

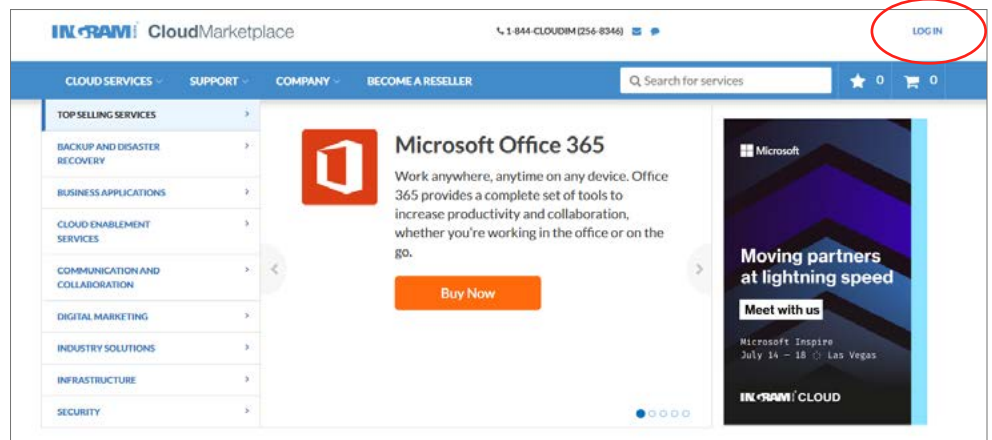


# Ingram Micro Cloud Marketplace walkthrough to purchase Avepoint solutions and next steps



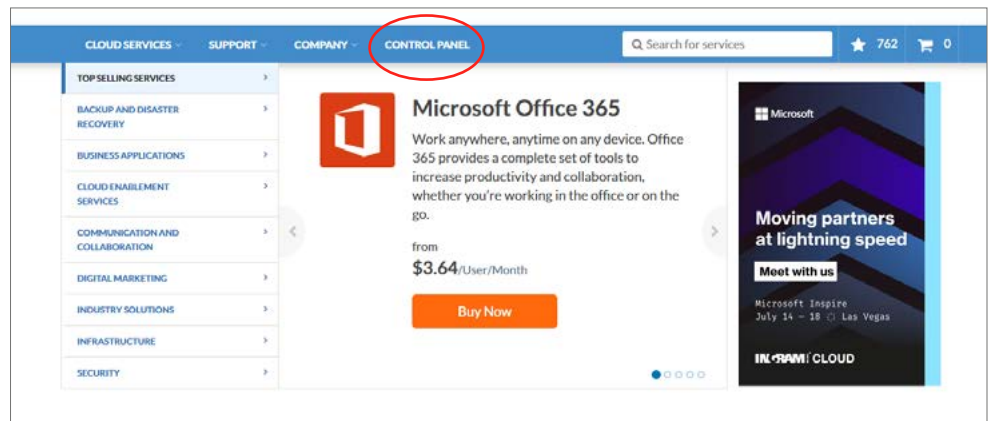
## 1. Login at

<https://www.ingrammicrocloud.com/us/en/country-selector>

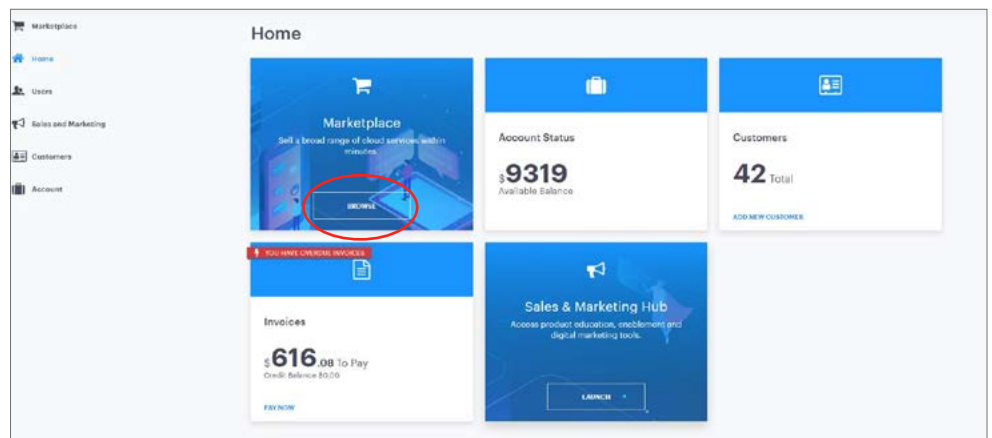


## 2. Once logged

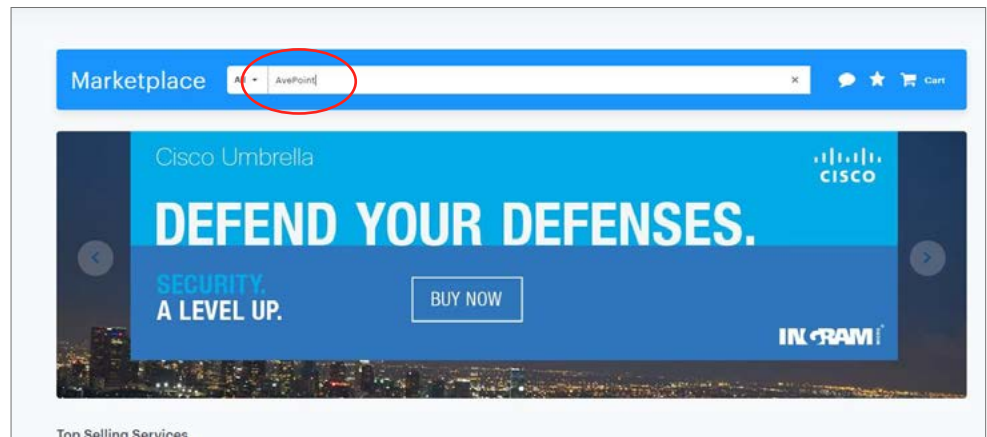
in click Control Panel



## 3. Browse Marketplace

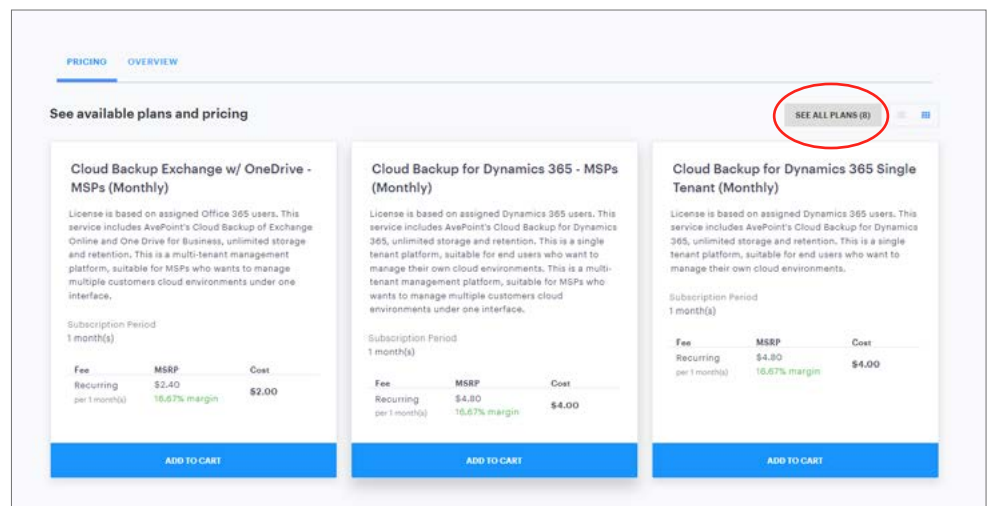


#### 4. Search AvePoint



#### 5. Select Backup or Migration

- If you are the MSP and will be providing the backup & restore OR migration for the end-customer you will select MSP version
- If you are a Re-seller and will be selling the solution to the end-customer so they can perform their own backup & restores, OR migration you will select Single Tenant version
- Backup: Click See All Plans



#### 6. Add desired backup option to cart



PRICING

OVERVIEW

See available plans and pricing

Service plan	Subscription period	MSRP	Margin	Cost	
Cloud Backup Exchange w/ OneDrive - MSPs (Monthly) ⓘ	1 month(s)	\$2.40 per 1 month(s)	16.67%	\$2.00 per 1 month(s)	ADD TO CART
Cloud Backup for Dynamics 365 - MSPs (Monthly) ⓘ	1 month(s)	\$4.80 per 1 month(s)	16.67%	\$4.00 per 1 month(s)	ADD TO CART
Cloud Backup for Dynamics 365 Single Tenant (Monthly) ⓘ	1 month(s)	\$4.80 per 1 month(s)	16.67%	\$4.00 per 1 month(s)	ADD TO CART
Cloud Backup for Exchange w/OneDrive Single Tenant (Monthly) ⓘ	1 month(s)	\$2.40 per 1 month(s)	16.67%	\$2.00 per 1 month(s)	ADD TO CART
Cloud Backup for Office 365 - MSPs (Monthly) ⓘ	1 month(s)	\$4.80 per 1 month(s)	16.67%	\$4.00 per 1 month(s)	ADD TO CART
Cloud Management for O365 Single Tenant (Monthly) ⓘ	1 month(s)	\$2.40 per 1 month(s)	16.67%	\$2.00 per 1 month(s)	ADD TO CART
Cloud Management for Office 365 - MSPs (Monthly) ⓘ	1 month(s)	\$2.40 per 1 month(s)	16.67%	\$2.00 per 1 month(s)	ADD TO CART
Cloud Backup for Office 365 Single Tenant (Monthly) ⓘ	1 month(s)	\$4.00 per 1 month(s)		\$4.00 per 1 month(s)	ADD TO CART

## If Migration:

There are just three plans so can add to cart from here

See available plans and pricing

Plan	Subscription Period	Fee	MSRP	Cost
Office 365 Migration - FLY for MSP (Annual)	1 year(s)	Recurring per 1 year(s)	\$8,000.00 16.67% margin	\$7,500.00
Office 365 Migration - FLY for MSPs (Monthly)	1 month(s)	Recurring per 1 month(s)	\$3.80 16.67% margin	\$3.00
Office 365 Migration - FLY Single Tenant (Monthly)	1 month(s)	Recurring per 1 month(s)	\$3.80 16.67% margin	\$3.00

7. Once added to cart, scroll to top right of screen and click on the cart to checkout

Marketplace

AvePoint - Cloud Backup

AvePoint enables Partners to expand their product portfolios and deliver best-in-class solutions to protect their customers' data. Quit playing lost and found with your data. Achieve data protection greatness with AvePoint's Cloud Backup for Office 365 and Dynamics, with full-fidelity backup and recovery, automatic and on-demand backups, and top-notch Microsoft Azure Encryption.

See available plans and pricing

Service plan	Subscription period	MSRP	Margin	Cost
Cloud Backup Exchange w/ OneDrive - MSPs (Monthly)	1 month(s)	\$2.40 per 1 month(s)	16.67%	\$2.00 per 1 month(s)
Cloud Backup for Dynamics 365 - MSPs (Monthly)	1 month(s)	\$4.80 per 1 month(s)	16.67%	\$4.00 per 1 month(s)
Cloud Backup for Dynamics 365 Single Tenant (Monthly)	1 month(s)	\$4.80 per 1 month(s)	16.67%	\$4.00 per 1 month(s)
Cloud Backup for Exchange w/OneDrive Single Tenant (Monthly)	1 month(s)	\$2.40 per 1 month(s)	16.67%	\$2.00 per 1 month(s)
Cloud Backup for Office 365 - MSPs (Monthly)	1 month(s)	\$4.80 per 1 month(s)	16.67%	\$4.00 per 1 month(s)

8. Add the desired number of licenses under quantity and click next

Place an Order

Build the right offer for your customer.

Your Cart

Plan & Options	Quantity	MSRP	Margin	Cost	Total
Cloud Backup for Office 365 - MSPs (Monthly)	1	\$4.80 /License per 1 month(s)	16.67%	\$4.00 /License per 1 month(s)	\$4.00

Order Total: \$4.00



## 9. Select Existing or Add a New Customer

**\*Note:** the Customer email address will be used to register their Office 365 tenant. Should you need to supply an email that is different from what is contained in the customer's profile, you can do so in the next step – see step #10 for more information.

### Place an Order

Build the right offer for your customer.

☒ Select Existing Customer

☐ Add New Customer

- If you Select an Existing Customer, all of the information in that customer's profile will be used to create a Customer profile with AvePoint. Please take a minute to review their profile to ensure the information is up to date.
- If you Add a New Customer, you will need to create a full customer profile.

## 10. Add End-Customer's email address

The customer email will be used to register the Office 365 Tenant. It must match the corporate domain.

### Place an Order

#### Additional parameters

Please fill out the form below

Customer's Corporate Email Address

The customer email will be used to register the Office 365 tenant. Must match the corporate domain.

## 11. The last step is to review order, agree to terms and conditions and click buy



Order Items	Included	Additional	Customer Price	Margin	Cost	Total
Cloud Backup for Office 365 - MSPs (Monthly)						
Recurring Fee - 1 month(s)			\$0.00 per 1 month(s)	0%	\$0.00 per 1 month(s)	\$0.00
Cloud Backup for Office 365 - MSPs (Monthly)	0 License(s)	+ 1 License(s)	\$4.80 /License per 1 month(s)	16.67%	\$4.00 /License per 1 month(s)	\$4.00
						Total: \$4.00
						Tax Total: \$0.00
						Order Total: \$4.00

[ADJUST PRICES](#)

#### Additional Information

PO Number (Optional)

#### Customer

You are about to place an order for Avepoint Demo Only

[VIEW CUSTOMER DETAILS](#)

#### Your Payment

Your billing information will be used to pay your provider for all the services purchased in the Marketplace from your reseller account.

#### Customer Payment

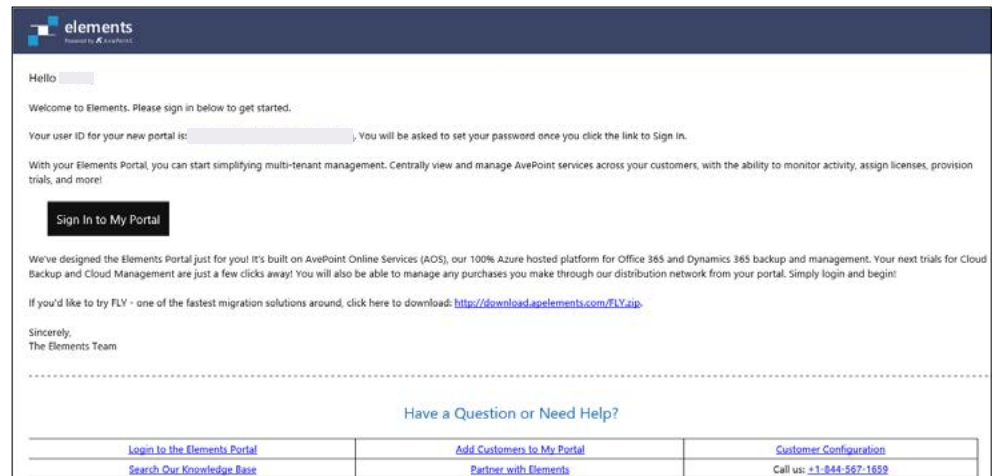
Your customer can pay an order using one of default payment methods available or add a new one, if required, right in their control panel.

☒ I Agree to the Ingram Micro Cloud Services General Terms of Service, Terms and Conditions AvePoint US

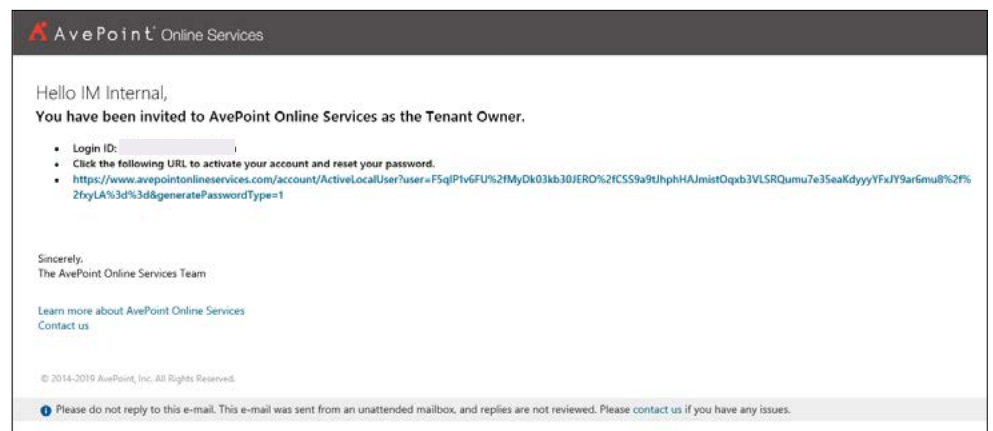
**After you receive your licenses please review next steps below:**

## 12. Once your purchase is complete you will receive the following emails:

The welcome to Elements email below is to give you access to your dedicated MSP platform where you can register, monitor and manage your Customers, view reports about customer jobs and requests for online services, view license usage, as well as resolve feedback all within a centralized platform. You will receive this when purchasing an MSP version of an AvePoint solution (eg. O365 Backup for MSPs )



The AOS (AvePoint Online Services) email below the one is to give you access to your Customer's Cloud Service (O365 Backup, Management or Dynamics 365 Backup)



The FLY email below is for you to gain access to the FLY migration solution you purchased along with instructions on how to get started (see FLY Installation Guide hyperlink)

**Please review following links below:**  
**Step by Step Onboarding Guide:**  
<https://sway.office.com/BbsZ6j1W8zCld662?ref=Link>

**AvePoint Technical Support:**  
<https://elements.avepoint.com/products/support>

