

How to use this presentation



This presentation is to support the Surface Modern Solutions Partner Enablement Program and PSSs as they present on Surface devices and program details.

This deck is strictly Microsoft and qualified partner confidential.

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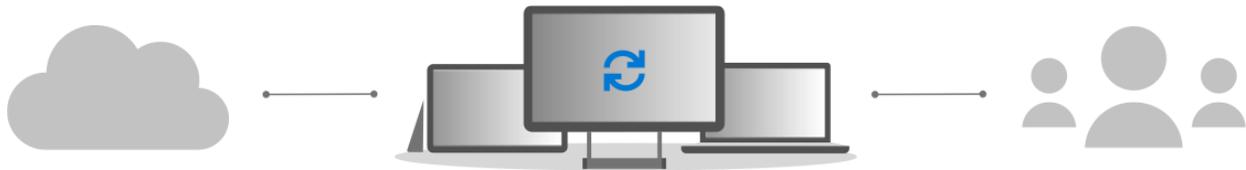
For questions, or to check for the latest version please email: teamsms@microsoft.com

ZERO-TOUCH DEPLOYMENT:

The modern workplace's new best friend



Zero-touch deployment: An overview



In today's modern workplace, endpoint device deployment has become an increasingly complex process. This is why Microsoft Surface has introduced a zero-touch deployment model, powered by Windows Autopilot, which enables devices to go directly from a Microsoft partner to company employees with the right settings and applications—the ultimate endpoint solution.

Benefits of zero-touch deployment + Windows Autopilot

By using zero-touch deployment and Windows Autopilot, organizations can expect to realize significant cost reductions. Additionally, according to research conducted on Surface + Microsoft 365, zero-touch deployment results in:

- 70%** reduction in help desk call times
- 20%** reduction in security breaches for Surface device users
- 4 hrs** saved for each Surface device deployment¹

How Windows Autopilot enables zero-touch deployment

Windows Autopilot is a collection of technologies used to set up and preconfigure new devices, getting them ready for productive use. Once the device supplier preconfigures a device, it can be shipped directly to the employee, with no IT involvement required.

¹ Maximizing Your ROI From Microsoft 365 Enterprise With Microsoft Surface, A Forrester Total Economic Impact™ Study Commissioned By Microsoft, July 2020.

How the deployment process works

01



At the time of Surface device purchase, Microsoft pairs the buyer with a Cloud Solution Provider (CSP). The CSP obtains an electronic data interchange (EDI) feed that provides the serial numbers of the purchased devices. The CSP feeds this data into Microsoft Partner Center, which enrolls the devices into Windows Autopilot, where they show up as available on the customer's tenant.

At this point, the organization's IT team can use their Azure Active Directory portal and Intune to access the devices' serial numbers. IT admins can then create user-role profiles and deploy settings that will load as soon as the devices reach the target employees.

02



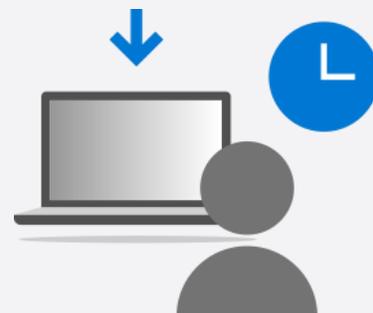
As soon as an employee turns on their Surface device, the device communicates its Device ID to Microsoft. Microsoft then checks the Device ID registered in Windows Autopilot. If the device is registered, the Intune instance on the customer's tenant is automatically notified, and Intune takes over the deployment.

03



Intune pushes applications down to the Surface device, eliminating the need to reimage it. The user can start using the device, and each application deployed is tied to Azure Active Directory.

04

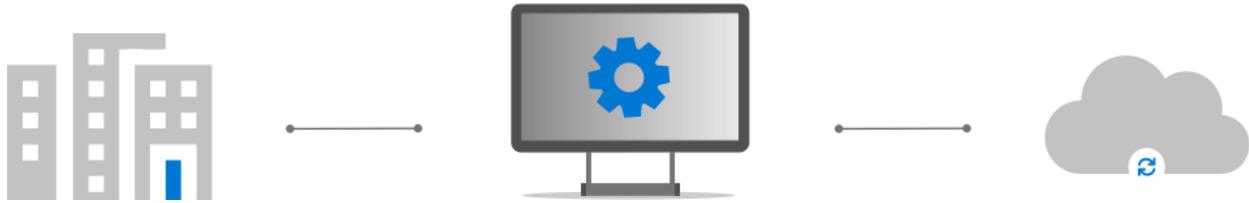


Once operational, the Surface device enters the full life cycle management stage, where it continues to benefit from configuration changes by leveraging Microsoft 365 capabilities.

05



How zero-touch deployment unlocks modern manageability



By shifting management functionality from on-premises systems to the cloud, companies can begin to realize the value of modern device deployment. Cloud-based infrastructure provides you with greater security and the flexibility to work from anywhere to support the modern workplace—all while producing enhanced employee productivity and cost savings for organizations by meeting your employees where they are. In the modern workplace, Surface devices are the endpoint management solution.

Surface + zero-touch deployment = match made in heaven

Surface devices are purpose-built for zero-touch deployment and are optimized to provide the most straightforward and friction-free experience. Surface is the perfect device to capitalize on new, exciting zero-touch deployment capabilities as they emerge.

For more information, please reach out to partner_email

