Partner Readiness Kit

The Microsoft Education Partner Readiness Kit is designed to familiarize you with the Microsoft Education value proposition and give you quick resources and talking points to share with your customers. These downloadable resources are categorized according to the stages of the sales cycle.

The Elevator Pitch

Microsoft Education's mission is to empower every student on the planet to achieve more. In doing so Microsoft is committed to delivering tools that drive better learning outcomes like personalized learning tools in Office and Windows. Teachers can transform classroom time with real-time collaboration and feedback loops in Microsoft Teams. And with the availability of affordable Windows devices capable of running Windows 10 starting at $179 for 4gb/64gb configuration, customers get the full functionality of a PC and the flexibility of the Microsoft education ecosystem at a competitive price point. Finally with Intune for Education, Microsoft's mobile device management solution designed for education a customer with zero infrastructure can deploy a classroom of fully managed devices in under an hour!

Readiness
Prepare yourself to speak about Microsoft Education solutions to your customers

Microsoft Education K-12 and HED Vision Presentations and Pitch Deck
Use this presentation to land the Microsoft Education pitch with your customers.

Microsoft Education Targeting Guide
Use the following targeting guide to better understand how to pivot the Microsoft Education story across different customer personas.

Microsoft Education Narrated Pitch Decks (with audio)
The following narrated pitch decks are 90 seconds or less each and are designed to show you how to pitch Microsoft Education products.

Microsoft Education Telesales Scripts
Use these scripts to guide you on calls with your customers.

Microsoft Education Battlecard and Objection Handler
*Use the Microsoft Education battlecard and objection handler.*

Microsoft Education Product One Pagers
Use the following one pagers to gain a deeper understanding about Microsoft education products and how to handle objections as they relate to them.

Awareness
Use these materials to drive demand for Microsoft Education products and services to help grow your business
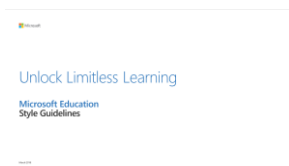
Unlock Limitless Learning Campaign Assets & Templates
Comprehensive assets intended to assist you to drive interest in Microsoft Education Products and Solutions.

Microsoft Education Videos (product, implementation, case studies, and more)
Video case studies to help you drive Microsoft Education product awareness with your customers.

Microsoft Education Windows 7 End of Service Campaign
Use the following campaign Materials to help drive customer transition from Windows 7 to Windows 10 .

Device Finder
Browse Microsoft Featured Education Devices to learn about The latest and greatest Microsoft Education devices.

– Share with your customers

Intent
Use these materials to help convince customers to invest in Microsoft products and solutions

The Total Economic Impact™ of Microsoft 365 Education
In depth study to share with your customers to help them understand the monetary benefits of switching to Microsoft 365 Education.

Total Economic Impact Infographic
Quick overview to share with your customers that explains to them how Microsoft 365 Education can save them money.

TEI Social Cards
Graphics that you can use in social posts to drive customers to Microsoft 365 Education TCO studies.

Microsoft Computer interfaces and their impact on learning
A study to help customers understand the benefits of using interfaces such as digital pens to drive better learning outcomes.
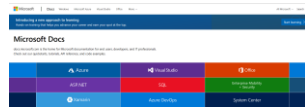
Purchase
Use these materials to understand how to license deploy and build a practice Microsoft Education products and solutions

Licensing Guidance
Learn about Microsoft's Individual Licensing Options that best address your customer's business needs.

Deployment Guidance
Learn how to deploy Microsoft Education Solutions across Office 365, Windows, Intune for Education, School Data Sync and more.

Partner Opportunity Model
Understand how you can build a practice around Microsoft Education products and solutions.

Fandom
Use these materials to help drive excitement and usage of Microsoft Education products and services
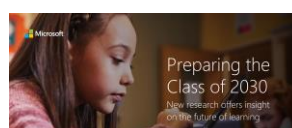

Microsoft Education Customer Stories
Share Microsoft Education Customer Stories with your education customers. Browse across dozens of written and video stories. Filter by geography, product, and grade level.

Fresno Unified: Case Study
Fresno Personalized Learning Initiative: Year 1 Report.

Preparing the Class of 2030
New research offers insight on the future of learning.

Microsoft Education Solutions Brochure
Share with your customers the exciting new education solutions that Microsoft and its partners have developed for students, teachers and institutions.