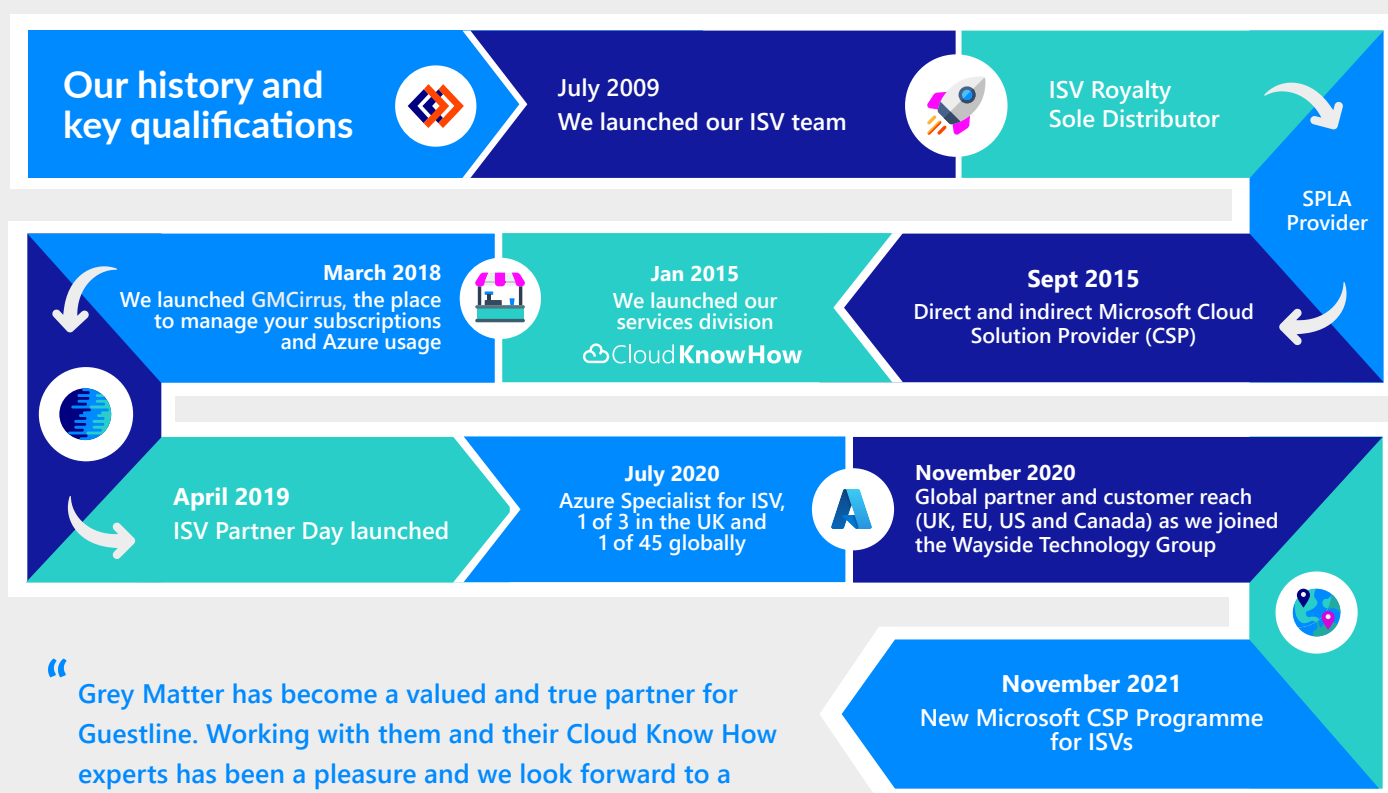# greymatter

Why ISVs choose us

Supporting your success since 1983

Created by developers, for developers we exist to support ISVs, SaaS providers, and application builders (like you) with the best tools, expert licensing advice, and professional services.

Our history and key qualifications

July 2009
We launched our ISV team

ISV Royalty
Sole Distributor

SPLA Provider

March 2018
We launched GMCirrus, the place to manage your subscriptions and Azure usage

Jan 2015
We launched our services division
Cloud **Know**How

Sept 2015
Direct and indirect Microsoft Cloud Solution Provider (CSP)

April 2019
ISV Partner Day launched

July 2020
Azure Specialist for ISV, 1 of 3 in the UK and 1 of 45 globally

November 2020
Global partner and customer reach (UK, EU, US and Canada) as we joined the Wayside Technology Group

November 2021
New Microsoft CSP Programme for ISVs

"Grey Matter has become a valued and true partner for Guestline. Working with them and their Cloud Know How experts has been a pleasure and we look forward to a long-term and beneficial relationship."

How we can support you

Technical support – we've got a range of cloud, technical and support services to help or further enhance your on-premises, hybrid, or cloud development. Services to help you migrate, modernise and manage.

Commercial support – we have a deep understanding of what ISVs need to succeed and can support you with knowledge and advice to help you get your product into the market, no matter the size of your company.

We provide software licensing for over 350 solutions for your business, technical and development needs.

Solutions for hybrid working, Internet of Things, cyber security, mapping, and developers.

Webinars and events, updates from leading vendors, technical deep-dives, demos, high-level overviews and more.

Some of our key partners include:

Microsoft   embarcadero   aws   intel software   JETBRAINS   Red Hat
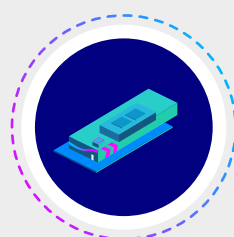
ISV Partner Programme

Onboarding

We take the time to understand your partnership aspirations and make a tailored plan to help you achieve them.

Enablement

Get discounts on Microsoft technical certification training and exam vouchers.

Cloud Adoption

A free Cloud Discovery Session with an expert will show you what Microsoft Cloud Solutions can do for your business.
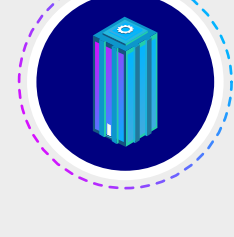
Technical Services

Get expert licensing advice and tools to help you ensure your licence estate is always optimal.

Operational Support

We'll help you achieve Microsoft partner designations.

Go-To-Market

We can provide you with the tools and platform to help you sell your own IP and Microsoft cloud subscriptions. And get you listed on Microsoft Marketplace.

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