

Partner with Massive IT



A shared path from customer opportunity to technology delivery.

Collaborate with Massive IT on managed IT, cybersecurity, cloud and technology projects. Based in Tampa, Florida, we serve customers nationwide. Each partner application and registered opportunity is reviewed by our Sales team.

Managed IT

Support, endpoint management and technology operations.

Cybersecurity

Security assessments, detection and compliance readiness.

Cloud and Microsoft

Cloud infrastructure, Microsoft solutions and modernization.

Projects and advisory

Infrastructure planning, implementation and strategic guidance.

Working together

1 Apply

Provide your legal company name, website, business address, phone, capabilities and primary Microsoft work contact.

2 Sales review

Our team reviews the application and confirms business fit. Submitting an application does not create partner access or guarantee acceptance.

3 Receive an invitation

After approval, the primary contact receives a portal invitation. Sign in with the approved Microsoft work email and explicitly accept company access.

4 Register opportunities

Share complete client company and contact details, project requirements, timing and relevant context. Sales approves each deal before it enters the pipeline.

5 Follow progress

Use the company-scoped dashboard to view submissions, deal stages and shared updates. Annual targets and booked deal values are supplied by staff, not inferred from invoices.

Program expectations

Customer context

Provide accurate business information and authorized contacts. Complete addresses and requirements are especially important for hardware-related opportunities.

Commercial terms

Scope, pricing, any compensation and responsibilities must be confirmed separately in writing. This guide does not promise discounts, commissions, exclusivity, deal protection or guaranteed deal acceptance.

Secure collaboration

Access uses approved Microsoft work accounts and is limited to your partner company. Do not submit passwords, access tokens or other sensitive credentials through applications or deal updates.

Readiness, not guarantees

Compliance services support readiness. Assessments identify areas for review; they do not guarantee compliance, insurance eligibility or risk elimination.

Start the conversation

Apply at massiveit.com/partner-program. Existing approved partners can return at massiveit.com/partner.
Questions: sales@massiveit.com or (813) 518-5454.