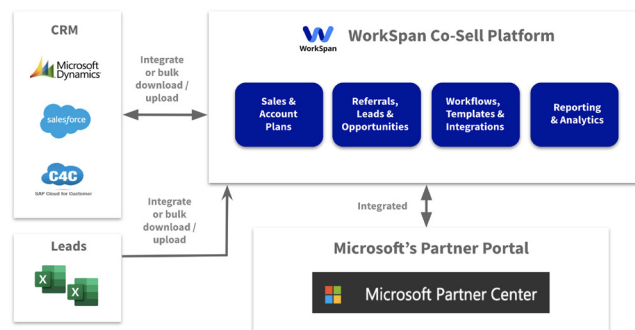


WorkSpan Co-Sell with Microsoft

Digital platform to manage your co-sell planning, data sharing, and execution with Microsoft



About the platform

Partner ecosystem professionals know co-selling with Microsoft is a massive opportunity. Unfortunately, co-selling can be highly manual and full of friction, making it difficult for companies to capture much of the value in a co-sell partnership. Daily challenges include countless hours spent on data entry to share referrals, and disjointed collaboration using spreadsheets, slide decks, and emails.

WorkSpan Co-Sell with Microsoft platform, developed jointly by WorkSpan and Microsoft, provides a single digital home for collaborating with Microsoft and its ecosystem partners. WorkSpan delivers automated referral and opportunity sharing and streamlines planning and execution of co-sell motions.

Platform capabilities

- Submit and receive referrals and opportunities in an automated way with Partner Center integration
- Use pre-built sales plan and opportunity templates to enable repeatable, efficient collaboration
- Track progress and sales performance with real-time metrics and charts
- Gain full control over how data is shared with partners using configurable policies

WorkSpan provides a turnkey solution for scaling your go-to-market across Microsoft and its ecosystem partners. WorkSpan is the standard for partner co-sell and is trusted by customers such as VMware, Microsoft, NetApp, Citrix, Accenture, and SAP.

Impact

- Increase co-sell opportunities and access to committed cloud spend
- Close deals faster and expand deal sizes
- Give your sales leaders daily updates vs. end of month
- Reduce operational and IT costs from your co-sell processes
- Scale your revenue growth across regions, industries, and partners

Pricing

- \$2,000 / month with an annual commit to get started (\$24,000 / year)

Schedule your session:
sales@workspan.com

Learn more:
www.workspan.com