

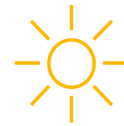
Reseller Benefits

Key benefits a Partner Led Microsoft DaaS solution delivers to resellers.



Extend your service offering

Sell DaaS as a classic hardware proposition in a subscription model, and upgrade the proposition by attaching additional (managed) services to it.



Provide peace of mind

Support for Windows 7 is coming to an end in January 2020, your customers can avoid being left exposed to security risks and take advantage of the latest Windows 10 features.



Stay relevant in a tough market

Stay relevant in a world moving towards a more modern way of working where collaboration and innovation are key drivers of success.



Increase your revenue

A DaaS delivery model allows you to set up a new and recurring revenue streams and increase your ARPU.



Benefit from shifting preferences

Customers are shifting from CAPEX models to OPEX alternatives. 70% of customers are expecting to fully transition to PC subscription services within the next three years.

ABOUT THE PROGRAM

Reseller Roles and responsibilities

There are a number of roles and responsibilities that need to be met to bring a Partner Led Microsoft Surface DaaS solution to life.

Your role

- Develop customer-centric Surface DaaS value propositions.
- Drive Surface DaaS in your markets.
- Educate your sales teams on the value of the complete Microsoft experience.

Your responsibilities

- Must be able to support monthly, or quarterly billing models for end customer.
- Must be authorized to sell Surface Devices, Microsoft Cloud Software (Microsoft 365), Provide pre- and post-Sales Support and Provision AutoPilot.
- Must be able to support an operational lease (subscriptions) for 18, 24, and 36 months, either directly, or with an affiliated financing entity
- Preferably be able to support consolidated billing (i.e., Surface Device and Cloud Service).
- Development of a customer or partner portal for ease of transaction (marketplace).
- Commitment for minimum DaaS unit forecast per quarter.
- Monthly reporting on DaaS deals through Excel.
- Direct marketing to existing resellers.
- Complete Modern Deployment Training.