

How to use this presentation



This presentation is to support the Surface Modern Solutions Partner Enablement Program and PSSs as they present on Surface devices and program details.

This deck is strictly Microsoft and qualified partner confidential.

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For questions, or to check for the latest version please email: teamsms@microsoft.com

Welcome to the Surface Modern Solutions Program



The Surface Modern Solutions Program (SMSP) is an exclusive training program offered by Microsoft, empowering high-performance partners to successfully go to market with zero-touch deployment using Microsoft Surface and Windows Autopilot. This premium offering provides partners with expanded opportunities to make more sales, increase revenue, and become a trusted advisor for their customers.

SMSP offers outstanding benefits:



Close relationships: Regular check-ins with your Partner Success Specialist to review progress feedback and successes.



An engaged business: A change in your company's engagement with the modern workplace story, devices, products, and successfully trained team members.



Real results: Your company hopefully seeing tangible revenue and customer success results.



A plan for the future: A roadmap to continue to develop your company's offerings—constantly evolving with technology, products, and customers.

It's never been a better time to join the SMSP.

Organizations are scrambling to digitally transform. In today's modern workplace:

- **43%** of American workers work remotely at least some of the time.¹
- **74%** of companies plan to permanently shift to more remote work.²
- **44 million** daily users use Microsoft Teams for remote meetings.³

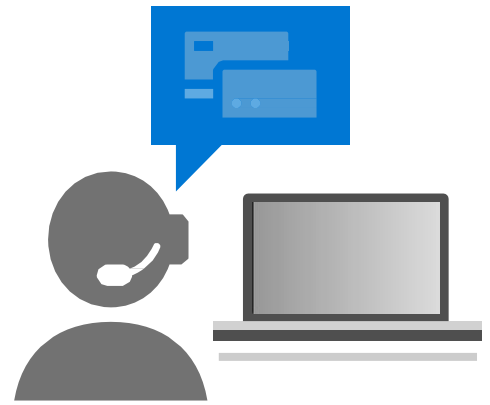
Surface devices can help organizations establish new ways of working and empower employees to be more connected, collaborative, creative, flexible, and productive. With so much opportunity, now is the perfect time to become an SMSP partner.

Are you the right partner for the program? Successful SMSP candidates are:

- Engaged in zero-touch deployment at the executive level
- Committed to completing the training
- Ready to drive more Surface and Microsoft 365 revenue

Unique benefits for Distributor Managed Partners (DMPs) include:

- **Be part of the business transformation:** Tap into the innovation of Microsoft devices and their role in accelerating enterprise transformation.
- **Stand out from the crowd:** Be one of the select qualified partners to sell uniquely productive devices.
- **Explore new opportunities:** Access world-class Surface partner programs and promotions.
- **Enable your sales force:** Ramp up quickly with resources like the Surface Reseller Alliance portal and high-touch Distributor enablement.



To enroll in the DMP program, follow these simple steps:

1. For new users, sign in with a work account by clicking on the "Sign In" button and enter your work account and password.
2. Open link to [Reseller Profile Registration Portal](#) and click "Sign In" at the top right corner.
3. You will be redirected to the User Profile page and you will be requested to complete your profile information before accessing other contents of this portal.
4. Follow the rest of the step-by-step directions in the portal.

Additional resources:

[Discover zero-touch deployment](#)

[Technical documentation](#)

[Zero-touch deployment course on Surface Academy](#)

Ready to join?

Contact us at teamsms@microsoft.com to get started.

¹Gallup, State of the American Workplace, 2016. ²Gartner, COVID-19 Executive Pulse, April 3, 2020. ³CNET.com, Microsoft's Teams hits 44M daily users amid coronavirus self-isolation, March 19, 2020.