



DYNASOURCE

General questions

What value is there for me to use Dynasource as a partner?

Tech vendors will use Dynasource to get insights about the skills and capabilities of their partners and the professionals who work there. They can use these insights as a foundation for investments or lead allocation decisions. If you are not on Dynasource, chances are you might miss out on key opportunities or investments.

Being on Dynasource provides you with an overview of the skills and capabilities within your own organisation. Easily find and assign the employees with the most suitable skillset for any given project and discover where to invest in training and certifications.

When you are looking for a partner to collaborate with - or if a partner considers working together with you - having an overview of actual skills and capabilities is essential. Dynasource helps your company to know what kind of partner you are going to work with, to minimise the risk of surprises while working together.

Customers who are looking for a company who can help them with their IT requirements will want to have clarity of what a company can and cannot do. The data on Dynasource gives them this clarity. Make sure you can be found by customers – by being visible on the platform.

Will recruiters or other companies steal my employees?

Dynasource is not made for recruiters. Access to the platform can only be gained on invite. We screen every company to make sure they are a validated service provider.

By default all individual profiles are anonymous meaning that anything that can identify a professional (name, photo, LinkedIn URL, etc.) will not be visible to anyone outside your company.

Lastly, it is not possible to directly contact professionals. You can only contact a Practice Manager to inquire about anything related to a company.

Won't it take too much time to onboard all my professionals onto Dynasource?

We have created an onboarding process that is quick and easy – enabling professionals to onboard in a heartbeat. To onboard, you'll go through three steps, taking no more than 5 minutes:

1. First we ask for your name and email address to confirm your identity
2. Then we ask you tell us what role you play on projects, what technologies you know, and the languages you use
3. As soon as you've done that, your company's profile is updated to effectively represent the value you add - and look stronger as a result

What if my professionals claim skills that don't represent my company?

It is likely that the majority of your professionals have an account on LinkedIn. When looking at LinkedIn profiles, you will see all kinds of skills on professionals' profiles – they range from actual skills (e.g. .NET development) to hobbies (e.g. fly fishing). As your professionals are probably on LinkedIn, you will already be represented in some way online that you cannot control. When onboarding to Dynasource, you can instruct your employees to only select the technologies they work with on a day to day basis. In addition, the credit system will highlight the skills that a professional works with for your company.

I don't want to give my competitors insight in my customer list (when professionals ask for credits)

Just like data on your professionals, we understand that, in most cases, you don't want a list of your customers to be accessible publicly. However, your professionals do want to get credited for their work – making their profile stronger.

Therefore, we have created a crediting method in which anyone outside your company can only see the skills a professional was credited for. By doing so, your professionals will get credited, your company profiles becomes stronger due to the vetted skills of your professionals, and your customer list is only accessible to you.

Why Dynasource

How does Dynasource help our business be found?

Dynasource is a channel skills inventory: by being part of the Tech Data community on the platform, you can differentiate your business more clearly on the basis of the skills and industry experience of your team.

How does Dynasource help us find other partners to work with?

Find the right Tech Data partners to collaborate with via search using the skills search on the platform. Be found by other Tech Data partners who are looking to do the same thing.

How does Dynasource help our business receive funding for relevant training programs?

You'll be a part of Tech Data's channel skills inventory. We can use the skills data you share on Dynasource to target the support we provide to your business more precisely, based on your existing capabilities and project experience.

How does Dynasource help the Tech Data community as a whole / what's in it for Tech Data?

Digital transformation is changing the way that customers do business – and the way that they acquire and deploy technology. As a result, Tech Data wants an inventory of skills that exist within our channel. That enables us to target investments more precisely and to quantify the progress that the partners in our community make, in terms of skills.

What benefits are there for me as a reseller?

There are a number of benefits for resellers who join the Tech Data community on Dynasource. You'll be able to win more deals by being found as a partner as part of Tech Data's community. You'll be able to partner with other platform members more easily and increase your professional services profile. Easy connection with complementary partners can help your business increase adoption and roll out of new technologies and accelerate your transformation.

How much does it cost to use the platform?

When you register for the platform you choose either a monthly or annual billing model for a 12 month period.

For the annual subscription **Tech Data resellers receive an additional 25% off their first invoice.**

Billed Monthly		Billed Annually (Best Value)
EUR	€125	EUR € 1,200
USD	\$145	USD \$1,400
GBP	£110	GBP £1,050
CAD	\$185	CAD \$1,750
		25% additional discount for Tech Data resellers*

*25% is deducted from the first invoice. Offer is exclusive to Tech Data resellers and may be used once per reseller.

To which level does a subscription apply?

The subscription agreement applies per entity. This means that in the situation there are multiple branches per reseller in different countries they all have their own subscription agreement.

What is the value of Dynasource for me as a service provider?

Dynasource can help you show vendors and distributors what you've got – in terms of capabilities. Our credits functionality helps to endorse the skills your professionals claim as well as representing their project experience.

How do I sign up / get an account on Dynasource?

Dynasource is a community-driven platform meaning that to join the Tech Data community on the platform, your company must be invited by a Tech Data Community Leader. Since our platform is built to represent company capability rather than individual capability, you cannot sign up to the platform individually.

Practice Manager Specific FAQ

What is the value of Dynasource for me as a Service Provider?

Dynasource can help you show the Tech Data community what you've got – in terms of capabilities. The credits functionality also helps to endorse the skills your company claims to have, as well representing your team's project experience.

Can I invite a freelancer to join my team?

No, you can't invite freelancers to join your team. On Dynasource, you can only represent your company's capabilities as evidenced by internal employees.

Can recruiters approach my staff?

No – our platform is invitation only and we don't invite recruiters onto the platform. In addition, each Professional from your team gets to choose whether their name, photograph and LinkedIn URL are visible to anyone outside your organisation.

Why does Tech Data want me to onboard on Dynasource?

Providing an objective directory of service capabilities of our partner channel helps us quickly identify partner development investment opportunities. It also offers the ability to assign leads to the most suitable partner, which improves the win ratio of our community.

Can I be part of more than just the Tech Data community?

You can be a member of multiple communities simultaneously. You can be added to a specific community by contacting the Community Admin or Channel Manager of that particular community.

Why do I have to onboard all my professionals?

Only by onboarding all the Professionals in your company, will your profile present a comprehensive overview of all the skills and capabilities that exist within your organization.

How much time does it take to onboard on Dynasource?

The average onboarding of a professional will take just 8 minutes. This includes creating an account and providing details for work location, product knowledge, industries and languages.

What role does a Practice Manager play on the Dynasource platform?

Practice Managers lead the team of professionals that each Service Provider employs. Dynasource is designed to help Practice Managers better represent the capabilities and experience of their team to the outside world. It is the Practice Manager's job to invite their professionals to onboard and maintain their profile on the platform.