PSA Integrations Guide

Powerful Integrations to Move Your Cloud Business Forward

As a managed service provider (MSP), the sheer number of usernames, passwords, and accounts you have to keep track of can be dizzying. Pax8 understands, and we want to do our part to simplify your experience selling cloud services. As the leader in cloud distribution, we ensure you never let a single cloud opportunity float away.

That's why we've made it easier to order, provision, and manage cloud solutions – delivering our entire solution stack within your preferred PSA tool. Best of all, the integrations are free.

With the Pax8 PSA integrations, you can:

- Sync subscriptions to agreements or contracts
- Manage and import company data
- Bind or export products
- Automatically calculate prorations
- Manage past due accounts
- Export Microsoft users as new contacts
- Read and update existing service tickets

...all within your preferred PSA tool or in the Pax8 platform.

" *Pax8 is disrupting distribution with its innovative strategy, technology, and support.*
– 451 Research "

Efficiency Fuelled
by Pax8 PSA Integrations

You should be able to run more of your business from a single platform. Pax8 helps partners accomplish more through the transformative power of technology that works seamlessly.

If you're an Autotask, ConnectWise, Kaseya, Syncro or RepairShopr user, you can nearly run your entire business from the tightly integrated suite of products designed to work together as one. Pax8 has made this possible by working closely with each company to ensure greater operational efficiency and ease of use for MSPs.

As a Pax8 partner, you get access to the Pax8 Marketplace, our intuitive cloud management platform that's designed to help you manage all your cloud accounts in a single place. With Pax8, you can say goodbye to manual billing.

Joining forces via integrations, you can now use the powerful Pax8 Marketplace with your preferred PSA tool. This means you can now streamline your billing process by immediately syncing new subscriptions or updates directly into your PSA tool. With this automated approach, account managers can easily capture changes in licensing costs or tiers, saving as much as 55% of their time.*

Pax8 offers deep integration with leading PSAs that extend to our entire solution stack. There's no fine print or added fees – just comprehensive, time-saving integrations for every solution we offer.

* Source: Total Economic Impact™ study from Forrester Consulting

> *The ability to connect into my PSA is fantastic. Other distributors don't focus on that fluidity. My team loves that we can update our license and agreement with a couple clicks. It is things like this that make Pax8 different. They care about the details and make our experience seamless.*
>
> **– David Vu, Marketing Director at Gravity Networks**

Simplifying Your Cloud Business

According to TruMethods founder Gary Pica, "an average MSP brings in a net profit of less than 10%." However, International Data Corporation (IDC) found in their Digital Transformation Opportunity Report that managed service solutions packaged as intellectual property (IP), rather than just licenses to be resold, can bring in margins as high as 70%. **A study from Forrester Consulting** also shows you can save €156.000 in billing cycle and license update costs over three years by integrating Pax8 with your PSA tool.

Our mission is to help you create, market, and deliver the most profitable, feature-rich, and easy-to-use solutions available in the cloud today.

> *The Pax8 integration with my PSA partner is a huge time-saving mechanism for us. We can purchase licenses in ConnectWise and then sync those straight into our agreements. On average, the integration has saved us five hours per month in billing.*
>
> **– Zach Hart, President at Tailored Technology Services**

Conduct Pax8 Business in your PSA Tool

Import company data, export solutions as services, and access accurate billing and contract information within a single platform.

Access a user-friendly interface to bill, provision, order solutions, and more.

Sync all subscriptions to their respective contracts, export Pax8 solutions as services in the platform, and import all accounts.

Sync subscriptions to recurring invoices, export Pax8 solutions as Syncro solutions, and manage all Pax8 subscriptions.

Update and sync licenses, bind clients and solutions, and export Pax8 solutions as RepairShopr solutions.

Schedule a Call   Integrate Your PSA

More Cloud Revenue, Less Hassle

Having the flexibility to run most of your business through a single platform can save you several hours of work per employee, per week. In fact, some of our partners have been able to double their revenue, seamlessly manage rapid growth, and capture more billable time per engineer that would otherwise fall through the cracks.

The integrations also prevent unknown revenue loss by simplifying transactions in the billing platform. If you're already using a PSA tool, you're probably familiar with these benefits. We're just adding the cherry on top — seamless integrations with the first born-in-the-cloud distributor that hundreds of MSPs are switching to each month.

> *Pax8 offers a seamless integration into our PSA tool, which no other distributor has been able to do. With Pax8, we are saving six to seven hours per month on manual invoicing. The Pax8 integration is done in seconds and offers us accuracy in our invoices.*
>
> **– Jenny Ung, Director of Operations at Xterra Solutions**

With Pax8, you have access to:

- Pre-sales and post-sales support
- MSP-vetted vendors
- Education and sales enablement resources
- Professional Services

The partner experience and service delivery that Pax8 offers, combined with our innovative technology, sets us apart from the competition. Going where no other distributor has gone before, Pax8 has integrated with industry-leading PSA tools, which are offered free to all Pax8 partners.

> *No other company has gone above and beyond like Pax8. They make it simple to do business where it is convenient for me — in my PSA management platform.*
>
> **– Bret Meche, CEO at Premier Data Systems**

About Pax8

Pax8 simplifies the way organisations buy, sell, and manage cloud solutions, empowering our partners to achieve more with cloud technology.

Our born-in-the-cloud platform modernises the channel's cloud journey with consolidated billing, automated provisioning, and industry-leading PSA integrations. And our technology is backed by an experience that provides responsive, 24/7 support alongside the education and resources you need to grow your cloud business.

Ready to try Pax8 for yourself? Explore our Pax8 Partner Programme now, and discover all the benefits, tools, resources, and support you'll receive as a Pax8 partner.

Get Started