



PSA Integrations Guide

Powerful Integrations to Move Your Cloud Business Forward

As a managed service provider (MSP), you already use a plethora of different platforms to run your business and keep your clients happy.

The sheer number of usernames, passwords, and accounts to keep track of can be dizzying. Pax8 understands, and we want to do our part to simplify your experience selling cloud services.

As the leader in cloud distribution, we don't want you to feel like you need to let a single cloud opportunity float away. That's why we've made it so easy to order, provision, and manage cloud solutions with your preferred PSA tool.

With the Pax8 PSA integrations, you can:

- Sync subscriptions to agreements or contracts
- Manage and import company data
- Bind or export products
- Automatically calculate proration
- Sync over arrears billing like Azure
- Export Microsoft users as new contacts
- Read and update existing service tickets

...all within your preferred PSA tool or in the Pax8 platform.

Pax8 goes the extra mile to deliver our entire stack within industry-leading PSA tools. Better still, MSPs don't have to pay for the integrations – they're free.

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Pax8 is disrupting distribution with its **innovative** strategy, technology and support.

451 Research

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Efficiency Fuelled by PSA Integrations

You should be able to run more of your business from a single platform. Pax8 helps partners accomplish more through the transformative power of technology that works seamlessly.

If you're an Autotask, ConnectWise, Kaseya, Syncro or RepairShopr, you can run nearly your entire business from the tightly integrated suite of products designed to work together as one. Pax8 has made this possible by working closely with each company to ensure greater operational efficiency and ease of use for MSPs.

As a Pax8 partner, you get access to a free quote-to-cash cloud management platform, called the Pax8 Marketplace, that's designed to help you manage all your cloud accounts in a single place. With Pax8, you can say goodbye to manual billing.

Joining forces via integrations, you can now use the powerful Pax8 Marketplace with your preferred PSA tool. This means you can now streamline your billing process by immediately syncing over new subscriptions or updates directly into your PSA tool.

Pax8 offers deep integration with leading PSAs that extend to our entire solution stack. There's no fine print or added fees – just comprehensive, time-saving integrations for every solution we offer.

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'The ability to connect into my PSA is fantastic. Other distributors don't focus on that fluidity. My team loves that we can update our licence and agreement with a couple of clicks. It is things like this that make Pax8 different. They care about the details and make our experience seamless.'

David Vu

(Marketing Director at Gravity Networks)

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Simplifying Your Cloud Business

We want to help MSPs be exceptional in the cloud, from both a value and a profitability standpoint.

According to TruMethods founder Gary Pica, 'an average MSP brings in a net profit of less than 10%.' However, International Data Corporation (IDC) found in its Digital Transformation Opportunity Report that managed service solutions packaged as intellectual property (IP), rather than just licences to be resold, can bring in margins as high as 70%.

Our mission is to help you create, market, and deliver the most profitable, feature-rich, and easy-to-use solutions available in the cloud today.

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Command margins as high as 70% with cloud services by packaging your solution as **intellectual property**, not just resaleable items.

IDC Digital Transformation Opportunity Report

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Taking our integration strategy to the next level was a no-brainer. Thousands of our partners use PSA tools, and we want their experience to be fast and seamless regardless of their preferred platform. Surprisingly, even though other distributors have been around for 40+ years, Pax8 is currently one of the only cloud distributors to fully integrate with all the leading PSA tools. This is just another way we're proving our dedication to MSP success – doing what no distributor has dared to do before and delivering on the promise to always have our partners' backs.

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The Pax8 integration with my PSA partner is a huge **time-saving** mechanism for us. We can purchase licences in ConnectWise and then sync those straight into our agreements. On average, the integration has saved us 5 hours per month in billing.

Zach Hart

(President of Tailored Technology Services)

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Conduct Pax8 Business in your PSA Tool



Partners can import company data, export solutions as services, and access accurate billing and contract information within a single platform.



Partners are able to sync all subscriptions to their respective contracts, export Pax8 solutions as services in the platform, and import all accounts, all within Kaseya.



Partners can sync subscriptions to recurring invoices, export Pax8 solutions as Syncro solutions, and manage all Pax8 subscriptions within the Syncro console.



Partners have access to our user-friendly interface that allows them to bill, provision, order solutions, and more, enabling profitable growth for MSPs.



Partners can update and sync licences, bind client and solutions, and export Pax8 solutions as RepairShopr solutions all within the Pax8 Marketplace or the RepairShopr console.

More Cloud Revenue – Less Hassle

Having the flexibility to run most of your business through a single platform can save you several hours per employee, per week.

In fact, some of our partners have been able to double their revenue, seamlessly manage rapid growth, and capture more billable time per engineer that would otherwise fall through the cracks. The integrations also prevent unknown revenue loss by simplifying transactions in the billing platform.

If you're already using a PSA tool, you're probably familiar with these benefits. We're just adding the cherry on top – seamless integrations with the first born-in-the-cloud distributor that hundreds of MSPs are switching to each month.

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Pax8 offers a **seamless** integration into our PSA tool, which no other distributor has been able to do. With Pax8, we are saving 6 to 7 hours per month in manual invoicing. The Pax8 integration is done in seconds and offers us accuracy in our invoices.

Jenny Ung

(Operations Manager at Xterra Solutions)

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With Pax8, you have access to:

- Pre-sales & post-sales support
- MSP-vetted vendors
- Education and sales enablement resources
- Professional Services

The partner experience and service delivery that Pax8 offers, combined with our innovative technology, sets us apart from the competition. Going where no other distributor has gone before, Pax8 has integrated with industry-leading PSA tools, which are offered free to all Pax8 partners.

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No other company has gone above and beyond like Pax8. They make it **simple** to do business where it is convenient for me – in my PSA management platform.

Bret Meche

(CEO at Premier Data Systems)

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About Pax8

Pax8 simplifies the way organisations buy, sell, and manage cloud solutions, empowering our partners to achieve more with cloud technology.

Our born-in-the-cloud platform modernises the channel's cloud journey with consolidated billing, automated provisioning, and industry-leading PSA integrations. And our technology is backed by an experience that provides responsive, 24/7 support alongside the education and resources you need to grow your cloud business.

Ready to try Pax8 for yourself? Explore our Pax8 Partner Programme now, and discover all the benefits, tools, resources, and support you'll receive as a Pax8 partner.

[Get Started](#)

