



Microsoft Surface Hub Partner Competency

Coming in Q3 CY2019 for authorized Microsoft Surface Hub resellers

Reach new heights. Realize your business's full potential

You play a crucial role in Microsoft's vision to transform work as we know it. This is our chance to create digitally empowered, Modern Workplaces.

That's why we're excited to personally invite you to participate in the latest Windows and Devices MPN Competency program for Microsoft Surface Hub Partners, designed specifically to reward performing Surface Hub resellers.

We're refreshing the Surface Hub option of the Windows and Devices MPN Competency to best support you, helping your organization unlock its full potential for Surface Hub 2S.

While you may already be part of the Authorized Device Reseller program as an ADR or VADOR, or if you've previously attained the Surface Hub option of the Windows and Devices Competency, there will be refreshed requirements and benefits that offer clear path for growing your business with Surface Hub, and arms you with the capabilities and services to really stand out from the competition.

Each competency level is designed to help you grow as a business with Microsoft. Moving up to new tiers gives your organization new opportunities for investment, more referrals from Microsoft, and allows you to better showcase your affinity with Microsoft to your customers.















Surface Hub Partner Competency Requirements

The Surface Hub Partner Competency Program is built on both your business's Surface Hub sales revenues, and the progress of your individual sellers through learning programs designed to upskill and equip individual Surface Hub sellers.

| Authorized | Silver | Gold |
|--|--|---|
| To become Authorized you must: | To achieve Silver status, you must: | To achieve Gold status, you must |
| <ul style="list-style-type: none"> • Agreement in place as Surface Hub Reseller | <ul style="list-style-type: none"> • Meet performance requirements of \$1M in Surface Hub revenue life-to-date • Have two (2) individuals that passed Surface Hub sales exam • Have two (2) individuals that passed Surface Hub IT Pro exam • Have two (2) individuals that passed Surface Hub Adoption exam <p>Agreement in place as Surface Hub Reseller</p> <p>Pay our competency fee, honored if the organization already has a competency</p> | <ul style="list-style-type: none"> • Meet performance requirements of \$2.5M in Surface Hub revenue life-to-date • Have four (4) individuals that passed Surface Hub sales exam • Have four (4) individuals that passed Surface Hub IT Pro exam • Have four (4) individuals that passed Surface Hub Adoption exam • Have four (4) individuals that passed one of the following exams: <ul style="list-style-type: none"> MS-100: Managing Office 365 Identities and Requirements MS-101: Microsoft 365 Mobility MD-101: Managing Modern Desktops Exam 70-334: Core Solutions of Microsoft Skype for Business 2015 • Have provided three (3) customer references around in-house solution <p>Agreement in place as Surface Hub Reseller</p> <p>Pay our competency fee, honored if the organization already has a competency</p> |

Surface Hub Partner Competency Benefits

Each new tier within the Competency comes with additional support and tools that will help your Surface Hub business grow from a traditional reseller, into a trusted partner for your highest value customers.

| Benefits | Authorized | Silver | Gold |
|---|--|---|---|
| Receive a set of core benefits as part of your Microsoft Partner Network membership |  Available with Action Pack purchase |  |  |
| Access to Surface Reseller Alliance sales and readiness training |  |  |  |
| Access to Deal Registration and volume pricing programs |  |  |  |
| Eligibility for Surface channel incentives | |  Eligible for Surface Hub channel Silver incentives and performance-based incentives* |  Eligible for Surface Hub channel Gold incentives and performance-based incentives* |
| Placement for Microsoft referrals | |  |  Priority |
| Access to MDF and event sponsorship | | |  At local discretion |

*While eligible for incentives, there are additional requirements to receive incentives.