

Azure Pinnacle

Grow your Azure practice with Pax8.

What is Azure Pinnacle?

Azure Pinnacle is a 6-month program that helps MSPs build pipeline, develop qualified [Azure opportunities](#), and close new business with expert support from Pax8. You get hands-on sales and technical support, enablement to run Azure projects from initiation to completion and access to the rebates and benefits available through Microsoft Azure CSP.

Why Partners Choose Azure Pinnacle

Our Azure team will help you identify, develop, and close your first three opportunities. Then, Pax8 Professional Services will support deployment so you can start earning Azure revenue now while you build the capability to take it over.

Delivered in the Engagement

Your first opportunity is fully qualified and deployed by Pax8 Professional Services within the 6-month program.

Opportunity Exploration

We'll help you identify the right Azure targets by analyzing your current customer base and uncovering opportunities within Microsoft's CloudAscent (CLAS) database and your existing pipeline. Then, Pax8 Professional Services will qualify each opportunity and support the deployment of your first deal.

Qualified and Ready

By the end of six months, we'll help you close and deliver your first deal as well as qualify two more opportunities that will be ready to deliver within the next six months.

The 6-Month Journey

Onboarding

Receive an Azure business assessment to structure your enablement journey, set goals and measure progress along the way.

Microsoft CSP Programs Coaching

We provide guidance on Microsoft's AI Cloud Partner Program (MAICPP), including Solutions partner designations, partner benefits and incentives to help you maximize your resources and earning potential in Azure. We'll help you identify which Microsoft partner designations to target with enablement to help you earn the credentials.

Pipeline Building

Pax8 helps you identify, develop, and close your first three Azure opportunities. Our team will help you identify the right Azure targets by analyzing your current customer base, explore opportunities with Microsoft CloudAscent (CLAS) data and your existing pipeline, then connect you with our Professional Services deployment team to support delivery. During the 6-month engagement, one opportunity will be fully delivered, with two additional opportunities qualified and ready to move forward in the following six months.

Graduation

Take an exit assessment and discover your next opportunities to keep your Azure practice growing.

Backed by Supporting Programs

Datacenter Optimization (DCO) Program

Rebates rewarded to partners meeting accelerated growth targets in Azure.

Pax8 Professional Services

Our experienced Professional Services team can assist with funded customer deployments within Azure Pinnacle and beyond graduation.

Hands-On Labs

Get hands-on experience with Azure technology within practice lab environments.

Pax8 Academy

Access on-demand and instructor-led Azure training within Pax8 Academy.

Ready to Define Your Azure Practice?

Reach out to your Pax8 Channel Account Manager to book an Azure Pinnacle consultation today so we can determine if this program is right for you.

[Schedule a consultation](#)