing, provisioning, deployment, support and billing in one simple model.

Grey Matter is an Indirect Cloud Solution Provider (Indirect CSP) and can help you to grow your software business.

Via the indirect model, you can purchase Microsoft licenses and subscriptions for your customers from Grey Matter - this includes Office 365, Azure and Dynamics 365 subscriptions.

We have the tools, expertise and experience to support you on the road to success. Just contact us with your questions

Email

[isv@greymatter.com](mailto:isv@greymatter.com)

Call

+44 (0) 1364 655140

## What are the benefits of working with Grey Matter as an Indirect CSP?

### 1. Go-to-market more quickly and easily with minimal capital investment

Via Grey Matter's online marketplace, GMCirrus™, you can offer your customers support and billing. Delivered to your customers by us, it leaves you to focus on building out your customer offerings.

### 2. Easily managed commerce portal

Through GMCirrus™ you can easily buy and remove Office 365 licenses for your customers. You can keep track of your customers' Azure consumption, provision new VM's and Azure resources for them, allowing you to take customer orders round the clock.

### 3. Flexible billing and bigger discounts

We offer the flexible monthly and annual billing models of CSP and are also able to offer price savings against buying directly from Microsoft.

### 4. Microsoft recognition and rebates

You get full revenue recognition for your purchases with Microsoft to count towards competencies and if you have a eligible competency you will also be entitled to rebates directly from Microsoft.

### 5. Best in class support

Our technical engineers provide you with unlimited support for all the cloud services Grey Matter provide. At a minimum, our Service Level Agreements state we will respond to any customer request within two UK business hours and all customers are given 24/7 access to our Self-Service Portal.

### 6. Licensing advice and account management

Along with these extra benefits you will receive dedicated account management and expert licensing advice.