

MSP Onboarding Welcome Pack



Onboarding

Follow for
onboarding
instructions.



Resources

Find useful
information once
onboarded.

Onboarding



**Sign up to
Elements**
(Multi-tenant MSP portal)



**Sign up Partner
Portal**
(Training & Marketing
resources)



**Navigate the
Partner Portal**



Resources
Find useful information
once onboarded.

 HOME

Resources



Where to find
partner training



How to register
for an IUR or NFR



Onboarding a
new customer to
Elements



Working with
Distributors



How to sign up
for a trial



Campaign in
a Box



Asset Library



User Guides

Elements for Partners



Sign In with Microsoft

or

[Forgot your password?](#)

Sign in

Don't have an account? [Sign up now](#)

Navigate to

<https://partner.avepointonlineservices.com>

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Elements for Partners



Sign In with Microsoft

or

E-mail Address

Password

Sign in

Don't have an account? [Sign up now](#)

Click "Sign up now"

◀ BACK

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Sign up to get started

Complete the following fields.

First name *

Last name *

Organization *

Corporate email address *

Preference and consent *

By completing this form, you agree to receive personal information via email and telephone provided. Please see our [Terms of Service](#) for more details. You have the option to [opt out](#) at any time.

I agree to the preference and consent.

Complete the details then
click "Sign up now"

← BACK

NEXT →

Sign up now

✔ Successfully registered the partner account. Click the link in the received email to set your password, and go back to the sign-in page in 3 seconds. ✕

Sign up to get started

Complete the following fields.

First name *

Organization *

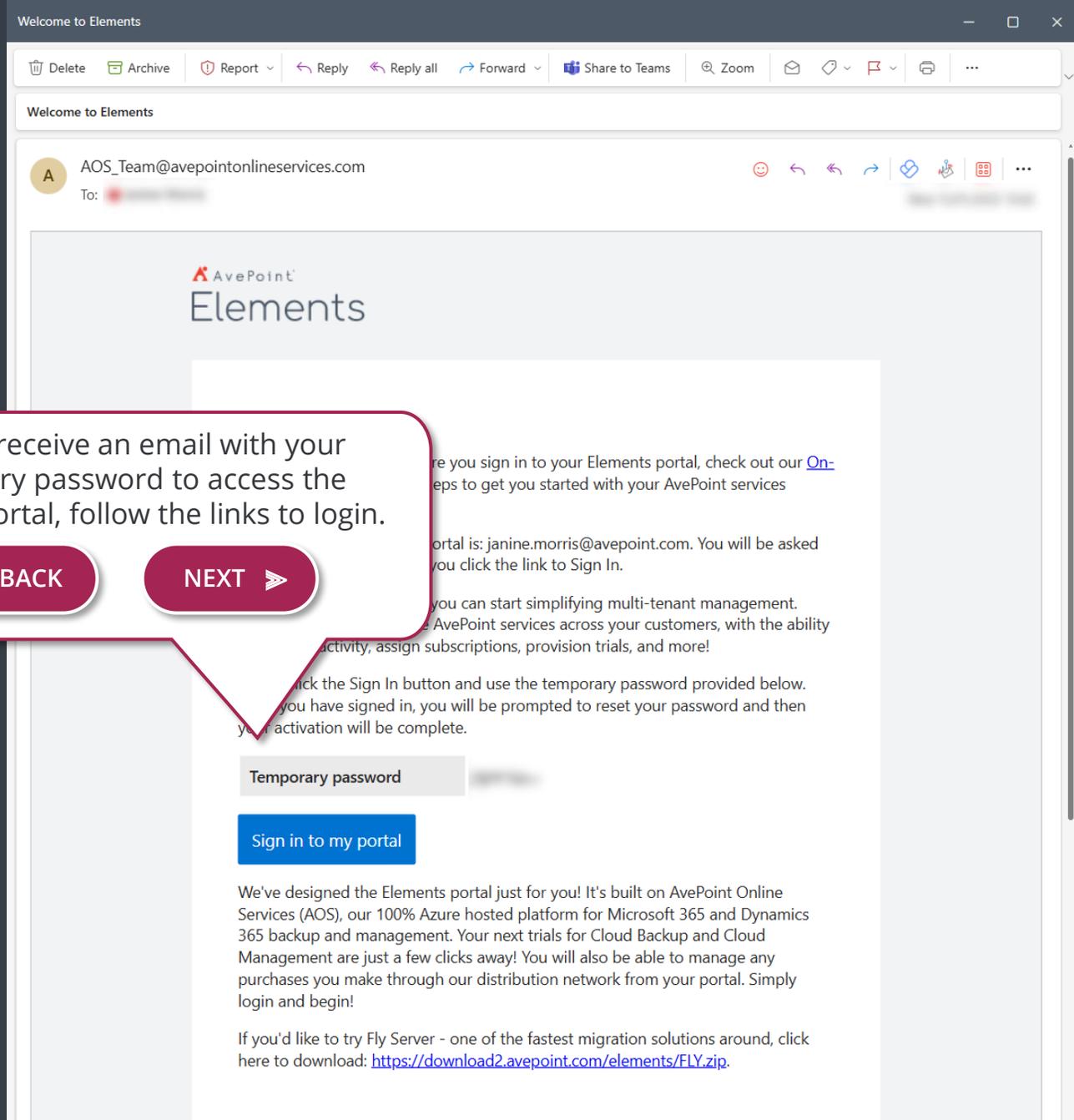
Country/Region *

Once signed up a confirmation message will display and return you to the login page.

◀ BACK

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Phone number *



You will receive an email with your temporary password to access the Elements Portal, follow the links to login.

◀ BACK

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Temporary password

Sign in to my portal

We've designed the Elements portal just for you! It's built on AvePoint Online Services (AOS), our 100% Azure hosted platform for Microsoft 365 and Dynamics 365 backup and management. Your next trials for Cloud Backup and Cloud Management are just a few clicks away! You will also be able to manage any purchases you make through our distribution network from your portal. Simply login and begin!

If you'd like to try Fly Server - one of the fastest migration solutions around, click here to download: <https://download2.avepoint.com/elements/FLY.zip>.



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BACK TO ONBOARDING



Elements for Partners



Sign In with Microsoft

or

E-mail Address

Password

Sign in with your details and
click "Sign in"

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[Forgot your password?](#)

Sign in

Don't have an account? [Sign up now](#)



Backup status

Failed and finished with exception backups Customers with failed backups

Notifications

Messages

Microsoft's retirement of Role Based Access Control (RBAC) Impersonation in Exchange Online

Elements for Partners

Please read the following subscription agreement carefully. To continue, you must accept the terms of this agreement. If you do not accept them, click Cancel.

For the avoidance of doubt, any previously negotiated agreement that is still in force and covers the use of the above products will continue to apply and will not be superseded by the below terms. For details please refer to the second paragraph of the subscription agreement below.

MASTER SOFTWARE LICENCE AND SUBSCRIPTION AGREEMENT
This Master Software Licence and Subscription Agreement (the "Agreement") is made by and between AvePoint AU Pty Ltd, a company incorporated under the laws of Australia and registered under ABN 26 130 720 026 ("AvePoint") including if and where applicable its Affiliates (as defined below), and your company or entity ("Customer"), for use of certain of AvePoint's Services and/or Products ("Solutions"). Each party hereto shall be referred to as "Party"; collectively, the "Parties". The Agreement consists of the terms and conditions set forth below, any exhibits, addenda, or appendices identified below, and any Order Forms that properly incorporate this Agreement as controlling. This Agreement is effective immediately upon the earlier of: (1) submission of an Order (as defined below), or (2) accepting these terms by clicking a box indicating your acceptance of the Agreement on the AvePoint website or during the installation process of any of AvePoint's Licensed Solutions (the "Effective Date").
To the extent that there exists a previously negotiated Master Software Licence and Subscription Agreement or similarly negotiated and/or subscription agreement between the Parties that is currently in effect at the time of this Agreement's Effective Date ("Prior Negotiated Agreement"), the provisions of any such Prior Negotiated Agreement shall control unless expressly provided otherwise in subsequent agreements. In the event that there is no such Prior Negotiated Agreement, then the provision of the Solutions by AvePoint and the use thereof, shall be governed by this Agreement.
Subject to the terms of this Agreement, AvePoint's Solutions shall be provided to Customer as either web-based access to SaaS ("SaaS Solution") or pursuant to a license to use AvePoint's Software in Customer's self-hosted environment ("Licensed Solution"). AvePoint reserves the right to update, enhance, or otherwise change the Solutions from time to time and may do so without Customer's consent. AvePoint Solutions are limited in accordance with AvePoint's licensing and access models as set out in this Agreement, which are periodically updated and available at https://avepointcdn.azureedge.net/pdfs/en/AvePoint_Licensing_Access_Models.pdf. Solutions are deemed accepted by Customer upon being made available to Customer and are subject to no further or additional acceptance procedures. In consideration of the foregoing and the mutual promises contained herein, AvePoint and Customer agree as follows:

Read through the subscription and click "Accept" when you have agreed.

END

Cancel Accept



Welcome to AvePoint Partner Portal



COLLABORATE WITH CONFIDENCE



Navigate to

<https://partners.avepoint.com>

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NEXT ▶

with your AvePoint Account

Log In

Don't have an account? [Register Now](#)

Need Help? [Contact AvePoint Support](#)



Welcome to AvePoint Partner Portal



COLLABORATE WITH CONFIDENCE



Sign In

with your AvePoint Account

Click "Register Now"

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Don't have an account? [Register Now](#)

Need Help? [Contact AvePoint Support](#)

New Partner Registration

Please enter your company email address.

This site is protected by hCaptcha and its [Privacy Policy](#) and [Terms of Service](#) apply.

Complete the details then
click "Submit"

New Partner Registration

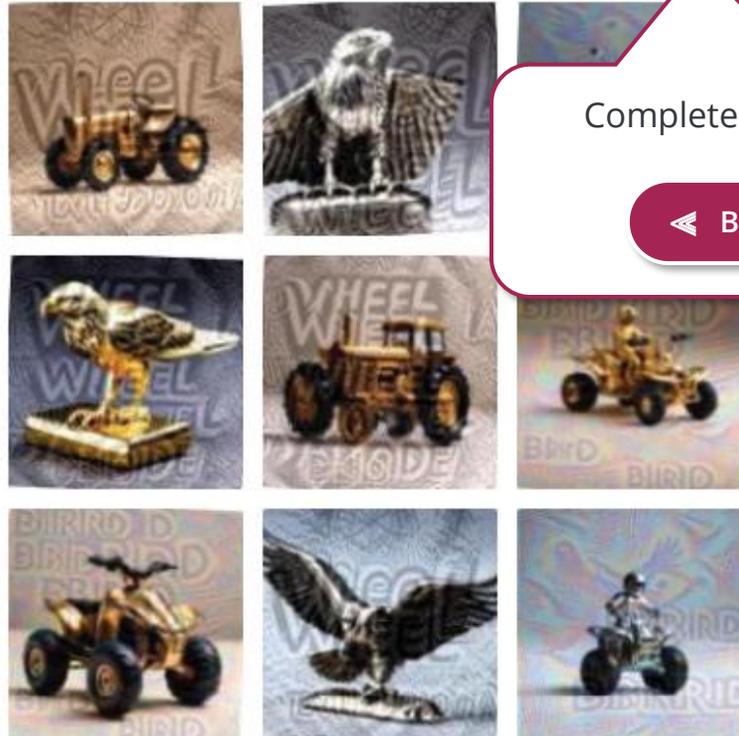
Please enter your company email address.

ANZ_MSP_SE@avepoint.com

This site is protected by hCaptcha and its [Privacy Policy](#) and [Terms of Service](#)

Select all animals that contain the body part shown in the example

If there are None, click Skip



Complete the verification check as instructed

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Skip

New Partner Registration

Please enter your company email address.

This site is protected by hCaptcha and its [Privacy Policy](#) and [Terms of Service](#) apply.

[My company isn't listed](#)

Are you employed by one of the following companies?

- AvePoint PRM Demo**
Jersey City, United States of America
- AvePoint Channel SE**
Montreal, Quebec, Canada

Choose the company you are registering for and click "Continue"

If your company isn't in the list click the "My company isn't listed"

Thank You For Your Interest In The AvePoint Partner Program

Your application is being reviewed. Within two business days you will receive additional instruction with your account information.

A thank you page will be displayed and you will receive an email

◀ BACK

NEXT ▶



AvePoint
Partner Program Guide
avepoint.com/partners
Claim Your Free eBook

The banner features the AvePoint logo, the title 'Partner Program Guide', the URL 'avepoint.com/partners', and a red button that says 'Claim Your Free eBook' with a hand icon. To the right, a tablet displays a document titled 'Collaboration Security for Your Customers' with various icons and text.

Partner

Get to Know Your Benefits as an AvePoint Partner



Sell Secure Collaboration with AvePoint
SaaS Solutions MSPs can take to the bank
AvePoint

The banner has a dark teal background with a circular graphic. It features the AvePoint logo, the title 'Sell Secure Collaboration with AvePoint', and the subtitle 'SaaS Solutions MSPs can take to the bank'.

Solution

Learn More about Managed Service Provider Solutions



AvePoint
Elements Portal for Multi-tenant Management
Deliver Microsoft 365, Dynamics 365, Salesforce, and Google managed services with ease

The banner features the AvePoint logo, the title 'Elements Portal for Multi-tenant Management', and the subtitle 'Deliver Microsoft 365, Dynamics 365, Salesforce, and Google managed services with ease'. To the right, a tablet displays a dashboard with a donut chart and a list of items with checkmarks and a warning icon.

Product

Deliver Microsoft 365, Dynamics 365, Salesforce, and Google managed services with ease

HOME

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BACK TO ONBOARDING



New Partner Registration

Contact Information

Please provide your details below. All fields marked with an asterisk (*) are required.

Complete the contact information

[< BACK](#)
[NEXT >](#)

*

*
ANZ_MSP_SE@avepoint.com

*

*

*

[Discard](#)
[Submit](#)

New Partner Registration

Contact Information

Please provide your details below. All fields marked with an asterisk (*) are required.

* First Name John	* Last Name Smith
Phone Number 0488888888	State/Province Victoria

Then click "Submit"

◀ BACK NEXT ▶

Discard Submit

New Partner Registration

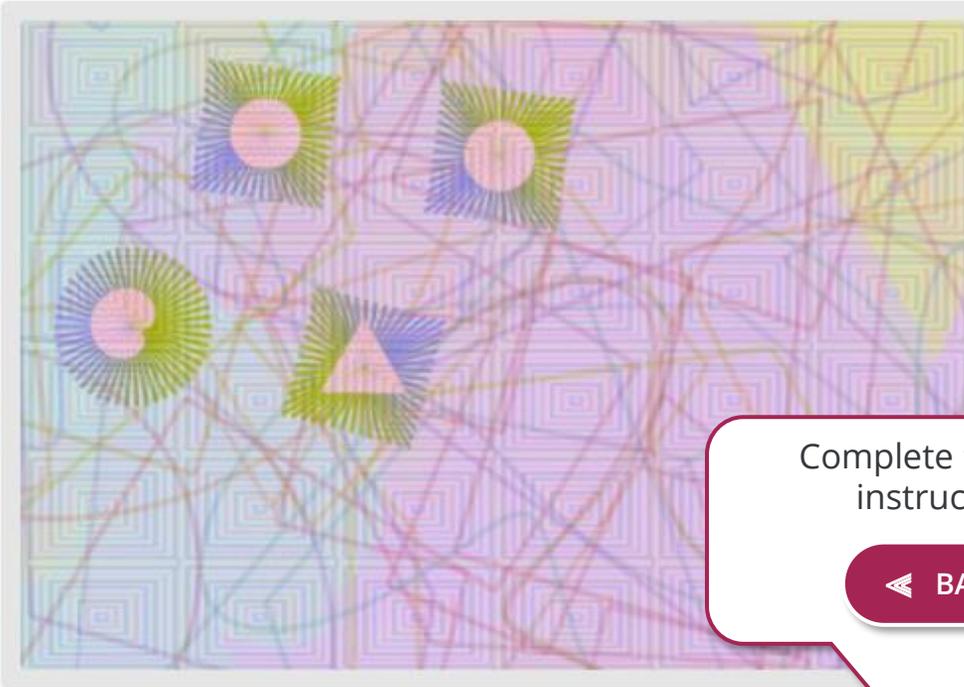
Contact Information

Please provide your details below. All fields marked with an asterisk are required.

- * First Name
Firstname
- * Email
ANZ_MSP_SE@avepoint.com
- * Job Title
Solution Engineer
- * Country
Australia

This site is protected by hCaptcha and its [Privacy Policy](#) and [Terms of Service](#)

Please click on the elements that are identical



EN



Complete the verification check as instructed and click "Verify"

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NEXT

Verify

Thank You For Your Interest In The AvePoint Partner Program

Your application is being reviewed. Within two business days you will receive additional instruction with your account information.

A thank you page will be displayed and you will receive an email

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AvePoint
Partner Program Guide
avepoint.com/partners
Claim Your Free eBook

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Partner

Get to Know Your Benefits as an AvePoint Partner



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Solution

Learn More about Managed Service Provider Solutions



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Product

Deliver Microsoft 365, Dynamics 365, Salesforce, and Google managed services with ease

HOME

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BACK TO ONBOARDING





○ AvePoint Partner Program <partner@partners.avepoint.com>

Today at 11:49 am

To: ○ ANZ_MSP_SE



Thank you for your interest in the AvePoint Partner Program. Your application is being reviewed. Within two business days you will receive additional instructions with your account information.

Sincerely,
AvePoint Team

An email confirmation will be sent once the process has been submitted.

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525 Washington Blvd, Jersey City, NJ 07310



HOME

BACK TO ONBOARDING





○ AOS_Team@avepointonlineservices.com <AOS_Team@avepointonlineservices.com>

Today at 11:56 am

To: ○ ANZ_MSP_SE



Dear [REDACTED]

Thank you for your interest in the AvePoint Partner Program. We're pleased to inform you that your application has been approved!

An email confirmation will be sent once the application has been approved with your username and password

⏪ BACK

NEXT ⏩

With AvePoint, AvePoint gives you the convenience of a single login to access any of our systems. Please use the temporary password to sign in [here](#) and reset your password.

- UserID: [REDACTED]
- Temporary Password: [REDACTED]

Sincerely,

Welcome to AvePoint Partner Portal



COLLABORATE WITH CONFIDENCE

Now you have been registered, navigate to <https://partners.avepoint.com>

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with your AvePoint Account

Log In

Don't have an account? [Register Now](#)

Need Help? [Contact AvePoint Support](#)

Welcome to AvePoint Partner Portal



COLLABORATE WITH CONFIDENCE



Sign In

with your AvePoint Account

Log In

Click "Log In"

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Register Now

Support



Sign In with Your Account

Sign in with a Microsoft 365 account or the account you used to sign up AvePoint Online Services for Pm.



Sign In with Microsoft

OR

E-mail Address

Password

Sign in

[Forgot your password?](#)

[Don't have an account?](#)

Sign in with your details and click "Sign in"

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Agree to Terms and Conditions

Terms And Conditions

Unless otherwise specified by writing by AvePoint, the electronic agreements herein presented shall supersede any existing partnership agreements.

Site Terms and Conditions and Privacy Policy

Your privacy is important to us and we want you to know how we use your information. You must agree to our [Terms and Conditions](#) and [Privacy Policy](#).

Partner Program Reseller Agreement and Terms and Conditions

In order to register, you must agree to our [Partner Program Reseller Agreement](#) and our [Partner Program Terms and Conditions](#).

I have read and agree to these terms.

Accept

Upon first login you will be required to read through the Terms and Conditions and tick "I have read and agree to these terms" then click "Accept" when you have agreed.

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- MDF
- IUR/NFR Licensing
- User Guides
- Elements
- Event Calendar
- Marketplace Profile



Good Morning, Janine Morris

AvePoint PRM Demo

Register Deal

The Dashboard for the Partner Portal will be displayed once logged in.

END

Seizing 19th of M

REGISTER HERE

AvePoint OnPoint

EVENT

AvePoint

Unlock Your MSP Potential:

Find out how to increase operational efficiency, improve security oversight, and drive more recurring revenue.

LEARN MORE

Event Calendar



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- Elements

IM **Good Morning, Janine Morris**

Register Deal

This is the Navigation Panel

Use this to Register a deal

Apply for an Internal Use Rights (IUR) and Not For Resale (NFR) License.

Seizing the AI Opportunity
 19th of March 2025 Manchester
 AvePoint OnPoint
 HERE

Directly access Elements from here.

AvePoint
Unlock Your MSP Potential:
 how to increase operational efficiency, improve security oversight, and drive more recurring revenue.
 LEARN MORE

Event Calendar

END

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IUR/NFR License Dashboard

Manage your demo license requests, see the status of a request or submit a new request.

License types: IUR (Internal Usage Rights) and NFR (Not for Resale).

Read more about eligibility & qualifications on the [NFR/IUR Licensing FAQ](#).

New Demo Request

Pending Approved Rejected

To create a new request, click "New Demo Request" or "IUR/NFR Request" from the navigation panel

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Pending Requests
0

Search Filter Export

Name	Created	Updated	AvePoint Product	Bring Your Own Storage	On-Prem/Hybrid or Clo...
<input checked="" type="checkbox"/>					

Rows per page: 25 Showing 1 to 0 of 0 results

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New IUR/NFR Request

All licenses are issued to the Partner Account, not to a specific end customer.

* Partner Organization Name

* Subscription Type

* AvePoint Product

* On-Prem/Hybrid or Cloud

* Number User Seats (max limit is 100)

* Complete the Contact Information then click "Submit"

* AOS Tenant Address

* AOS Environment

Discard Submit

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Thank you. Your form has been submitted.

A confirmation screen will display.

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NEXT 



AvePoint Partner Program <partner@partners.avepoint.com>

To: Janine Morris

Reply Reply all Forward

Sat 08/03/2025 13:11



Dear Janine,

Your IUR/NFR Subscription Request has been submitted successfully and is being reviewed. You can expect a subsequent confirmation email within business days.

An email confirmation will be sent once the IUR/NFR Subscription has been submitted.

out to your Partner Account Manager if you need to make any adjustments after approval.

Sincerely,



HOME

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Good Morning, Janine Morris

AvePoint PRM Demo

Register Deal

To access training and information choose "AvePoint Partner Training" from the navigation bar

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Seizing the AI Opportunity

March 2025 Manchester

EVENT

Unlock Your MSP Potential:

Find out how to increase operational efficiency, improve security oversight, and drive more recurring revenue.

LEARN MORE

Event Calendar





Welcome!

 [Sign in with AvePoint Partner Portal](#)

A new tab will open with access to the Partner Program. Click "Sign in with AvePoint Partner Portal"

[◀ BACK](#) [NEXT ▶](#)

By continuing, you acknowledge that you understand and agree to our [Privacy policy](#)

Powered by Sana™



Welcome!

Please complete your registration by adding the information below

Email

First name

Last name

Preferred language

JM Add a profile image

I accept the Terms of Use and have read the Privacy Notice and Cookies

Complete the Contact Information, Accept the Terms of Use and ensure you have read the Privacy Notice and the Cookie Notice.

[◀ BACK](#) [NEXT ▶](#)

Powered by Sana™





Welcome!

Please complete your registration by adding the information below

Email

First name

Last name

Preferred language

JM Add a profile image

Click "Continue"

◀ BACK NEXT ▶

I accept the Terms of Use and have read the Privacy Notice and Co

Continue



Follow skills

Pick a few skills to focus on and track your progress.

Assigned to you

No skills assigned

Selected

- AvePoint Policies & Insights | Technical Track**
- AvePoint Sales Track**
- AvePoint Cloud Backup | Technical Track**
- AvePoint Fly SaaS | Technical Track**

AvePoint Cloud Backup | Technical...
11430 subscribers
Demonstrate your expertise in AvePoint Cloud Backup, covering setup, demoing, deployment, and troubleshooting. This includes; configuring settings, selecting data sources, defining schedules,...

AvePoint Cloud Governance |...
311 subscribers
Demonstrate your expertise in AvePoint Policies and Insights, covering setup, demoing, deployment, and troubleshooting.

AvePoint Fly SaaS | Technical Track
11411 subscribers
Demonstrate your expertise in AvePoint Fly SaaS, covering setup, demoing, deployment, and troubleshooting.

AvePoint Fly Server |
Demonstrate your expertise in AvePoint Fly Server, covering

The first screen will provide you with recommendations of skills to follow, tick what you wish to follow and click "Continue"

◀ BACK

NEXT ▶

Continue



Home

Search

My library

Good afternoon, Janine

To-do (4) · [View all](#) >

A progress card for the 'Sales Professional | ACSP' certification. It features a red and purple wavy background, a central badge with the AvePoint logo and 'CERTIFIED SALES PROFESSIONAL' text, and a 'Path' button at the bottom left. A green progress bar is partially filled.

Sales Professional | ACSP

A progress card for the 'Cloud Backup | ACTP' certification. It features a red and purple wavy background, a central badge with the AvePoint logo and 'CERTIFIED TECHNICAL PROFESSIONAL' text, and a 'Path' button at the bottom left. A green progress bar is partially filled.

Cloud Backup | ACTP
2 min left

A progress card for the 'Fly SaaS | ACTP' certification. It features a red and purple wavy background, a central badge with the AvePoint logo and 'CERTIFIED TECHNICAL PROFESSIONAL' text, and a 'Path' button at the bottom left. A green progress bar is partially filled.

Fly SaaS | ACTP
2 min left

The Home screen will display the To-do assigned to you and your current progress, the ability to “search for training” and content that is in your library

SEARCH

MY LIBRARY

Start Your AvePoint SALES Certification Journey Here

AvePoint
CERTIFIED
SALES
PROFESSIONAL
ACSP

AvePoint Elements | ACTA

AvePoint
CERTIFIED
TECHNICAL
ASSOCIATE
AvePoint
Elements

Home

Search

My libr

What are you looking for?

The Search enables you to find relevant training

Key in the criteria to see results

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AvePoint Certified Sales Professional | ACSP
57 min left



Cloud Backup | ACTP
2 min left



Fly SaaS | ACTP
2 min left

Featured

Start Your AvePoint SALES Certification Journey Here

AvePoint Elements | ACTA



Opus

Enter to ask

All



AvePoint Opus | ACTP

In this certification, you will learn how to set up and demonstrate AvePoint Opus to your customers.

Updated 2025-02-28 · Path

View



Discovery & Analysis | AvePoint Opus | ACTP

Learn how AvePoint Opus can help save your customers money by identifying and moving u

Updated 12 hours ago · Course



AvePoint Opus | ACSP

Unlock the power of AvePoint Opus to master data lifecycle strategies, reduce storage costs

Updated 2024-12-19 · Course



Assessment | AvePoint Opus | ACTP

Assessment for the AvePoint Opus | ACTP certification. Required to complete the course.

Updated 2025-02-12 · Course



AvePoint Opus Demo Readiness | ACTP

In this lesson, you will learn how to prepare and effectively present the features and benefits of AvePoint Opus to potential...

Updated 2025-02-28 · Course



Information Lifecycle | AvePoint Opus | ACTP

This course covers the Opus Information Lifecycle, including archiving, destroying compliant information, configuring...

Updated 2025-02-28 · Course

Choose the content and click "View"

BACK

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AvePoint Opus | ACTP

Details

🕒 4 hrs 23 min left

Start

The chosen content will appear for you to commence your training journey

END

About the path

In this certification, you will learn how to set up and demonstrate AvePoint Opus to your customers.

Outline



Discovery & Analysis | AvePoint Opus | ACTP

🕒 26 min

Home

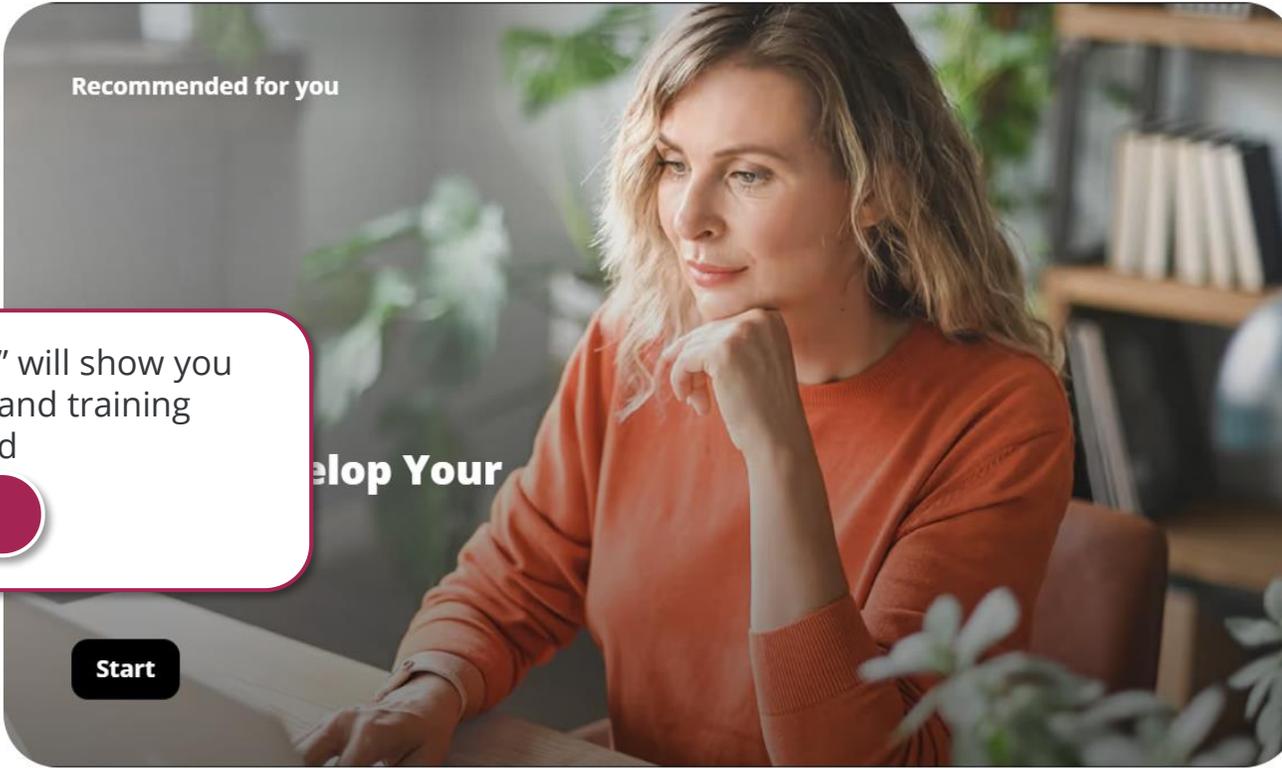
Search

My library

Clicking on "My Library" will show you training in progress and training completed

END

Recommended for you



Start

Progress

23 items
19 completed

Search...

All content

Any progress

Any type

Any provider

Relevance



Fly SaaS | ACTP

2 hrs 48 min



Policies and Insights for Microsoft 365 | ACTP

2 hrs 33 min



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Good Morning, Janine Morris

AvePoint PRM Demo

Register Deal

Seizing the AI Opportunity

19th of March 2025 Manchester

OnPoint

REGISTER HERE

EVENT

To access a range of resource, click on "Asset Library"

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Unlock Your MSP Potential:

Find out how to increase operational efficiency, improve security oversight, and drive more recurring revenue.

LEARN MORE

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ASSET LIBRARY

COLLECTIONS **PLAYBOOKS**

All

- ▶ Campaign in a Box
- ▶ Campaigns
- ▶ Certification Badges
- ▶ General Resources
- ▶ Marketing
- ▶ Partner Pricelists
- ▶ Products
- ▶ Presentations

Search for a specific asset...

Search Tips

Clear

Filters

SELECTED COLLECTION

All

CATEGORY

All

FILE TYPE

All

LANGUAGE

All

SORT BY

Newest

ASSET TYPE

Cobrandable Non-Cobrandable

RESULTS LAYOUT

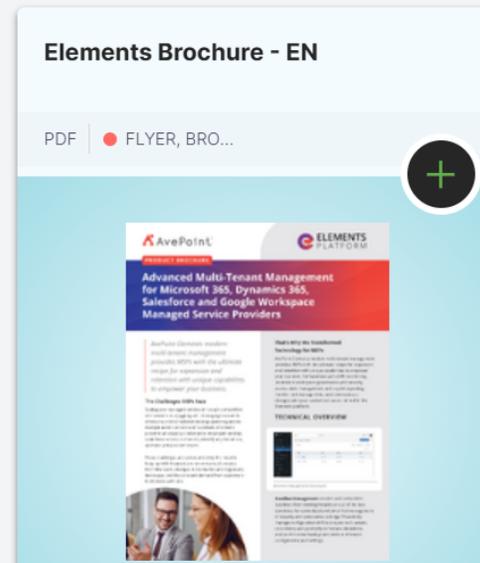
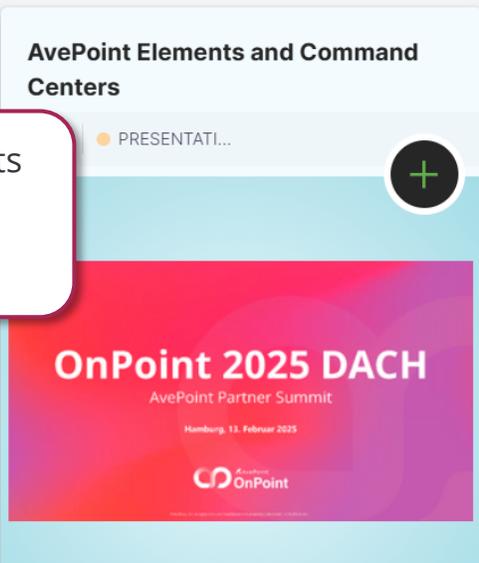
All

427 Asset(s) Found

Navigate for specific collections of assets

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ASSET LIBRARY

Search for a specific asset...

COLLECTIONS PLAYBOOKS

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Filters

Search Tips

Clear

Relevant content for the selected Collection will display

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- ▼ Collections
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- Products
- Promotions

CATEGORY

FILE TYPE

LANGUAGE

All

All

All

ASSET TYPE

RESULTS LAYOUT

Cobrandable

Non-Cobrandable

All

Grid View

4 Asset(s) Found

Microsoft Copilot Brochure_ES

PDF | FLYER, BRO...



AvePoint Solutions and Use Case Overview

PPTX | PRESENTATI...



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ASSET LIBRARY

COLLECTIONS **PLAYBOOKS**

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 - ▼ Copilot for Microsoft 365
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 - Step 2: Develop Your Knowl...
 - Step 3: Implement a Go To ...
 - ▶ Storage Optimization
 - ▶ Campaigns
 - ▶ Certification Badges
 - ▶ General Resources
 - ▶ Marketing
 - Partner Pricelists
 - ▶ Products
 - Promotions

Search for a specific asset...

Filter for specific information.

BACK

NEXT

Filters

SELECTED COLLECTION

Step 1: Crafting a Strategic Appr

SORT BY

Newest

4 Asset(s) Found

CATEGORY

- All
- Banner, Display Ads
- Battlecard
- Blogs, Articles, Press Releases
- Brief
- Call Scripts

FILE TYPE

- All
- DOCX
- eps
- gif
- jpg
- LINK
- mp4
- OFT

LANGUAGE

- All
- Unspecified
- English
- German
- Spanish
- French
- Japanese
- Dutch

Microsoft Copilot Brochure_ES

PDF | FLYER, BRO...



AvePoint Solutions and Use Case Overview

PPTX | PRESENTATI...



- Dashboard
- Deals
- AvePoint Partner Training
- Leads
- Partner Price List
- Asset Library**
- Campaign in a Box
- MDF
- IUR/NFR Licensing
- User Guides
- Elements
- Event Calendar
- Marketplace Profile

ASSET LIBRARY

COLLECTIONS **PLAYBOOKS**

All

- Campaign in a Box
- ▼ Campaigns
 - Collaboration Security
 - Ransomware Resiliency**
 - CoSellebration Day April 2022
 - Risk Management
 - CoSellebration Day Sept 2022
- Certification Badges
- General Resources
- Marketing
- Partner Pricelists
- Products
- Promotions

Search for a specific asset... [Search Tips](#)

Filters

SELECTED COLLECTION	CATEGORY	FILE TYPE	LANGUAGE
Ransomware Resiliency	All	All	All

SORT BY

Newest

ASSET TYPE

Cobrandable Non-Cobrandable All

RESULTS LAYOUT

Grid List

1 Asset(s) Found

Ransomware Readiness Checklist eBook_cobrand

PDF WHITEPAPE...

49 23 0 0/0

A key filter is the Asset Type - enabling you to know what content can be branded for your organisation

← BACK NEXT →



Ransomware Readiness Checklist

EBook_cobrand

0 Likes 49 Views 23 Downloads 0 Shares 0 Share Views

DESCRIPTION

Co-brandable e-book on how to prepare for Ransomware

LANGUAGE

English

PUBLISHED

Clicking on an asset will open the asset and from here you can View, Cobrand, Download and Share.

END

Cobrand

Download

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Good Morning, Janine Morris

AvePoint PRM Demo

Register Deal

Seizing the AI Opportunity

19th of March 2025 Manchester

REGISTER HERE

OnPoint

EVENT

Once in the Partner Portal Choose
"Campaign in a Box"

BACK **NEXT**

Unlock Your MSP Potential:

Find out how to increase operational efficiency, improve security oversight, and drive more recurring revenue.

LEARN MORE

Event Calendar



- Dashboard
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- User
- Element
- Event
- Market



Get Started

When you have found the Campaign in a Box that you are after click "Get Started"

◀ BACK NEXT ▶



Copilot for Microsoft 365
[Get Started](#)



Storage Optimization
[Get Started](#)



Coming Soon
[Get Started](#)

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Navigating The AI-Driven Future With Managed Services

Copilot For Microsoft 365: GTM Toolkit

In the world of AI productivity tools, Copilot for Microsoft 365 is here to transform the way we work. It is an AI-powered tool that assists users by providing real-time guidance, insights, and automation for your organization.

As a Cloud Solution Provider (CSP) there is a massive opportunity to enable Copilot for Microsoft 365 as a profitable service opportunity. Establish a strong data foundation so your customers can reap the benefits of solutions that empower partners with the comprehensive solution that ensures Copilot for Microsoft 365 Readiness AND Adoption.

The asset will open with all key information displayed

END

Your Blueprint For Copilot For Microsoft 365 Success With AvePoint

This toolkit is focused on building awareness and selling your services around Copilot for Microsoft 365, powered by AvePoint. In this, you'll find resource to get you familiar with AvePoint solutions and what you need to be able to enable Copilot for Microsoft 365 successfully.

The toolkit consists of brandable marketing assets that will help you engage customers in sales conversations around Microsoft 365 Readiness services. This toolkit is designed to be a self-service marketing effort, but we are also available to assist to help make your efforts a success. All these materials are accessible via Partner Portal Asset Library.

Build Your Copilot For Microsoft 365 Practice With AvePoint In 3 Steps

Leverage the tailored resources in our step-by-step framework to learn more about AvePoint solutions for Copilot for Microsoft 365 and how you can build a thriving practice.



Command center

[Switch to legacy dashboard](#)

Click on Customer Subscriptions

◀ BACK

NEXT ▶

Licensing		0 customers	
0	Newly onboarded customers in last 7 days		
Backup			
0	Customers with failed backups	0	Customers with backup exceptions
		0	Customers under potential ransomware attack
Baseline management		0 tenants	
0	Tenants with drifts detected	0	Tenants not being monitored
		0	Tenants with error status
Workspace management		0 tenants	
0	Tenants with inactive workspaces	0	Tenants with workspaces pending approval
		0	Tenants with orphaned workspaces



Modules

Baseline management

Workspace management

Risk management

Change management com...

Nitro

Configurations

Reporting

Resources

Integrations

System

Settings

Help

Customer subscriptions

Onboard new customer

Search for customer...

Reports

Customer

Tenant owner

No items to show in this view.

Click "Onboard new customer"

BACK NEXT

Elements

- Command center
- Customer subscriptions**

Modules

- Baseline management
- Workspace management
- Risk management
- Change management com...
- Nitro

Configurations

- Reporting
- Resources
- Integrations

System

- Settings
- Help

Customer subscriptions

Onboard new customer

Search for customer...

Reports

Customer

Select the account type

Microsoft 365 global admin

Google super admin

Salesforce system admin

Local account

Authorization link

Cancel

Continue

Choose the account type and click "Continue". For Microsoft 365 focused solutions, use Microsoft Global Admin for the most streamlined experience.

BACK

NEXT



Customer subscriptions

Search for customer...

Reports

Customer

Invite new customer

Customer account *



Browse

Upload an image less than 1 MB (between 60 x 60 pixels and 600 x 600 pixels)

Password *

Job notification profile *i*

None

Allow MSP access to AvePoint Online Services *i*

Terms and Conditions and Privacy Policy

Your privacy is important to us and we want you to know how we use your information. You must agree to our [Terms and Conditions](#) and [Privacy Policy](#).

I agree on behalf of the customer

Communication preferences

We'd love to keep the customer in the loop with promotions, and product updates. You can select

- Yes please! The customer would like to hear from AvePoint.
- Customer does not want to hear from AvePoint.

Cancel

Invite and close

Invite and next

Onboard new customer

Filter

Manage columns

0 of 0 selected

Product subscriptions

Start

Complete the customer information click "Invite and Close"

BACK

NEXT

Customer subscriptions

Onboard new customer

Search for customer...

Filter Manage columns

Reports 0 of 1 selected

<input type="checkbox"/>	Customer	Tenant owner	Product subscriptions	Stat
<input type="checkbox"/>	AvePoint	ANZ_MSP_SE@avepoint.com		N/A

The customer will appear in the "Customer subscriptions" in Elements

BACK NEXT



← Back

AvePoint

Clicking on the customer will then display the profile of the customer.

END

Products & subscriptions All



No items to show in this view.

Backup status



Microsoft 365



Google Workspace



IaaS + PaaS



Dynamics 365



Salesforce®

Report activity



No items to show in this view.

Unusual activities analysis

OneDrive SharePoint Online

- Elements
- Command center
- Customer subscriptions**
- Modules
 - Baseline management
 - Workspace management
 - Risk management
 - Change management com...
 - Nitro
- Configurations
 - Reporting
 - Resources
 - Integrations
- System
 - Settings
 - Help

Customer subscriptions

Onboard new customer

Search for customer...

Filter

Manage columns

Reports

0 of 1 selected

<input type="checkbox"/>	Customer	Tenant owner	Product subscriptions	Stat
<input type="checkbox"/>	AV AvePoint	ANZ_MSP_SE@avepoint.com		N/A

From the "Customer subscription" in the navigation choose the Customer

← BACK **NEXT →**



← Back

AvePoint



Products & subscriptions

All ▾



No items to show in this view.

Backup status

 Microsoft 365 -	 Google Workspace -
 Dynamics 365 -	 Salesforce® -

Click the ellipses to access the customer options

← BACK NEXT →

Report activity



No items to show in this view.

Unusual activities analysis

OneDrive SharePoint Online



← Back

AvePoint

Products & subscriptions

All ▾



No items to show in this view.

Report activity



No items to show in this view.

Backup status

 Microsoft 365 •	 Google Workspace -	 IaaS + PaaS -
 Dynamics 365 -	 Salesforce -	

- View customer information
- Edit customer information
- Generate report
- Add services

Choose "Add services"

◀ BACK NEXT ▶

Unusual activities analysis

OneDrive SharePoint Online



← Back

AvePoint

Services

Select the services you would like to add for this customer

We will review all of the configurations required based on your selection. Adding additional services at a later time is easy, so we recommend selecting the services you want to set up right now!

Choose the services to add by toggling the switch for the selected services. You can choose as many options as required.

Premium management services

- Baseline management
- Workspace management

Premium management services add-on

- Risk management
- Change management communication

AvePoint services for MSP

Services for Microsoft 365

- Cloud Backup Express

Once the required services are selected click "Continue"

← BACK

NEXT →

Cancel

Continue



← Back

AvePoint

Licensing

Risk management

This add-on service is free to use! There is no need to assign a license for it.

Change management communication

This add-on service is free to use! There is no need to assign a license for it.

Any complimentary add-on services will be displayed here.

Cloud Backup for Microsoft 365

[Skip for now](#)

Subscription type: *

Trial

Storage: *

AvePoint storage (Microsoft Azure Blob)

Note: Changing the value of this field means you are about to change the location where the customer's backup data is stored. If the customer changes from the default storage, the data will be kept for 90 days.

Retention: *

Retain data for 1 year

Subscription expiration

04/10/2025

For any solution services the solution trial options will display, choose the options then select "Next" then once all selection(s) have been when finalised select "Continue"

← BACK NEXT →

- If you want to know more about the subscription operating history, you can view the [subscription modification history](#).
- If you want to extend your subscription, you can contact sales@avepoint.com.

Next

Cancel Continue

← Back

AvePoint

Licensing

Cloud Backup for Microsoft 365 ✓

Subscription type: *

Trial

Storage: *

AvePoint storage (Microsoft Azure Blob)

Note: Changing the value of this field means you are about to change the location where the customer's backup data is stored. If the customer changes from the default storage to BYOS, the legacy backup data in AvePoint storage will be kept for 90 days.

Retention: *

Retain data for 1 year

Subscription expiration date: ⓘ *

04/10/2025

- If you want to know more about the subscription operating history, you can view [subscription modification history](#).

Cancel Back Save and continue

The confirmation of the trial will be displayed. Note this will change per product selected. Once confirmed click "Save and Continue"

◀ BACK NEXT ▶



← Back

AvePoint

Overview

✓ The add-on service is ready to use.

Service	Subscription expiration date
Cloud Backup for Micro	04/10/2025

A confirmation message will display. To finish and establish the service click "Finish and start service"

◀ BACK

NEXT ▶

Back

Finish

Finish and start service

← Back

AvePoint

Start services

AvePoint

Service: *Cloud Backup for Microsoft 365*

Step 1. Auto discovery Not started

Scan and register the Microsoft 365 objects into AvePoint Online Services. >

Scan archive mailboxes ⓘ

Step 2. General information Not started

Data region: Australia Southeast (Victoria) ✎

Storage: AvePoint storage ⓘ

Backup status

- Exchange Online mailboxes
- Microsoft 365 Groups
- Microsoft Teams
- OneDrive
- Project Online

Cancel Start

Follow the steps to onboard the services for the customer by clicking "Start"

END



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Register Deal

Seizing the AI Opportunity

19th of March 2025 Manchester

REGISTER HERE

AvePoint OnPoint

EVENT

AvePoint

Unlock Your MSP Potential:

how to increase operational efficiency, improve oversight, and drive more recurring revenue.

LEARN MORE

To access solution user guides, click on "User Guides"

BACK **NEXT**

Event Calendar



You will be diverted to the AvePoint Log in page – click “Partner”

◀ BACK

NEXT ▶

Customer

Partner

Access the Account Portal

Unlock access to product trials, resources, webinars, support, user guides and more.

Sign in or Sign up

Sign in with my AOS Account





Customer Partner

Access the

Access product n
tickets, manage y
partner resources h

Sign in

Become a Partner

Click "Sign in"

◀ BACK

NEXT ▶





Sign In to Your Account

Sign in

Forgot your password?

Complete information and click "Sign in"

◀ BACK

NEXT ▶



FREE TRIAL

Search Support Ticket:

User Guides

Cloud Products

Recent AvePoint News

Environmen

Cloud

From here you can access the user guides for the solutions, key videos, release notes and the roadmap

◀ BACK

NEXT ▶

For immediat contact our support hotline. Click here for a list of regional and toll-free support numbers.

[AvePoint Graph Modern API](#)

[User Guide](#)



AvePoint Opus

Latest Release: February 09, 2025

[View User Guide](#)



AvePoint Virtual Assistant

Latest Release: October 08, 2023



Cense

Latest Release: February 09, 2025

- February 09, 2025 [AvePoint Citizen Services \(View\)](#)
- February 09, 2025 [AvePoint Online Services \(View\)](#)
- February 09, 2025 [Elements for Partners \(View\)](#)

Recent Publications

- April 03, 2024 [AI and Information Management Report \(View\)](#)
- March 26, 2024 [The Ultimate Guide to Data Backup](#)

Here is a curated list of key resources with direct access

Elements

User Guide: <https://cdn.avepoint.com/assets/apelements-webhelp/avepoint-elements-for-partners/index.htm>

Fly SaaS

User Guide: <https://cdn.avepoint.com/assets/webhelp/fly/index.htm>
Migration Process Guide: <https://cdn.avepoint.com/assets/webhelp/fly-migration-process-guide/index.htm>
Support list: <https://cdn.avepoint.com/assets/webhelp/fly-support-lists/index.htm>

Fly Server

User Guide: <https://cdn.avepoint.com/assets/apelements-webhelp/fly-quick/index.htm>
Migration Process Guide: <https://cdn.avepoint.com/assets/apelements-webhelp/fly-migration-process-guide/index.htm#!Documents/aboutthisguide.htm>
Support List: <https://cdn.avepoint.com/assets/apelements-webhelp/fly-support-lists-v4.13/index.htm>
Installation Guide: <https://cdn.avepoint.com/assets/apelements-webhelp/fly-installation>

Elements

Microsoft 365 + Power Platform: <https://cdn.avepoint.com/assets/webhelp/avepoint-cloud-backup-for-microsoft365/index.htm>
IaaS + PaaS: <https://cdn.avepoint.com/assets/webhelp/avepoint-cloud-backup-for-iaas-paas/index.htm>
Dynamics 365: <https://cdn.avepoint.com/assets/webhelp/avepoint-cloud-backup-for-dynamics365/index.htm>
Salesforce: <https://cdn.avepoint.com/assets/webhelp/avepoint-cloud-backup-for-salesforce/index.htm>
Google Workspace: <https://cdn.avepoint.com/assets/webhelp/avepoint-cloud-backup-for-salesforce/index.htm>

Opus

User Guide: <https://cdn.avepoint.com/assets/webhelp/avepoint-opus/index.htm>

Policies & Insights

Policies for Microsoft 365: <https://cdn.avepoint.com/assets/webhelp/policies-for-microsoft-365/index.htm>
Insights for Microsoft 365: <https://cdn.avepoint.com/assets/webhelp/insights-for-microsoft-365/index.htm>

EnPower

User Guide: <https://cdn.avepoint.com/assets/webhelp/avepoint-enpower/index.htm>

Cense

User Guide: <https://cdn.avepoint.com/assets/webhelp/avepoint-cense/index.htm>

◀ END



How to Buy with AvePoint

What distributors does AvePoint sell through?

- Visit [AvePoint's website](#) to find your preferred distribution cloud marketplace!

What are the differences between AvePoint's SKUs?

- **Value-Added Resellers (VARs)** - with the VAR SKU, the Partner will purchase the SKU on behalf of the Customer, and the Customer will manage the services on their own (without any Partner involvement).
- **These SKU's will not have "VAR" or "MSP" in the SKU name**
 - When a VAR SKU is ordered, the Licenses get provisioned directly to the Customer and the welcome email will be sent directly to Customer.
 - It's very important the Customer email address entered during the ordering process is using the Customer's corporate domain, so we can create a unique AvePoint Online Services (AOS) tenant for them to manage their own cloud services.

AvePoint has developed a key resource to explain how to buy with AvePoint. Click on this link to access this resource directly: [How to Buy with AvePoint](#)

END ➤

VAR LICENSE PROCESS

