

Unlock Profits with Microsoft Co-sell Made Simple



Maximize

Be the Titan Among
Partners

Why just be a partner when you can have more? Stand head and shoulders above 400,000 Microsoft partners. Carve's service offerings allow you to be more than just Top Tier; be the best of the best.



Elevate

Amplify Your Brand Equity
Within Microsoft

In the Microsoft ecosystem, your brand's reputation is your most valuable asset. Utilize Carve's established Microsoft relationships to elevate your brand's standing and outpace competitors.



Accelerate

Fast-Track Your Co-Sell
Impact

Carve's expertise allows you to intensify engagement with Microsoft. The result? Elevated access, shortened sales cycles, and a higher win rate, positioning you as a go-to partner.

The Carve Advantage

At Carve Partners, we're your Co-Sell Sherpa, steering you through Microsoft's intricate but rewarding landscape. We specialize in one thing: making you more money through smart partnerships with Microsoft.

We've spent nearly 10 years figuring out the ins and outs of Microsoft's world, so you don't have to. We'll make your brand shine, ramp up your sales, and get Microsoft investing more in you. We simplify the messy bits of co-selling and cut down the time you spend managing your Microsoft relationship.

Long story short, **we help you turn your partnership with Microsoft into a money-making machine.**

Expect Excellence with Carve

When you work with Carve, you get access to our team of specialists that are plugged into the Microsoft Co-sell program at many different levels.



Your support team includes:

Co-Sell
Specialist
(*main point
of contact*)

Behind the
Scenes Data +
CRM
Specialist

Dedicated
Customer
Success
Manager

Reporting,
Training, &
Tools
Specialists

Azure Marketplace Growth Guide

A simplified guide for maximizing Azure marketplace presence.

We know what it takes to succeed

We'll let our results speak for themselves.



Carve is proud to support Elastic, winner of Microsoft **FY23 Partner of the Year Award.**



Carve-supported partners accounted for **38% of Marketplace co-sell** in FY23.



Customer Propensity Magic: Know Before You Go

We don't just intake data; we make it work for you. Leveraging our experience with marketplace transactions, Carve can provide you with a customer propensity list.

This isn't some generic list; it's a treasure map that shows you which customers are ready to hit the 'buy' button through the marketplace.

Consider it your cheat sheet for strategic selling.



Up Next: Unlock the MPO Powerhouse

Big news! Carve led the US MPO pilot for Microsoft in Q4 FY23. What does that mean for you? It means we're packaging all those juicy insights into an offer that's going to kick your MPO game up a notch.

Stay tuned!



Meet the Marketplace Maestro: Private Offers & More

Say hello to Omar Abu Helal, our Marketplace whiz. With Omar on board, we're crafting killer offers that navigate the maze of marketplace sales. Whether you're a marketplace newbie or a seasoned pro, we've got the roadmap for success.

Get ready to be amazed!

Ready to optimize your presence? Let's talk.

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Money Back Guarantee!
If you're not satisfied in 30 days