

ABOUT THE PROGRAM

Disti Roles and responsibilities

It's going to be a joint effort to bring a Partner Led Microsoft Surface DaaS solution to life. Summarized below are a number of roles and responsibilities that need to be met to make the program successful.

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 customers.
- 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 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 the Distri Surface Modern Solutions train the trainers training

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Disti Benefits

By becoming an active participant in the Partner Led Surface DaaS Program, you stand to benefit in several important ways:



Access new revenue streams

With DaaS you can set up new revenue streams and upsell the platform by complementing and completing your offering with additional cloud and managed services. The lifetime value of subscription customer is 1.8x more than transaction based.



Position yourself as a leader

By offering the full Microsoft experience, you can be a first mover in this greenfield market and drive transformation for you and your clients. This allows you to establish a unique differentiator, stand out from the crowd and, position yourself as a market leader.



Deepen customer relationships

Strengthen your strategic advisor status with value-added consulting engagements. Engage customers over an extended period and deepen your relationships to stop customers from looking elsewhere