

ABOUT THE PROGRAM

CSP Benefits

Benefits of a Partner Led Microsoft DaaS Offer



Extend your service offering

Extend your service offering and contribute even more to your clients' success by selling devices 'as a service'.



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.

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CSP 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 according to specific criteria.
- 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 the end customer.
- Must be authorized to sell Surface Devices, Microsoft Cloud Software (Microsoft 365), provide pre- and post-sales support.
- 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 portal for ease of transaction (marketplace).
- Commitment for minimum DaaS unit forecast per quarter.
- Monthly reporting on DaaS deals through excel.
- Complete Modern Deployment Training.