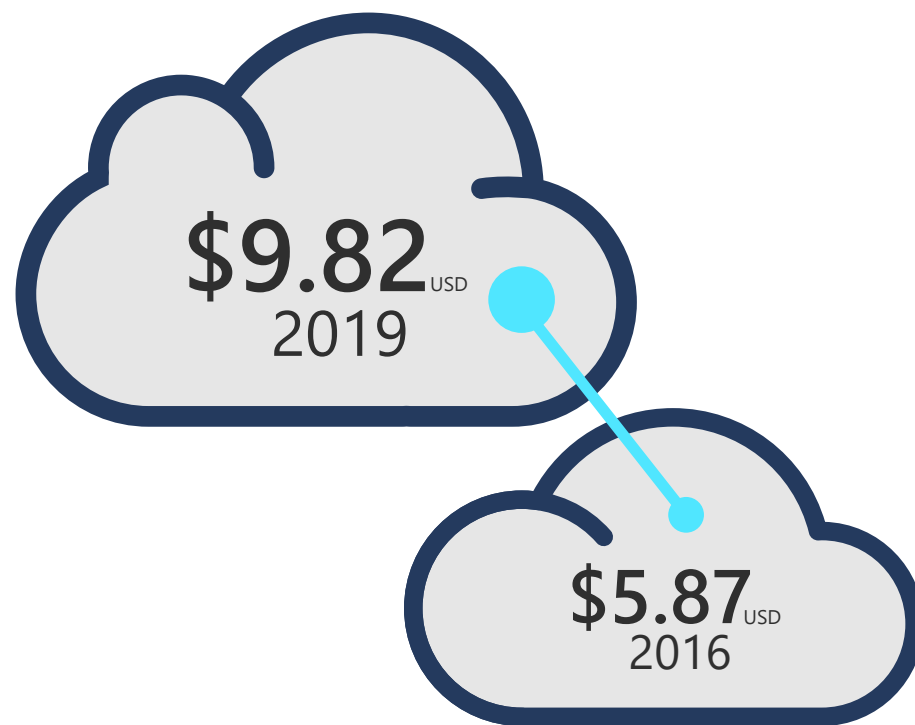


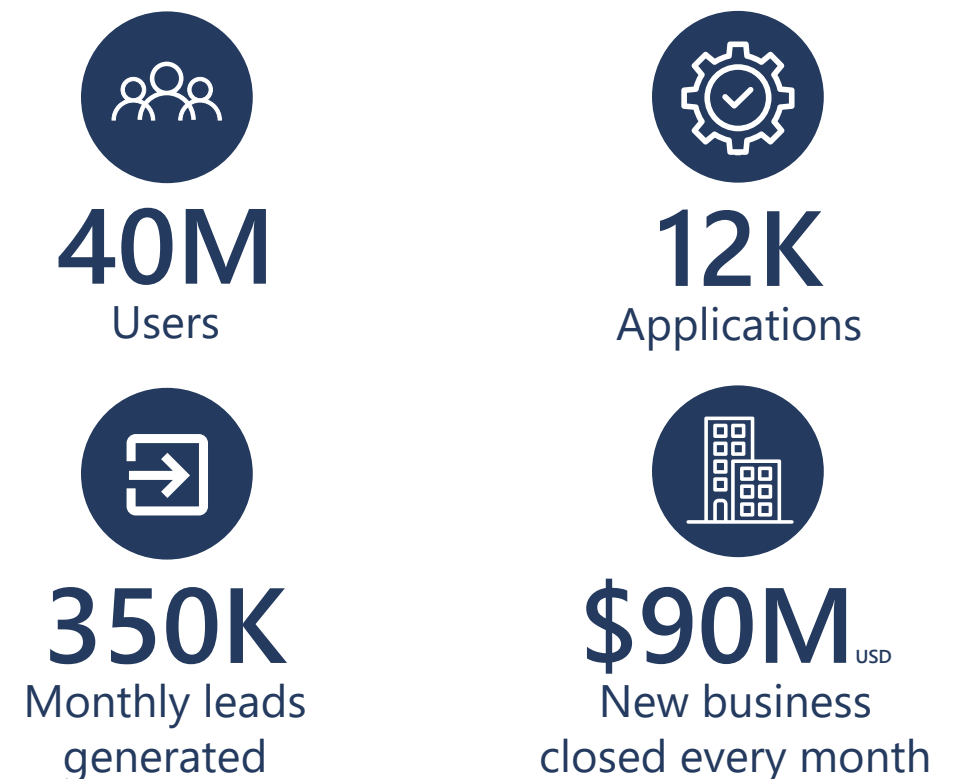
The cloud effect:

Partner revenue per \$1 of Microsoft cloud services



Source: IDC

Microsoft commercial marketplace:



Deeper engagement:

\$9.5B^{USD} Annual contracted partner co-sell revenue

IP co-sell deals:

Close
3X
faster

Are
6X
larger

Drive
8X
more Azure
consumption

Cloud Solution Provider (CSP) program:

3.5M Customers served

38% 2019 growth in customer base

40% Average revenue growth per CSP partner