



IoT in Action

#IoTinActionMS



Soren LAU

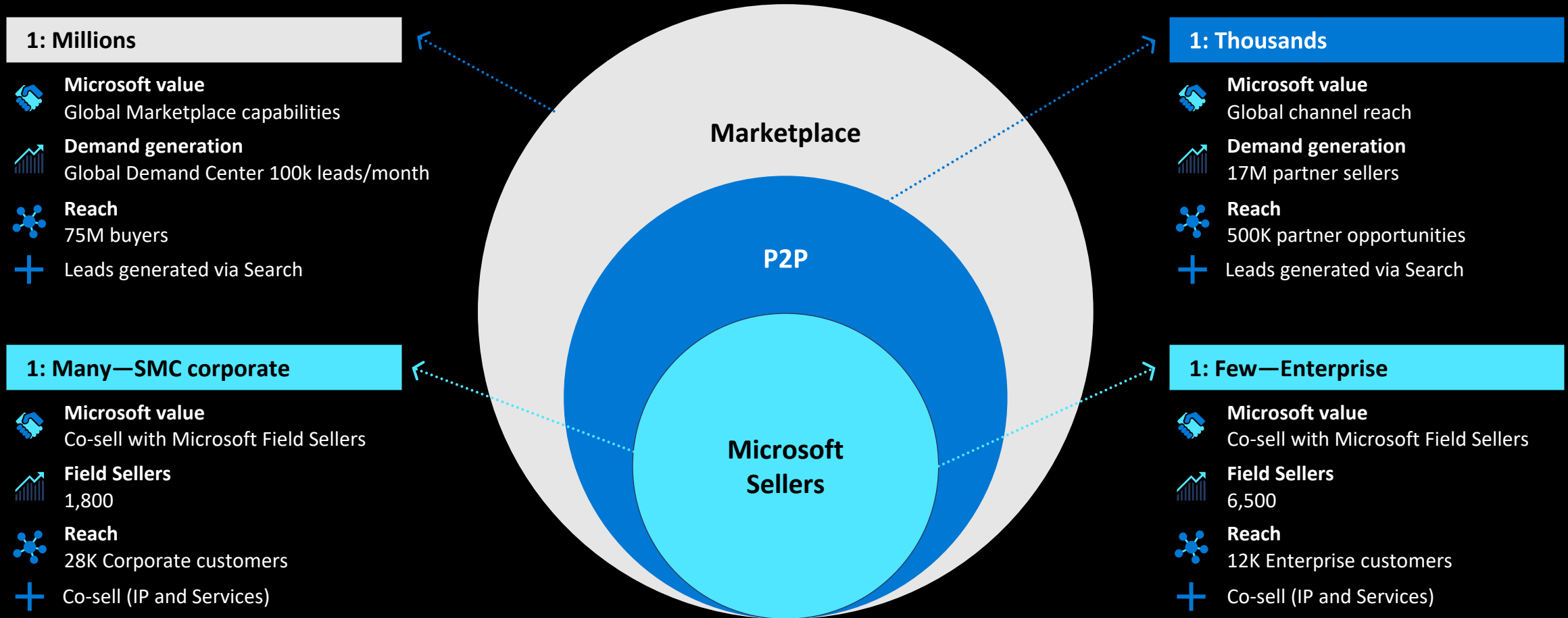
General Manager
EMEA IoT Sales

IoT in Action



Millions of possibilities – selling with Microsoft

Connect with Customers through Marketplace, Partner Channels, and Field Sellers



Call to ACTION



Partner

Sign up as a Microsoft Partner

Promote your solution on Marketplace

Reach out to a Solution Aggregator *or*

Reach out to Cloud Enablement Desk to start your journey with Microsoft

<https://partner.microsoft.com/en-us/campaigns/co-sell-nomination-form>



Customer

Visit Marketplace to get exposure to Azure based IoT cloud solutions

<https://azuremarketplace.microsoft.com/en-us/marketplace/>

Leverage your Microsoft account managers for prioritized solutions

Come and see **Marc Pisan** at the Match Making Area for further questions



Thank you