



The Surface Modern Deployment Pilot

Zero Touch Deployment: Support for a Modern Workplace

Meet the Surface Modern Deployment Pilot: an exclusive program that enables partners to take a leadership position in their markets. Partners receive customized training, marketing and selling support, rewards, and more. It supports the mission, conversations, and technology needed for the Modern Workplace.

Introducing a new way to work— and a new kind of support

Rather than develop piecemeal solutions and discuss pricing from the bottom up, we decided to flip the narrative.

Surface supports mobility, collaboration, and security needs by offering a complete solution under a single, simplified monthly bill. Deployment is uncomplicated, streamlined, and instantaneous. When we say “zero touch,” we mean it.

The Modern Deployment Pilot helps partners talk to clients about Surface’s benefits and educates them about the technology itself, while providing individual support and rewards.

Enabled by Zero Touch Deployment

Zero Touch Deployment is the cornerstone of the Modern Deployment Pilot. Clients want an easy deployment experience that doesn’t involve time-intensive labor and large upfront costs—so we’re delivering.

Thanks to a combined solution of Microsoft software and hardware, Surface devices are ready to go, right out of the box.

Zero Touch Deployment consists of the combined power of:

 Surface-as-a-Service	 Autopilot	 Azure Active Directory	 Intune	 Office 365
Devices, software, support, and accessories are offered on a subscription basis, under one monthly bill.	A collection of technologies that enables IT departments to pre-configure, deploy, and secure devices with minimal infrastructure management.	A cloud-based directory that provides a centralized location for organizations to manage their IT infrastructure, user permissions, and security settings.	A cloud suite that enrolls, secures, and manages all devices across the organization.	Bundled cloud and software solutions including Microsoft Teams, a platform designed for collaboration that keeps teams' files and communications in a single, accessible location.

All together, these five elements offer a modern, seamless combination of hardware and software. Instead of one device for one person, one person can use any device.

Zero Touch Deployment doesn't just save time and labor: it enables high-level, strategic decisions.

Who benefits? Everyone.

Surface provides clients with best-in-class devices built to power the Modern Workplace—but the benefits don't end here. Zero Touch Deployment allows clients to save 2.5 hours per application and 15% per device by reducing deployment and configuration labor.

Time savings

The benefits over time are just as good. Over three years, Surface for Business and Microsoft 365 could save organizations \$943K in reduced security breaches, \$687K in device and application provisioning savings, and \$151K in reduced help desk calls.*

Custom training for better conversations with clients

With Surface, partners enjoy larger bundled sales, reliable ongoing revenue, and the opportunity to stretch into upper markets. They also receive individual, personal support—the pilot offers a single point of contact for everything from training to connecting with distis.

Stronger customer relationships

Clients transform their workplace. Partners drive growth and get rewards. And, because Microsoft's success relies on our partners' success, Microsoft benefits as well. It's a win-win-win.



If you would like to learn more about the Surface Modern Deployment Pilot, please reach out to MSFTSMDP@microsoft.com.

*Source: "The Partner Opportunity For Microsoft 365 Modern Desktop," a commissioned study conducted by Forrester Consulting on behalf of Microsoft, July 2018