



SYNNEX Canada deploys Qorus Content Hub to help partners get to market faster when selling Microsoft solutions

Situation

SYNNEX Canada is a well-established Indirect CSP Provider that has found a new way to add even more value to its partners.

The organization is well-known for its helpful sales and technical enablement programs, activities, and events. Now, SYNNEX Canada is giving its valued partners instant access to the Microsoft sales and marketing content they need, via the Qorus Content Hub.

Solution

Microsoft Sales & Marketing content at their fingertips.

Using the Qorus Content Hub, SYNNEX Canada is equipping each of its partner's sales and marketing teams

with the Microsoft partner content their end customers need and want. This accelerates the sales process and boosts productivity.

The Content Hub supplements SYNNEX Canada's existing Microsoft sales and technical enablement resources and activities, including:

- Frequent sales and technical enablement bootcamps and webinars
- Free online provisioning platform for cloud subscriptions
- Tier 1 helpdesk services and customizable storefront for end-customers
- Assessment, migration, deployment, training, and pre-sales resources



"The Qorus Content Hub has revolutionized the way I find and create content using the Microsoft Partner Network (MPN). The ability to search, filter, download, edit, and share MPN content directly from my Office 365 applications has increased my productivity, enhanced my interactions with Microsoft partners, and improved the quality of content I am able to produce in response to partner needs."

Paul Ossowski

Microsoft Business Development Manager, SYNNEX Canada

Benefits

Using the Qorus Content Hub, SYNnex Canada partners can:

- Build high quality pitches, proposals and RFP responses to meet their clients' exact needs.
- Quickly find and insert the latest Microsoft sales and marketing content.
- Share their documents, and then track client engagement.
- Gather insightful feedback on which content closes deals.



Sales enablement for winning teams

Collaborate as a team. Get to market faster. Close more deals.

Qorus is the sales enablement platform that connects people, content and data to get to market fast and win more deals.

Our software is incredibly powerful but highly intuitive and very easy to use. It's integrated across Microsoft 365 and major CRMs. Our award-winning Success Team ensures our clients across all industries reach their goals.

We are a diverse, vibrant group with headquarters in Seattle and major offices in New York, London and Cape Town.

Enable your partners to close more deals

Qorus brings your partners into your community so that they can close more deals, more easily. Use Qorus to connect partner teams to your best sales and marketing content, along with Microsoft Partner Network (MPN) content – all in the familiar world of Microsoft Office, Microsoft Teams and your favorite content management systems.

This means insightful feedback for you and your partners. It means a clear view of what's driving success. And ultimately, it means a better-equipped sales channel that sells more.

For more information please visit:
www.qorusdocs.com | info@qorusdocs.com
+1 844 516 8000

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