

## SkyKick Tarieven

<u>SkyKick Service</u>	<u>Resellertarief</u>	<u>Adviesprijs</u>
Data-Only	€ 10,00	€ 45,00
Suite 1-50 mailboxes	€ 40,00	€ 95,00
Suite 51+ mailboxes	€ 24,00	€ 65,00

## SkyKick Turbo Promotion

Introducing Turbo, a new program designed by Microsoft and SkyKick to help you sell more Office 365 and make Office 365 deployment projects easier, and more profitable. With Turbo, use SkyKick's Migration Suite to virtually automate the entire project, from sales to Outlook setup, and receive up to \$10k in value.

Getting started is easy. All you need to start is a customer's email address and password, and the application will do the heavy lifting. To make your first project almost risk-free, the first project's on us. Then, receive an additional 20% and 30% off your next two projects. With Turbo, the more you sell and migrate, the more you profit. Turbo is currently only available to partners based in Canada.

### I'm already a SkyKick Partner. What do I need to do to enroll in Turbo?

If you've already used a free offer with SkyKick, then Turbo1 will not apply, but Turbo2 (20% off) and Turbo3 (30% off) discount offers will apply. This program is available exclusively to registered Microsoft Partners with valid Microsoft Partner Network (MPN) partner ID. The Turbo Program is limited to three discount offers per registered partner, based on MPN partner ID.

### What are the Turbo Promotions?

There are three promotions:

- **Turbo 1: 30 Mailboxes Free.** Free SkyKick licenses for the first 30 migrating mailboxes on a migration project. If the project exceeds 30 migrating mailboxes, then standard SkyKick partner prices apply. Note that the 30 free migrating mailboxes still count towards getting you to the discounted 50+ mailbox pricing. Max value \$1500.
- **Turbo 2 – 20% Off.** Receive a 20% discount on the SkyKick licensing fees on up to 500 migrating mailboxes to a maximum of \$3200.
- **Turbo 3 – 30% Off.** Receive a 30% discount on the SkyKick licensing fees up to 500 migrating mailboxes to a maximum of \$4800.

Example 1: You place a 70 migrating mailbox order with the Turbo 1: 30 Mailboxes Free Promotion

- Your first 30 migrating mailboxes are free
- The next 20 migrating mailboxes (31 – 50) are billed at the Tier 1 \$50 / mailbox price
- The remaining 20 migrating mailboxes (51 – 70) are billed at the Tier 2 \$30 / mailbox price. Turbo free migrating mailboxes qualify towards the 51+ mailbox tier.
- **Total cost:** (30 @ \$0) + (20 @ \$50) + (20 @ \$30) = \$0 + \$1000 + \$600 = **\$1600**

Example 2: You place a 50 migrating mailbox order with the Turbo 1: 30 Mailboxes Free Promotion

- Your first 30 migrating mailboxes are free
- The remaining 20 migrating mailboxes (31 – 50) are billed at the Tier 1 \$50 / mailbox price
- **Total cost:** (30 @ \$0) + (20 @ \$50) = \$0 + \$1000 = **\$1000**

### Can I adjust the order the Turbo Promotions are applied?

You sure can. By default the promotions are applied in order (30 free, 20% off, 30% off) to each new project as the order is placed. If you'd like to change which project a promotion is applied to go to Admin -> Bill (<https://www.skykick.com/partnerbeta/Admin/Billing> ) and select the promotions from the drop downs at the top of the page. You can choose different promotions or choose to not to apply a promotion a project if you'd like to save it for a later on up to the expiration date.

You can change promotions right up until the migration project is complete. Once the project is complete, the selected or default promotion will be applied to the project invoice and cannot be changed. You can only apply one promotion to a project at a time.

### I've used a 30 mailbox free deal when I first signed up as a partner. Can I use it again with Turbo?

You can only use one free offer as a SkyKick partner. If you've already taken advantage of a free offer you'll be automatically enrolled for the 20% off and 30% off offers.

### When does Turbo Expire?

Turbo promotions expire on June 30, 2015 for partners in the Netherlands. A migration must be scheduled and completed prior to expiration date to receive the discounts.

### Are Data-Only migrations eligible for Turbo?

At this time Turbo is only available for SMB and Enterprise Migration Suite orders. Data-Only migrations are not eligible.

For more information please contact Actendo via [sales@actendo.com](mailto:sales@actendo.com) or +31 88 228 3636.