

# Luware Partner Discovery

**Michael Kissling**

Partner Management Lead



# Why Partner With Luware?

## **Get access to a product that is easy to sell and unlocks the full potential of Microsoft Teams.**

Luware Nimbus seamlessly extends Microsoft Teams with contact center and task routing functionality, thereby consolidating all business communications in one intuitive platform.

## **Benefit from our close collaboration with Microsoft.**

With a long-standing Microsoft ISV-Software product partnership (as Contact center solutions certified for Microsoft Teams), Luware has exclusive access to invaluable insights that enable us to leverage the latest technological advancements.

## **Grow your business with exclusive partner resources.**

Gain access to experienced subject matter experts and advanced marketing tools from a reputable CCaaS provider to expand your customer base.

## **Statement from a Luware ICT-Partner**

The partnership with Luware is fantastic, and we appreciate the close relationship. If I need something, I can reach out and quickly get on-site support. It's also nice that we can talk in (Swiss) German.

**Marco Helbling / CEO**



## In Brief - Why partner with Luware?



Add Margin to  
Teams deals



Low barrier to entry –  
easy to start small and  
expand



Opens the door to  
discussing Teams voice  
and wider portfolio



Plug the gap left  
by Teams



Leverage Luware's  
industry leading sales,  
design, implementation,  
and support services

# Partner Discovery

Partners will be evaluated based on the following criteria:

**Must have an active Microsoft partnership**

**Must specialize in Microsoft Teams Voice skills**

(i.e., hold Microsoft skills certifications such as MS AZ Fundamentals (AZ-900) or showcase a successful project implementation that demonstrates relevant AZ and MS Teams & Voice expertise)

Partners are divided into the following categories based on their qualifications:

## **Telco Network Carrier**

Demonstrated expertise in managing tele-communications infrastructure and a strong background in Voice and IT

## **IT Business Solution Partner**

Demonstrated expertise in delivering comprehensive IT business solutions that leverage cloud technologies and integrate effective voice communication systems

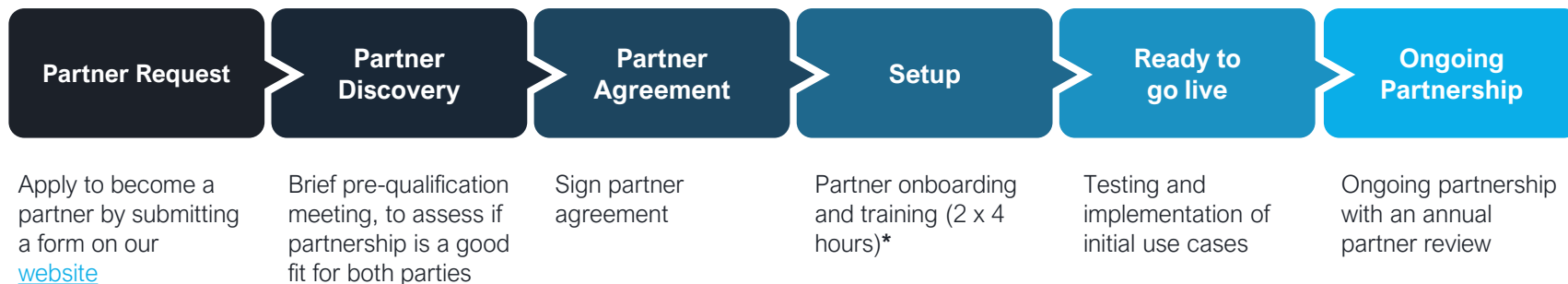
## **ICT Services Partner**

Traditional Voice Reseller & specialization in PBX voice services as well as an expert IT and network skills

## **Value Added Distributor**

Partner reseller

# Partner Onboarding Journey



\* Requires an onboarding fee of 1'600 CHF



**Apply for the Luware Partner Program:**

[www.luware.com/en/partners/apply-to-become-partner](http://www.luware.com/en/partners/apply-to-become-partner)