

Microsoft 365

A new world of partner opportunities



Microsoft 365 is a complete, intelligent solution to empower employees to be creative and work together, securely.

Microsoft 365 Enterprise

- Builds on foundation of Secure Productive Enterprise
- Available as Microsoft 365 E3 and Microsoft 365 E5 offerings

Microsoft 365 Business

- Designed for small and midsize businesses with up to 300 users
- Available in public preview on August 2, 2017

Microsoft 365 and the Intelligent Cloud help customers:

- Protect, detect, and respond to today's modern security landscape which presents new risks and opportunities
- Drive digital transformation that includes everyone, from the executive office to the firstline worker

As a fully integrated, end-to-end solution, Microsoft 365 provides unique customer value, which in turn creates amazing new partner opportunities.

Engage your customers in strategic conversations

Microsoft 365 will enable you to engage customers in strategic conversations around topics such as:

Advanced Security | GDPR | Collaboration & Cloud Voice | Microsoft 365 powered device | Firstline Workers

Microsoft 365 is a great way to spark dialogue with your customers about the growing threat of cyber attacks and why all enterprises need the advanced security in Microsoft 365. It's also a chance to talk to customers who have vested interest in protecting privacy, especially in context of GDPR regulations.

Start a conversation about collaboration and what the teams of today need to get work done together. Discuss the tangible promises that modern desktop and devices have to offer businesses, or how Microsoft 365 helps you to empower firstline workers.

Microsoft 365 is an exciting chance to engage any customer in these and other strategic conversations!

Grow your business with Microsoft 365



Grow with Managed Services

Modernize your customer's environment leading with security



Differentiate your offerings

Offer advanced enterprise services based on intelligence capabilities of Microsoft 365



Increase deal size

Elevate the customer conversation by leveraging the broad value of Microsoft 365

Partner Opportunity

New revenue and service delivery opportunities

Digital transformation is fundamentally changing the way companies use technology to empower employees, optimize operations, transform products and engage customers. A new theme is that partners and their customers no longer think about solutions as individual workloads, but as a coordinated multi-year journey to achieve business objectives.

And, according to research by Forrester, Microsoft 365 is central to customers' digital transformation initiatives. Based on the recent research¹, with Microsoft 365, partners stand to make:

- Nearly \$1500 in revenue per user²
- Over \$700 in margin per user²

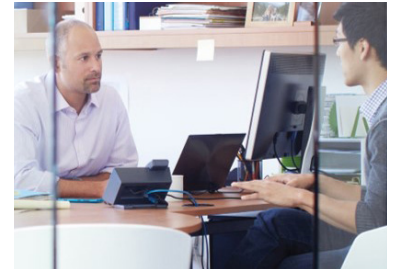
¹A commissioned study conducted by Forrester Consulting on behalf of Microsoft.

²Over three years based on a 5,000 seat deployment.

Introducing Modern Workplace Practices

With Microsoft 365, you can help customers to modernize their workplaces. Select the right practice area for your business, and your customers. We'll provide help and support for each.



Collaboration	Security & Compliance
Microsoft 365 powered device	Cloud Voice



1. Build your business

As you build a practice area, make sure it is aligned to your business objectives and customer needs. Define what your vision is to create great customer journeys and identify who within your organization will lead this vision.

Decide where to place your investments - build a new practice internally or through an acquisition or partnership. Use the partner toolbox with IP kits and development resources to kick start your practice and create an offering.

			
Increase product knowledge New field roles & practices areas	Simpler field engagement Roles & compensation alignments	Insights to build your business Example: Gartner Industry Study	Tools to reduce time to market Example: GDPR Assessment

2. Close deals

Once you've built your practice, it is time to introduce it to your customers in a way that drives sales.


Value Discovery Workshop (VDW): Framework to help you listen and understand what your customers' pain points are. Using 18 different scenarios that cut across the Microsoft 365 solution, have a rich dialogue with customers without going deep into products.

Customer Immersion Experience (CIE): Using the scenarios that you walked the customers through in the VDW, you can now show through CIE the solution that helps address their needs. This is a great tool as everything now becomes real to the customer.

Value Calculator: The Value Calculator helps you calculate the expected return on investment (ROI) and cost savings for a customer's digital transformation with a detailed cost benefit analysis.

IT Roadmap for Microsoft 365: Use this tool to help your customers build IT plans. The IT Roadmap helps you inform customers of their options around core Microsoft 365 capabilities. <https://transforms.microsoft.com>

3. Accelerate customer success

			
Partner-led Deployment with FastTrack Support			
Take advantage of data migration services	Access to deployment and adoption resources	Request assistance for onboarding & adoption	Unlock performance based benefits
aka.ms/FastTrackOpportunity			

Get started today! Visit the Microsoft 365 partner site to explore training, sales, and deployment resources.

<https://partner.office.com/microsoft365>