

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

Welcome to the Surface Modern Solutions Program

The Surface Modern Solutions Program (SMSP) is an exclusive training program offered by Microsoft, empowering high-performance partners to successfully go to market with zero-touch deployment using Microsoft Surface and Windows Autopilot. This premium offering provides partners with expanded opportunities to make more sales, increase revenue, and become a trusted advisor for their customers.

SMSP offers outstanding benefits:



Close relationships: Regular check-ins with your Partner Success Specialist to review progress feedback and successes.



An engaged business: A change in your company's engagement with the modern workplace story, devices, products, and successfully trained team members.



Real results: Your company hopefully seeing tangible revenue and customer success results.



A plan for the future: A roadmap to continue to develop your company's offerings—constantly evolving with technology, products, and customers.



It's never been a better time to join the SMSP.

Organizations are scrambling to digitally transform. In today's modern workplace:

- **43%** of American workers work remotely at least some of the time.¹
- **74%** of companies plan to permanently shift to more remote work.²
- **44 million** daily users use Microsoft Teams for remote meetings.³

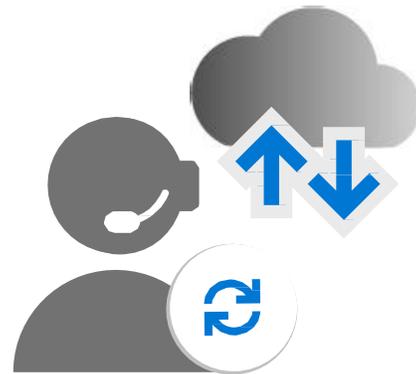
Surface devices can help organizations establish new ways of working and empower employees to be more connected, collaborative, creative, flexible, and productive. With so much opportunity, now is the perfect time to become an SMSP partner.

Are you the right partner for the program? Successful SMSP candidates are:

- Engaged in zero-touch deployment at the executive level
- Committed to completing the training
- Ready to drive more Surface and Microsoft 365 revenue

Unique benefits for Cloud Service Providers (CSPs) include:

- **Sell hardware with ease:** Sell hardware without having to worry about inventory or shipping concerns.
- **Sell software efficiently:** Sell more solutions such as Microsoft Azure, Dynamics 365, Enterprise Mobility Suite, and Windows 10, and deploy Windows Autopilot for your customers.
- **Become a trusted advisor:** With access to the whole portfolio of Surface products, you can deeply engage with customers and meet their needs with industry-specific solutions.



To enroll in the CSP program, follow these simple steps:

1. Complete a CSP application.
2. Sign in to Partner Center with your work email (i.e., your Azure Active Directory tenant credentials).
3. Create your partner profile and associate your MPN ID to your profile. It can take several days to review and verify the information you've provided. Microsoft will email you when the review has been completed.
4. Accept the Microsoft indirect reseller terms agreement.

Additional resources:

[Discover zero-touch deployment](#)

[Technical documentation](#)

[Zero-touch deployment course on Surface Academy](#)

Ready to join?

Contact us at teamsms@microsoft.com to get started.

¹Gallup, State of the American Workplace, 2016. ²Gartner, COVID-19 Executive Pulse, April 3, 2020. ³CNET.com, Microsoft's Teams hits 44M daily users amid coronavirus self-isolation, March 19, 2020.