Microsoft SMB Hänt Extra oktober 2024

Åsa Magnusspn
PSS Modern Work

Peter Rhodin
PSA Copilot

Mikael Broberg
Partner Sales Surface

Agenda

- Copilot Wave 2
- Copilot - Partner as Customer Zero
- NIS2-direktivet med nya regulatoriska krav
- Surface – Copilot+PC
- Kommande träningar
- Q&A

Wave 2

Microsoft 365 Copilot

Recap a meeting

- Draft an email with notes and action items from meeting

Summarize an email thread

- Click on the Summarize icon

Draft an email

- Draft an email to [name] that informs them that Project X is delayed two weeks. Make it short and casual in tone.

Summarize a document

- Give me a bulleted list of key points from file

Över 150 nya Copilot funktioner sedan årsskiftet

Tell me about a topic/project

- Tell me what's new about topic organized by emails, chats, and files?

Give me some ideas for ...

- Suggest 10 compelling taglines based on file

Help me write...

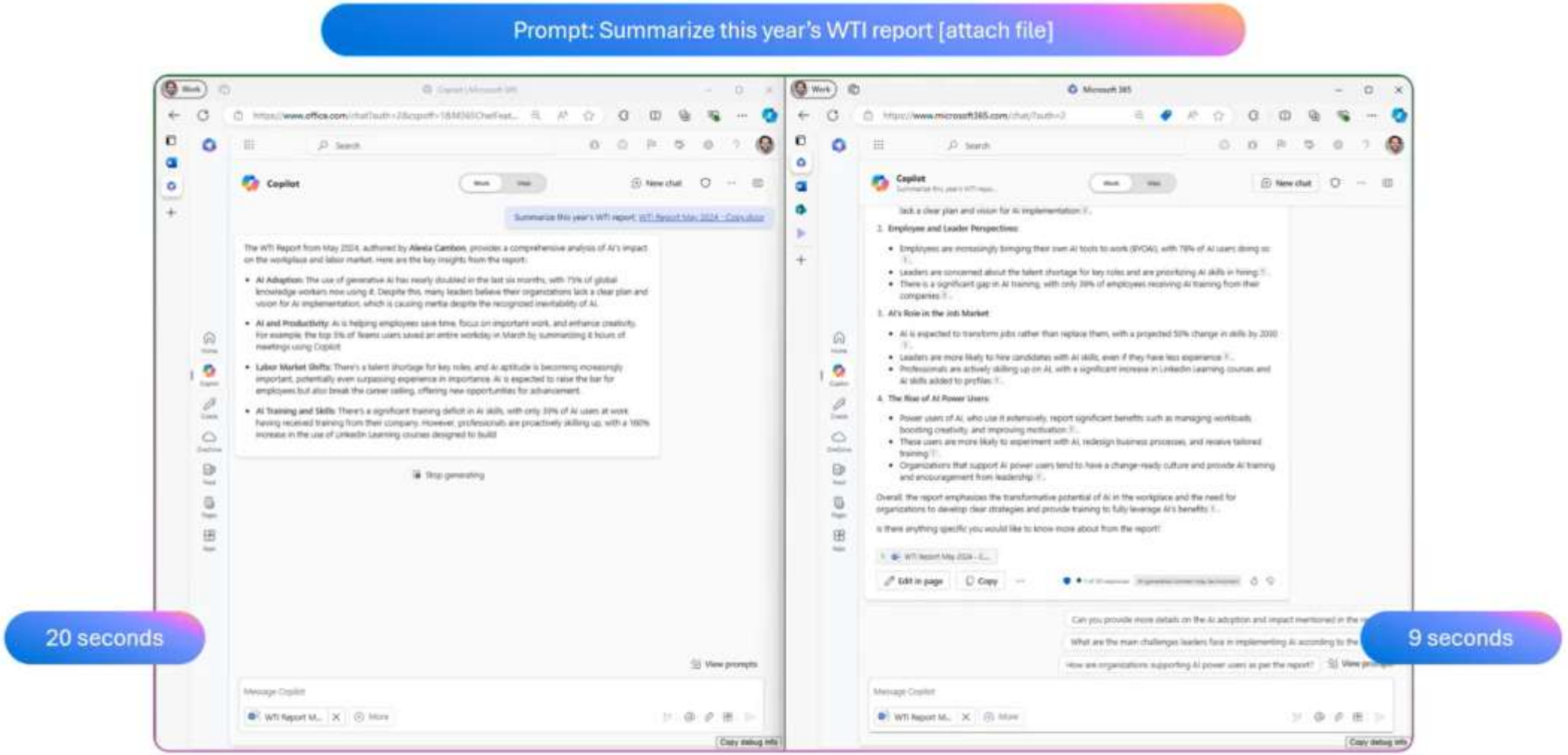
- Generate three ways to say [x]

What did they say ...

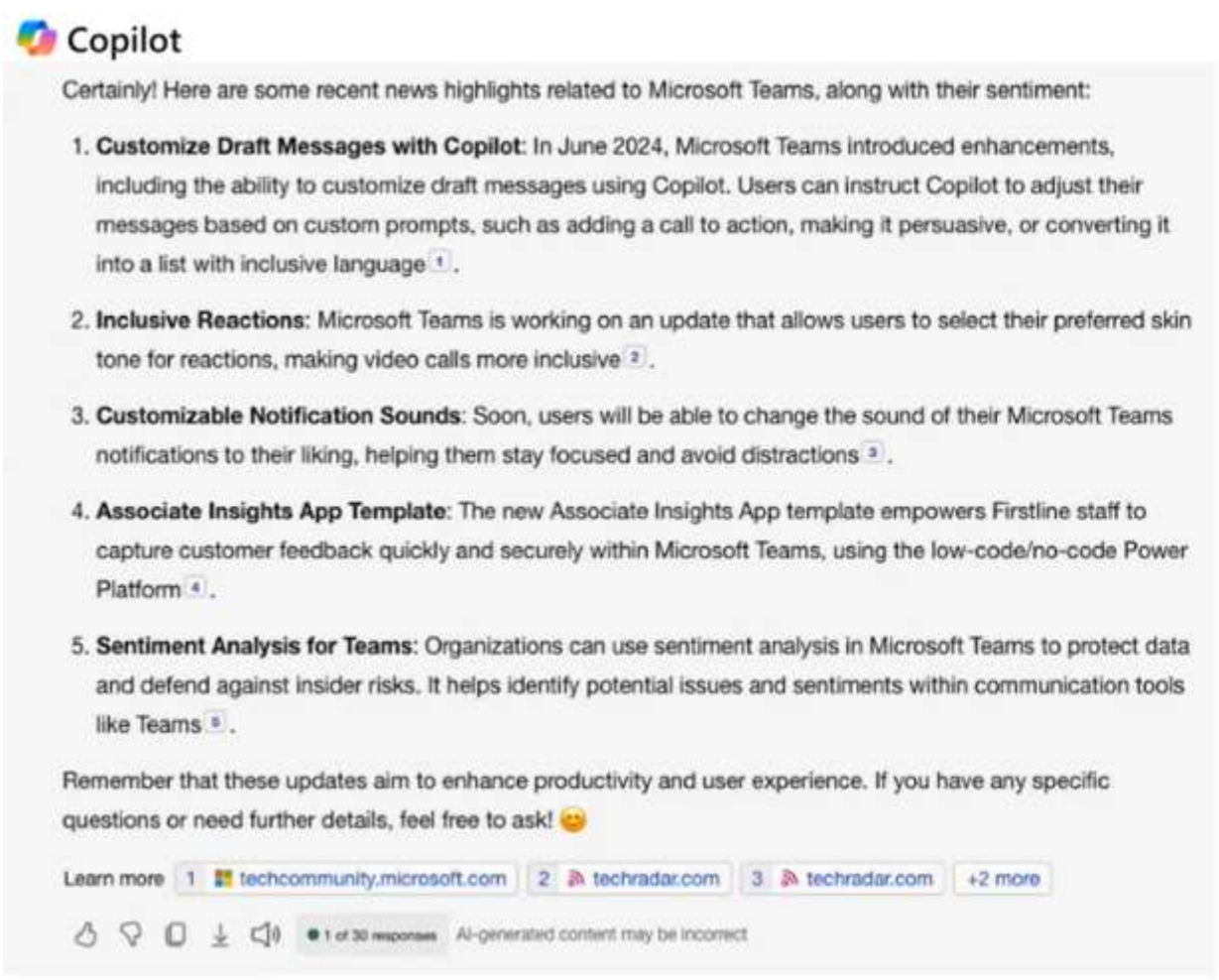
- What did person say about topic

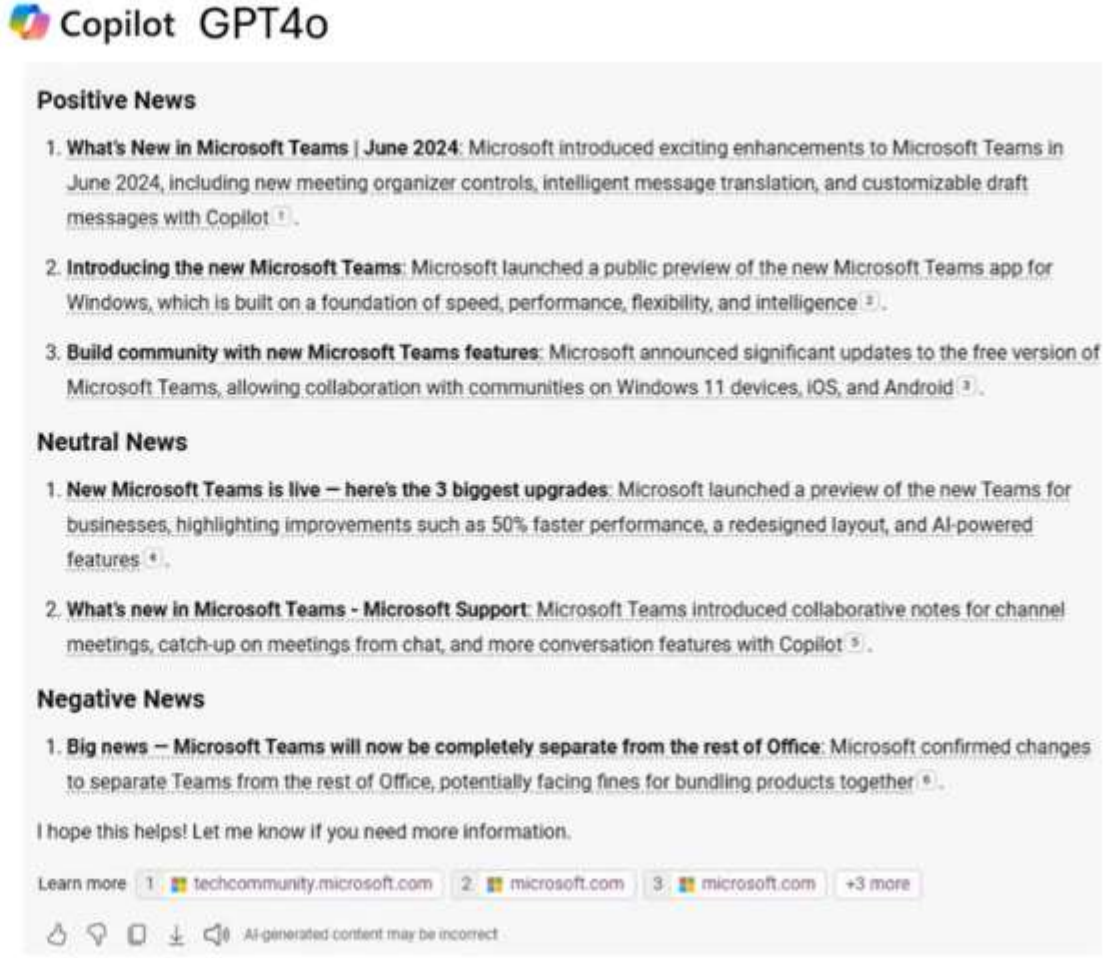
UI for AI

Improving performance by moving to GPT4.o

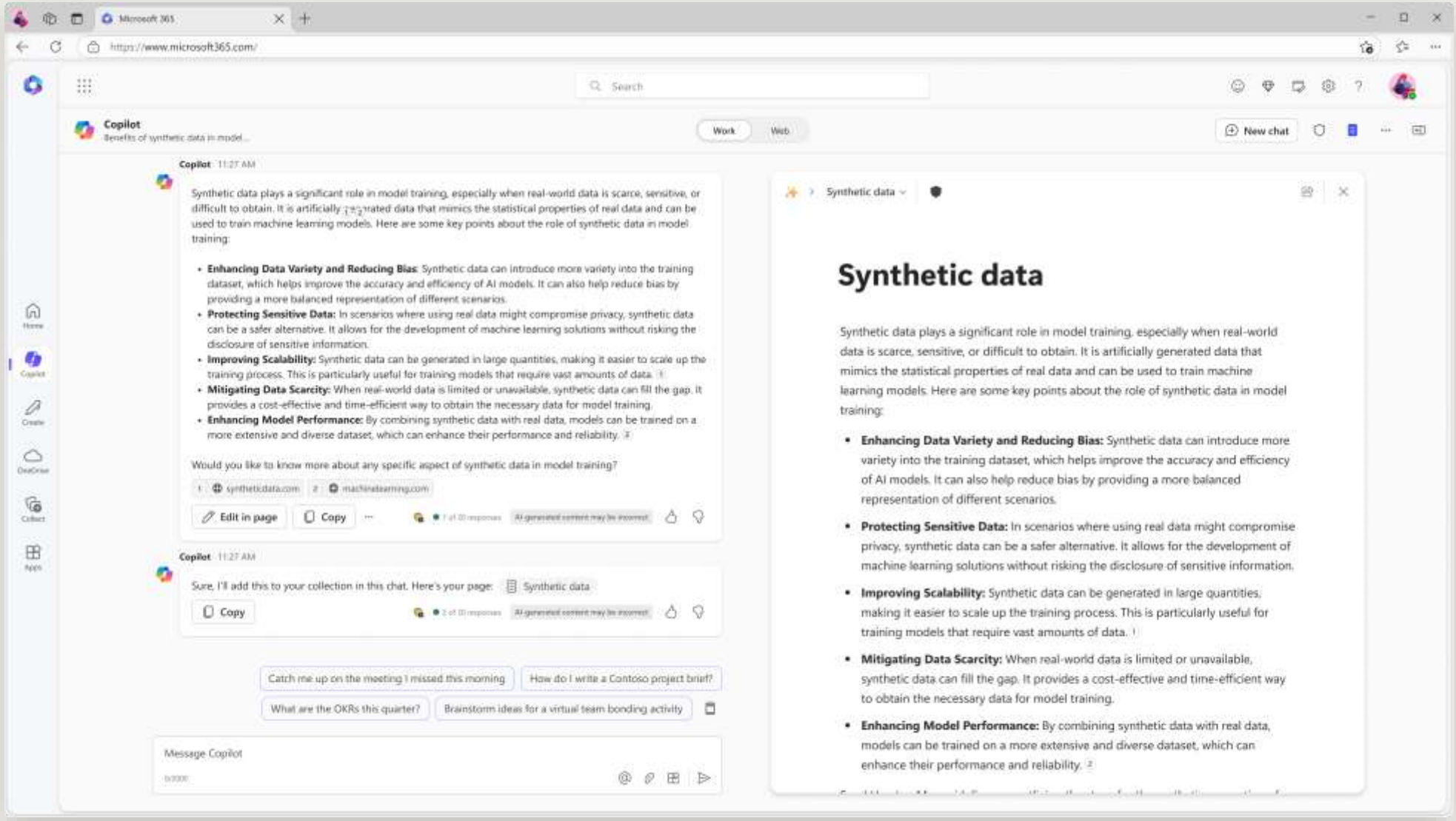


Improving quality by moving to GPT4.o

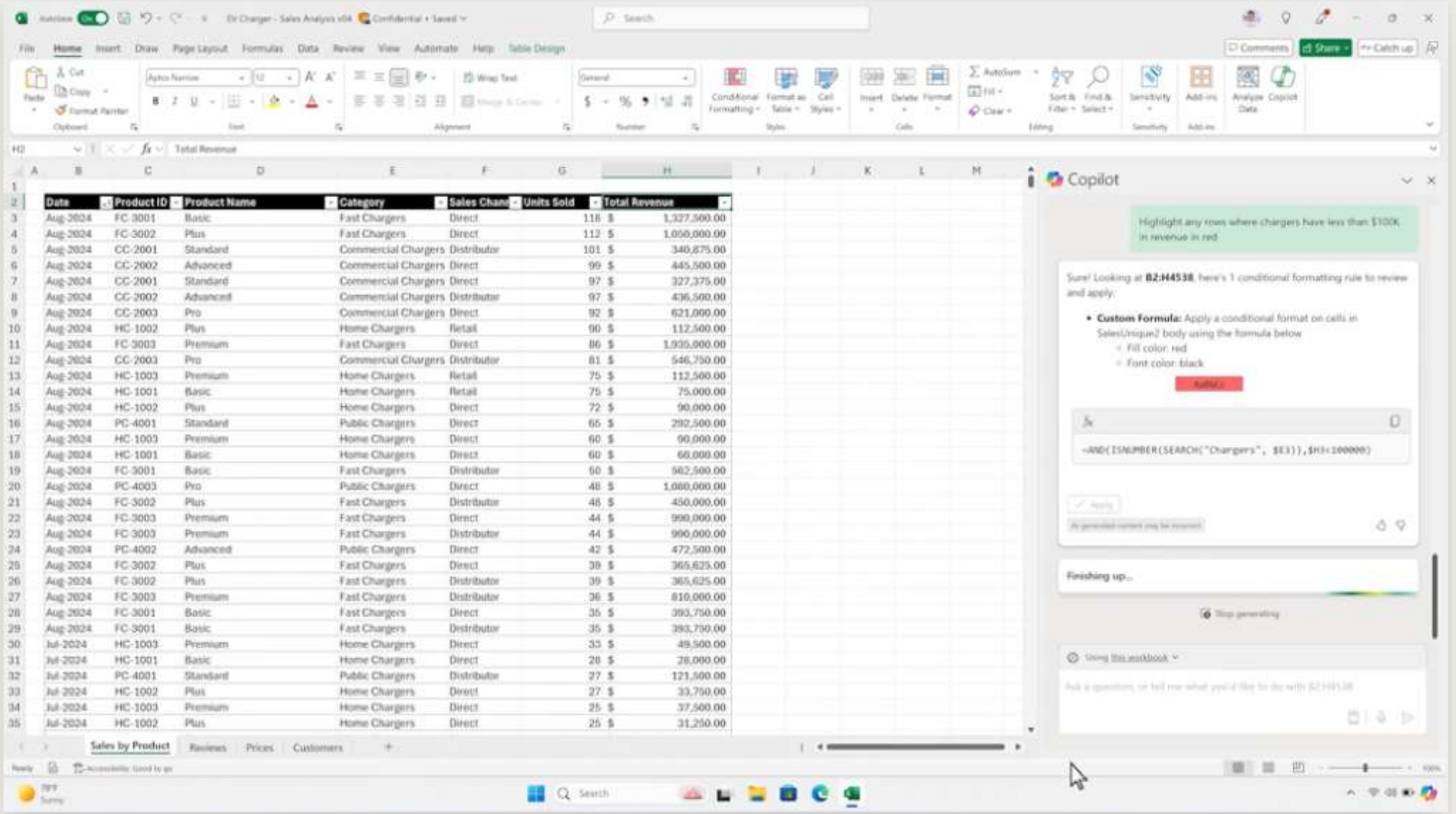




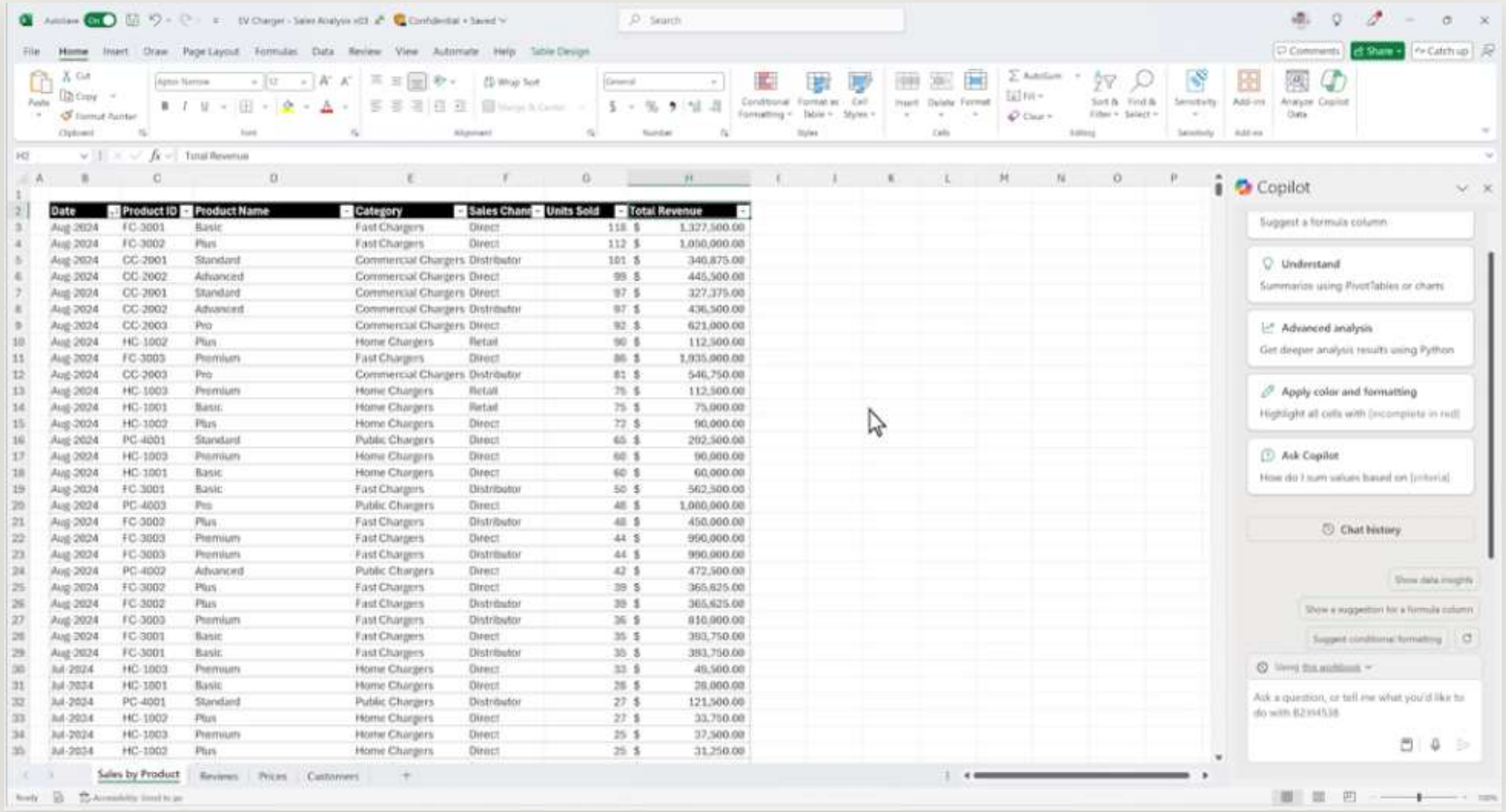
Copilot Pages



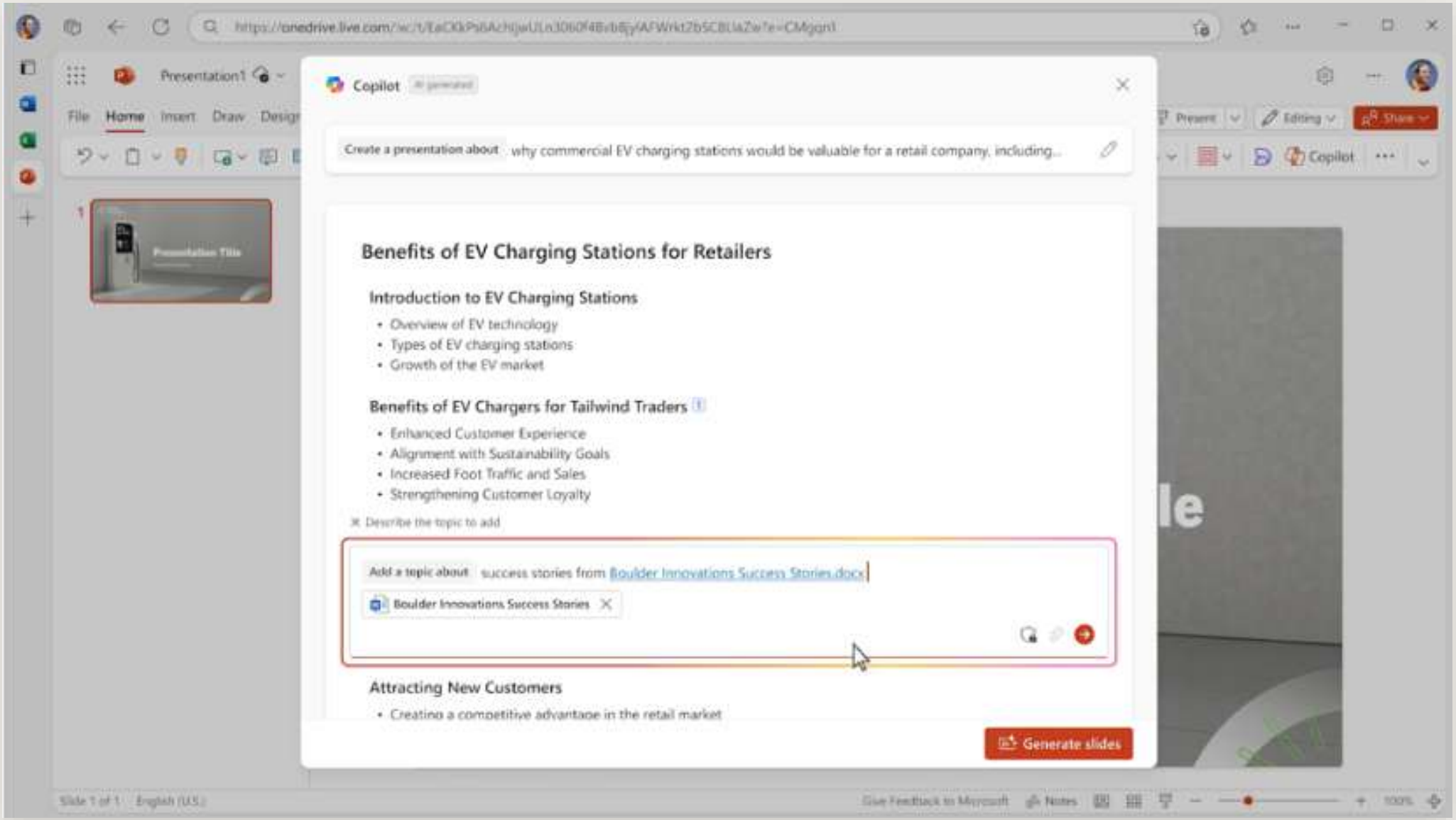
Copilot in Excel



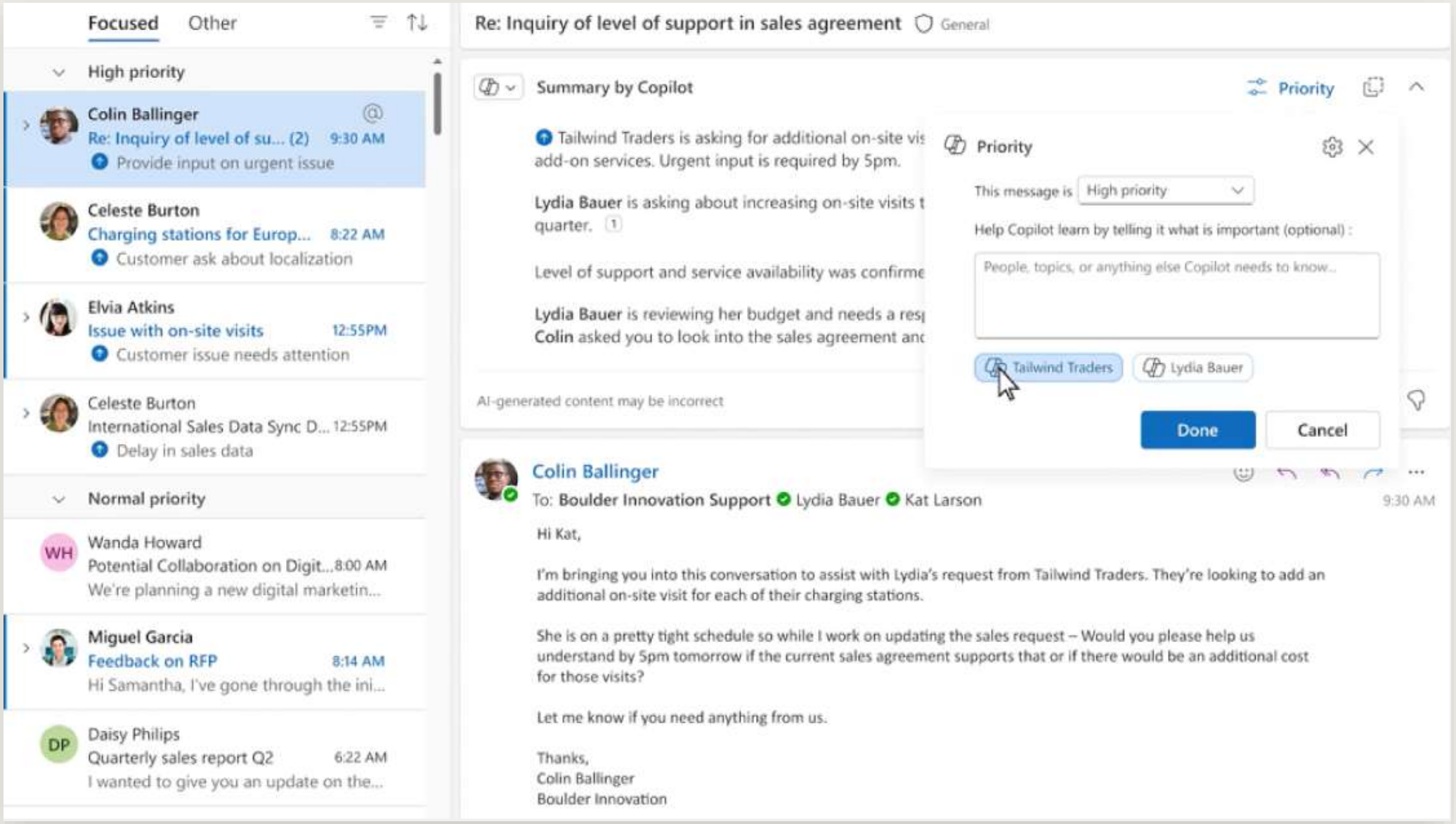
Copilot in Excel with Python



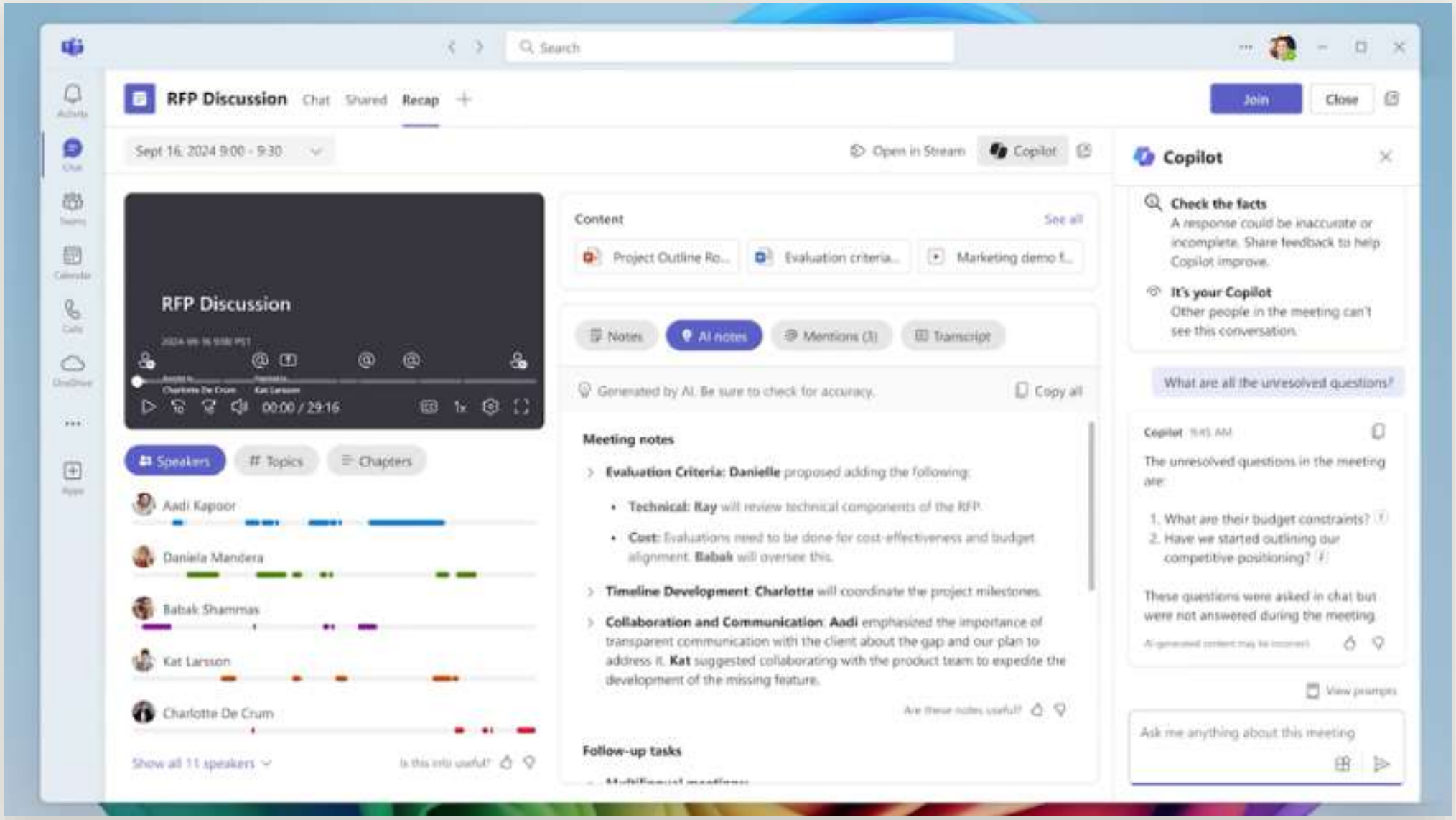
Copilot in PowerPoint



Copilot in Outlook



Copilot in Teams



Copilot agents

Agent = en specialiserad Copilot för ett specifikt syfte

AI assistant designed to help people automate and execute business processes, working with or for a human

What are Copilot agents?

Copilot agents are AI assistants that can help optimize business processes and enhance productivity

Copilot agents vary in level of complexity and capabilities depending on your need

Simple — Advanced

Retrieval

Retrieve information from grounding data, reason, summarize, and answer user questions

Generally available

Task

Take actions when asked, automate workflows, and replace repetitive tasks for users

Generally available

Autonomous

Operate independently, dynamically plan, orchestrate other agents, learn and escalate

Preview

Spectrum of Copilot agents

IT Helpdesk agent

How do I connect to the corporate network?

Device Refresh agent

Request a new laptop and send approvals via IT Service tool.

Lead Gen agent

The agent has identified and researched 15 new leads for you to review.

Project Tracker agent

What is the status of phase 2 for project X and the remaining budget?

Expense Report agent

Review outstanding open purchase orders and begin financial planning.

Customer Support agent

The agent identified new support issues and triaged to multi-agents to handle.

Microsoft

Ett exempel på en Agent

Copilot Demo | Overview | Knowledge | Topics | Actions | Analytics | Channels

Details Edit

Name
Copilot Demo

Description
None provided

Instructions
None provided

Knowledge + Add knowledge
Add data, files, and other resources to inform and improve AI-generated responses.

Allow the AI to use its own general knowledge (preview). Learn more — Enabled

- Dynamics 365 Product information
- Dynamics 365 Licensing Guide - May 2024.pdf
- https://www.microsoft.com/en-us/dynamics-365

See all

Topics + Add topic
Add conversation topics to focus and guide the way your copilot answers.

- Create Item in Business Central
- Goodbye
- Greeting

See all

Actions + Add action
Add actions to empower the AI to complete specific tasks for improved engagement.

- Run Flow to create item in Business Central

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Test your copilot

Hello, I'm Copilot Demo, a virtual assistant. Just so you are aware, I sometimes use AI to answer your questions. If you provided a website during creation, try asking me about it! Next try giving me some more knowledge by setting up generative AI.

Just now

give me some examples of customers innovating using dynamics 365

Just now

As per the information available, customers like Walgreens and Boots Alliance, Inc. have utilized Microsoft Dynamics 365 Customer Insights to deliver more engaging and tailored healthcare and shopping experiences while safeguarding patient and customer privacy choices [1]. Chipotle leveraged Dynamics 365 to gain a deeper understanding of individual customer preferences, track key performance indicators, and improve marketing efforts [1]. Leatherman used customer journey orchestration to create personalized customer journeys and enhance user experience continuity on their online store [1]. Home Depot partnered with PromoteIQ to enhance customer engagement on its e-commerce site, generating incremental revenue and providing vendor partners with enhanced marketing controls [1].

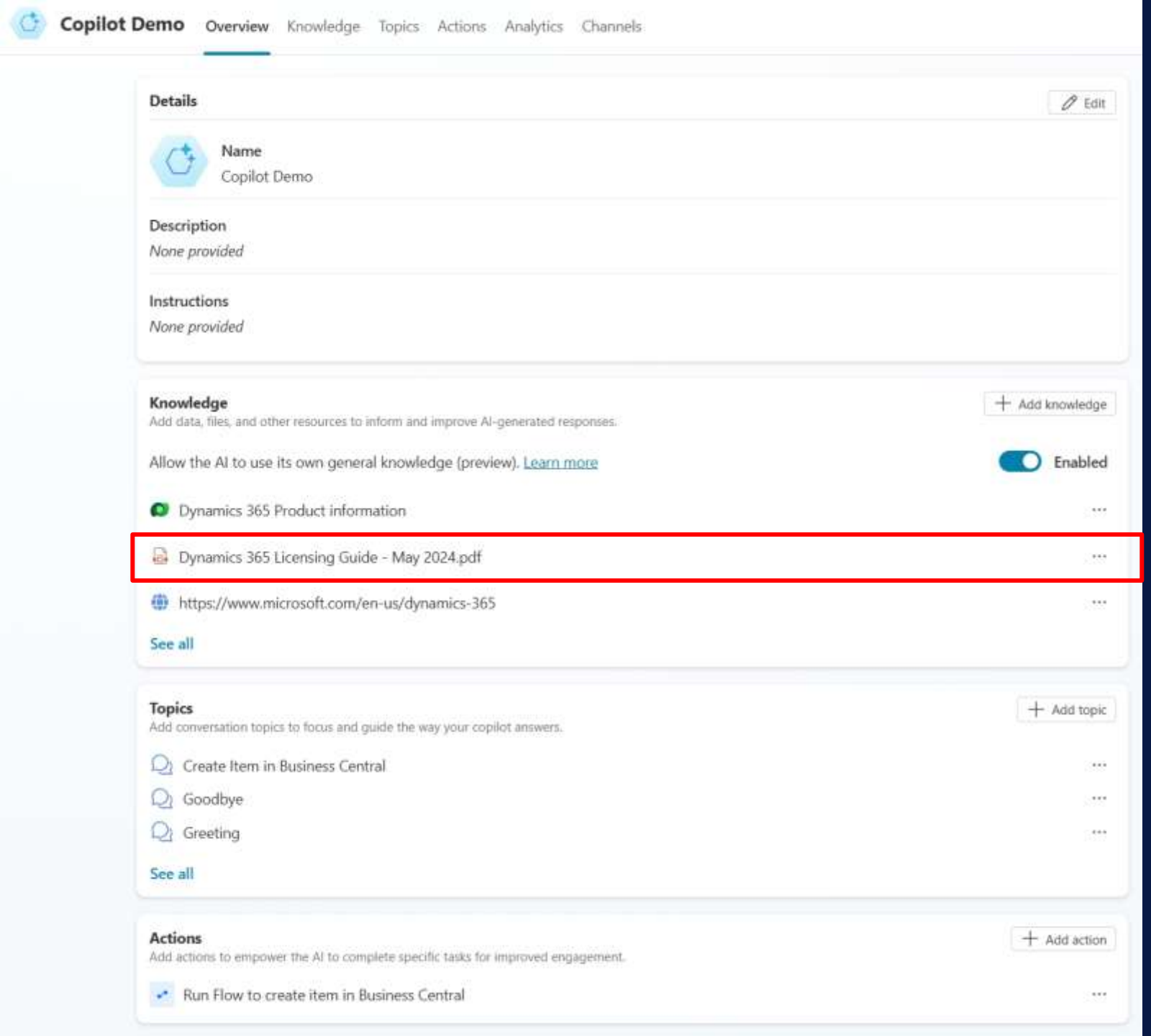
1 reference

1 Introducing Microsoft Customer Ex...

Just now | Surfaced with Azure OpenAI |

Ask a question or describe what you need

0/2000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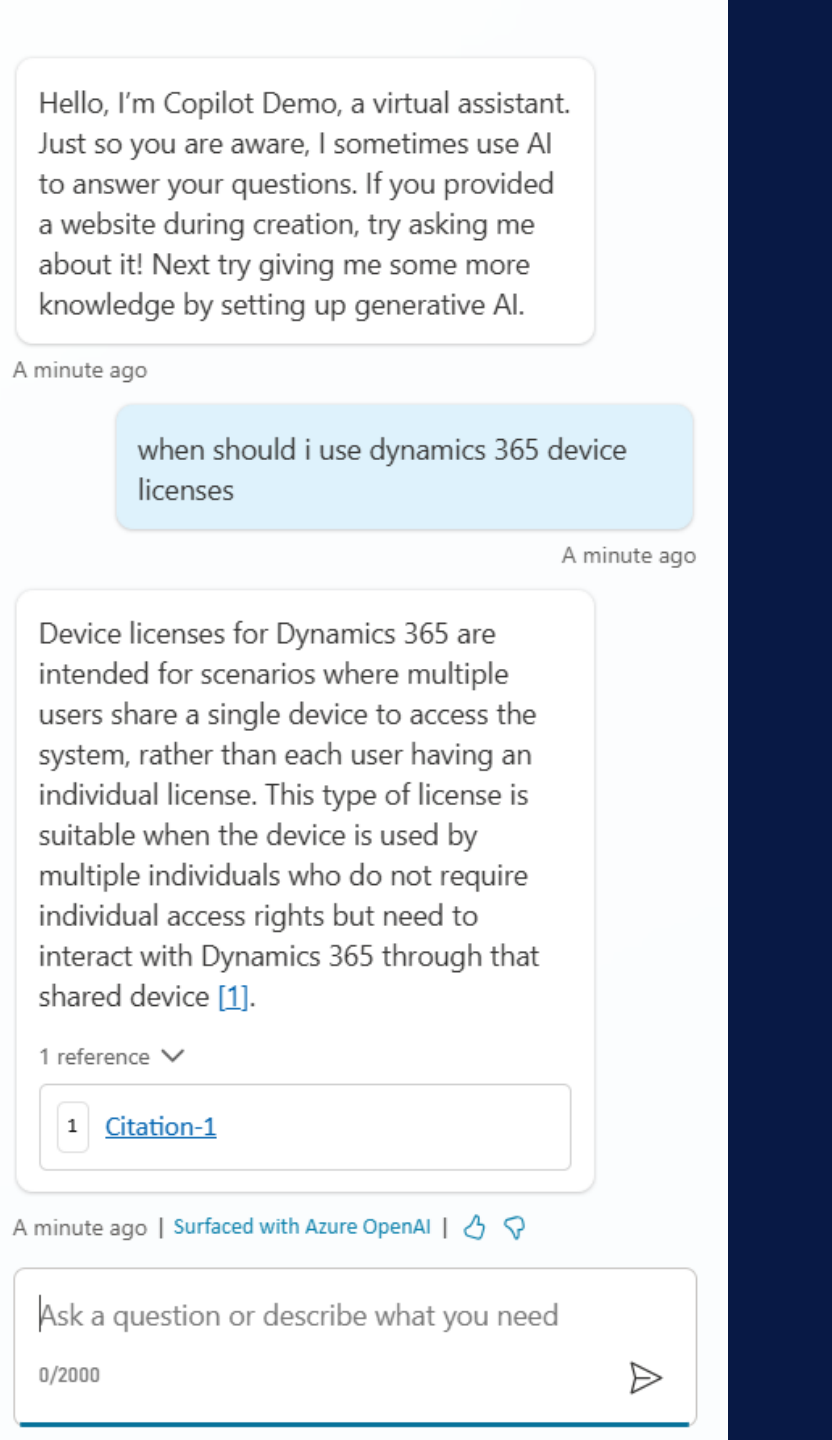
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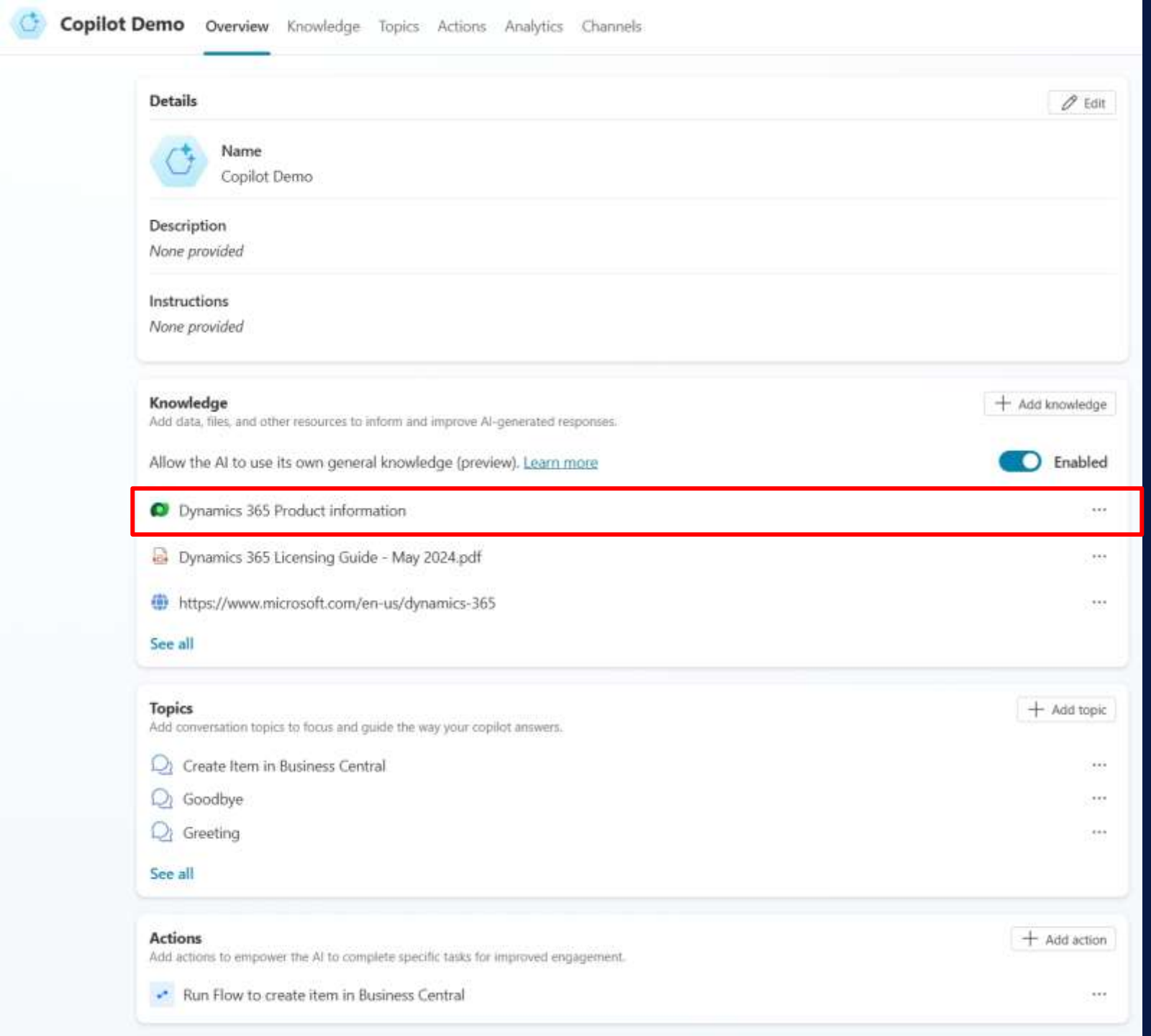
A minute ago
when should i use dynamics 365 device licenses
A minute ago
Device licenses for Dynamics 365 are intended for scenarios where multiple users share a single device to access the system, rather than each user having an individual license. This type of license is suitable when the device is used by multiple individuals who do not require individual access rights but need to interact with Dynamics 365 through that shared device [1].
1 reference
1 Citation-1
A minute ago | Surfaced with Azure OpenAI |
Ask a question or describe what you need
0/2000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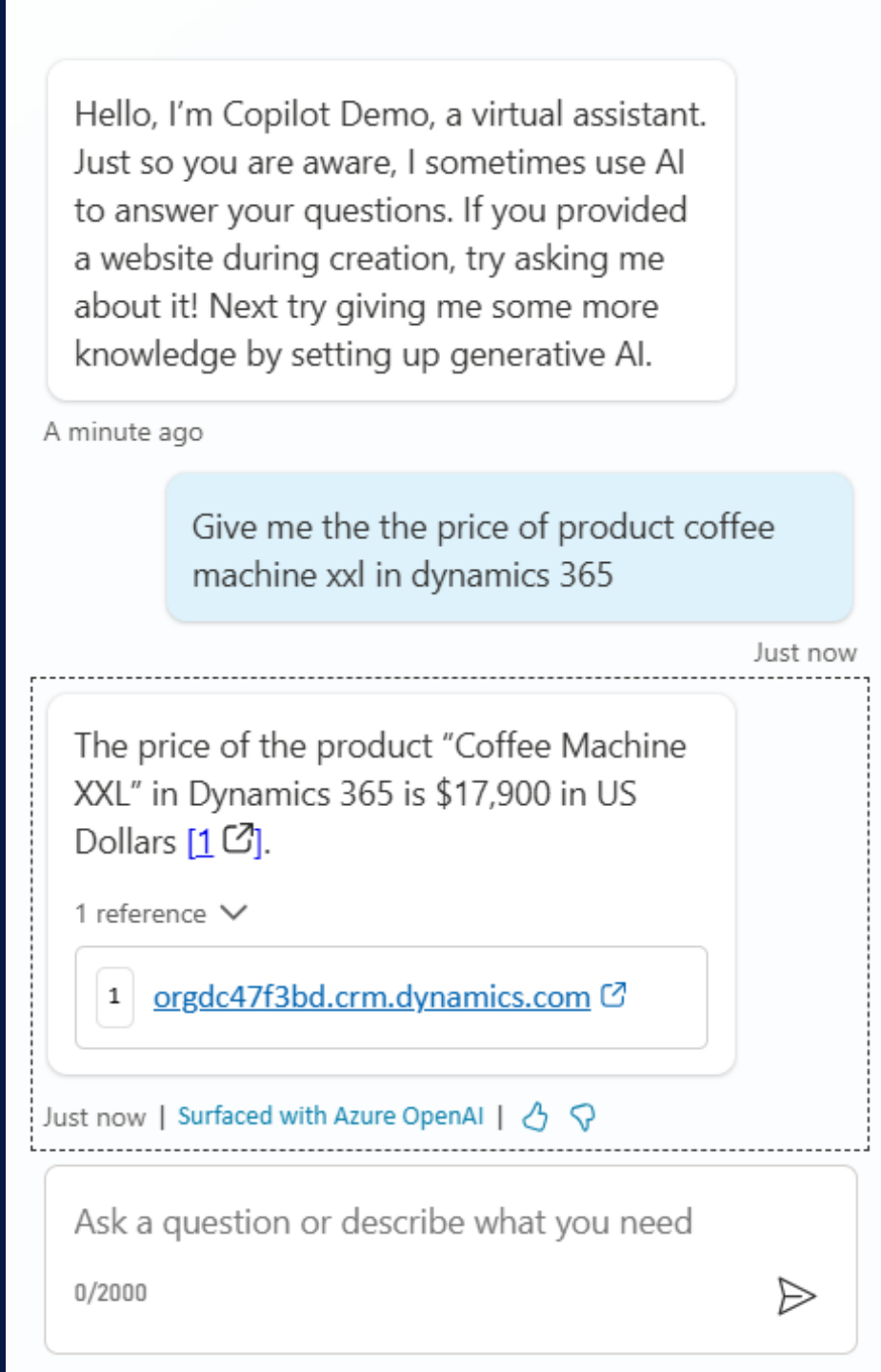
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A minute ago
Give me the the price of product coffee machine xxl in dynamics 365
Just now
The price of the product "Coffee Machine XXL" in Dynamics 365 is $17,900 in US Dollars [1].
1 reference
1
orgdc47f3bd.crm.dynamics.com
Just now | Surfaced with Azure OpenAI |
Ask a question or describe what you need
0/2000

Copilot Demo | Overview | Knowledge | Topics | Actions | Analytics | Channels

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See all

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- Run Flow to create item in Business Central

Copilot Studio

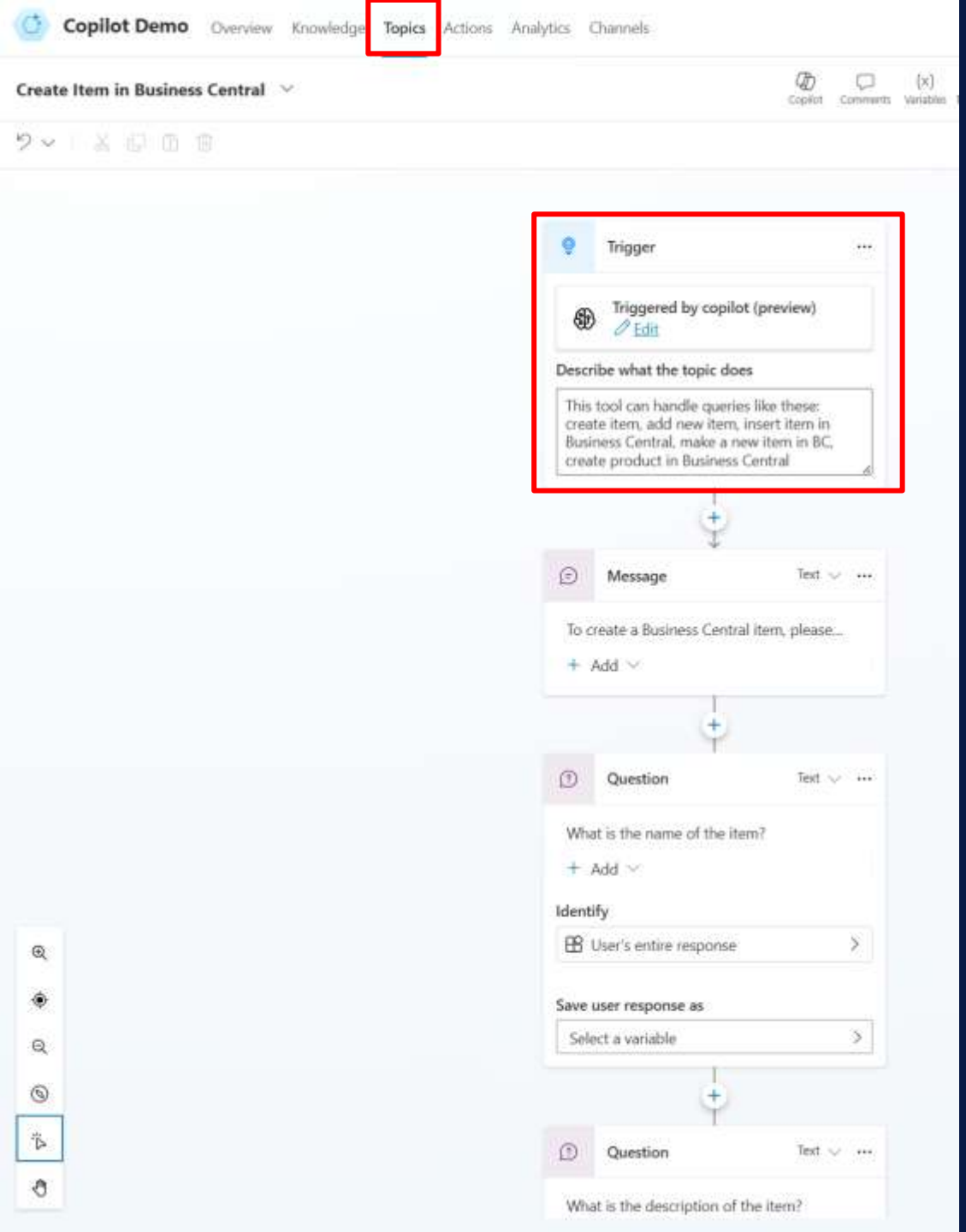
Power Automate

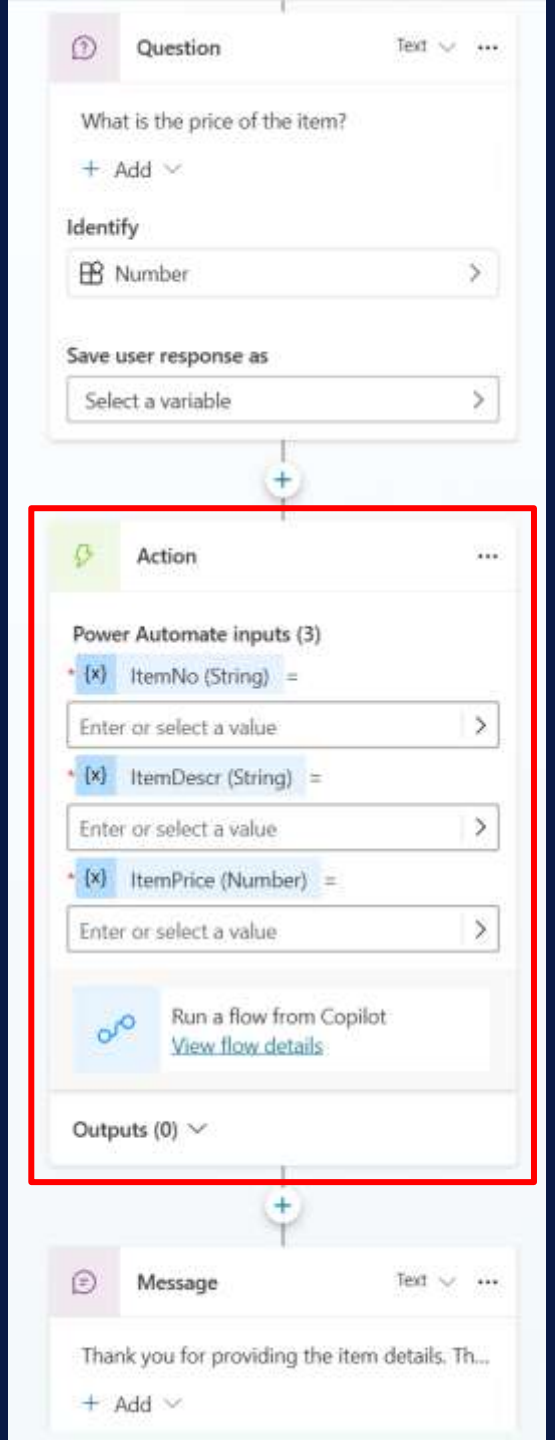
Power Apps

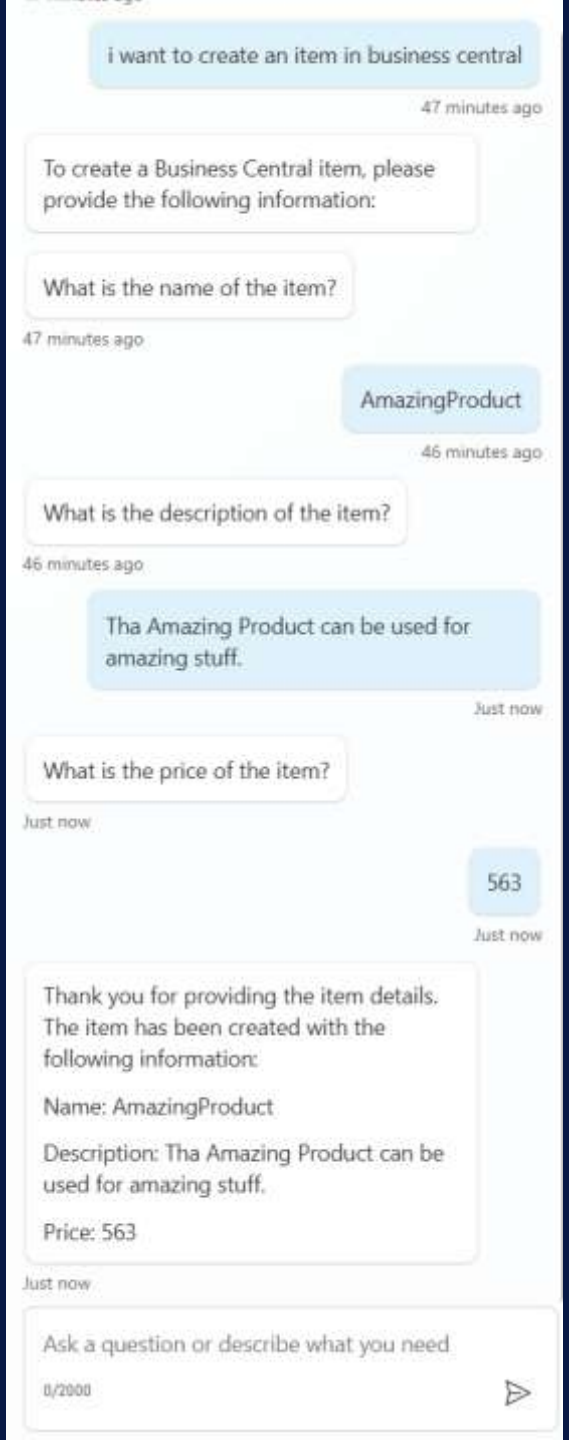
Power BI

Power Pages

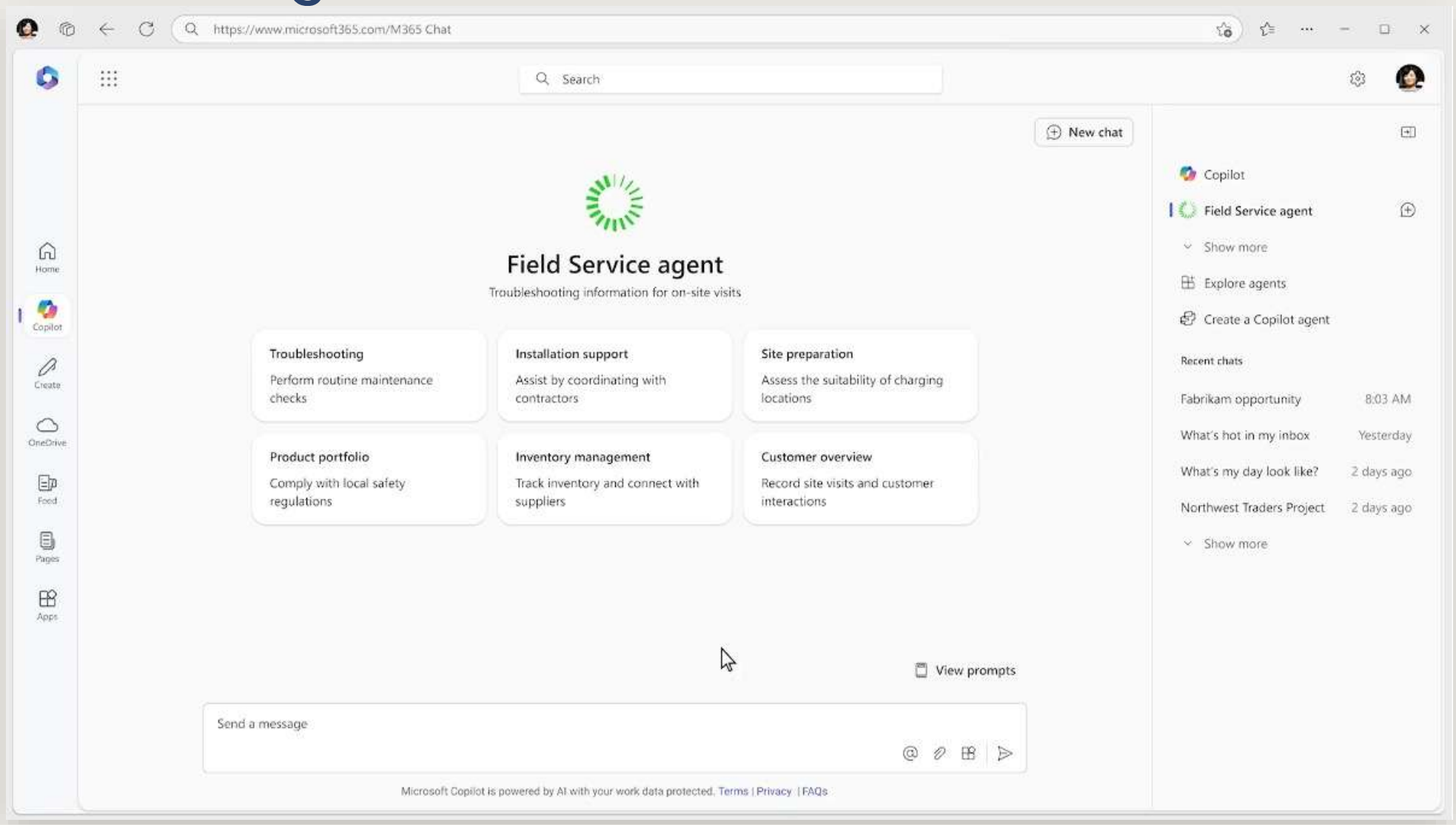
1400+ Connectors


Copilot Demo
Overview
Knowledge
Topics
Actions
Analytics
Channels
Create Item in Business Central
Copilot
Comments
Variables
Trigger
Triggered by copilot (preview)
Edit
Describe what the topic does
This tool can handle queries like these: create item, add new item, insert item in Business Central, make a new item in BC, create product in Business Central
Message
Text
To create a Business Central item, please...
Add
Question
Text
What is the name of the item?
Add
Identify
User's entire response
Save user response as
Select a variable
Question
Text
What is the description of the item?

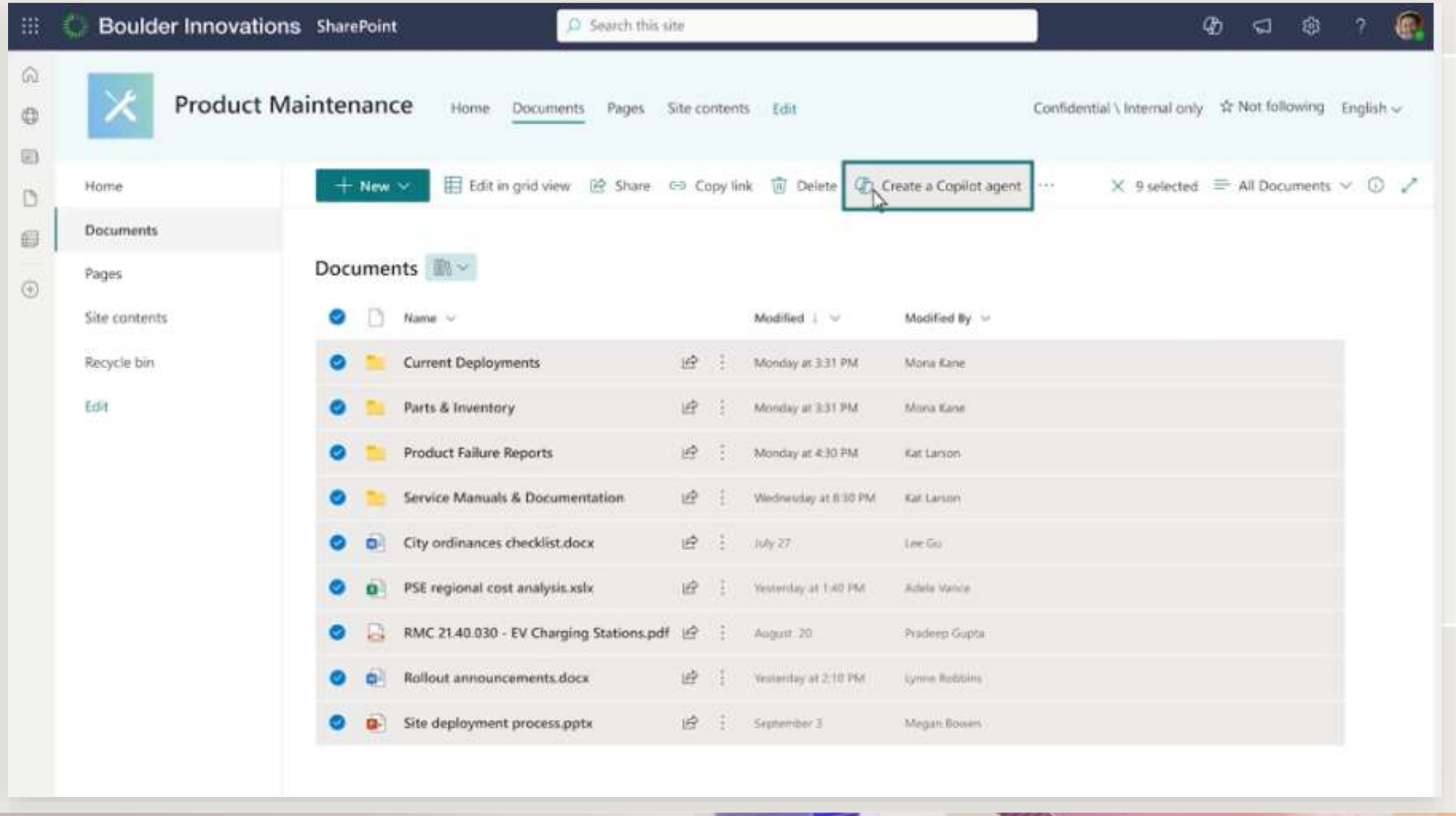

Question
Text
What is the price of the item?
Add
Identify
Number
Save user response as
Select a variable
Action
Power Automate inputs (3)
ItemNo (String) =
Enter or select a value
ItemDescr (String) =
Enter or select a value
ItemPrice (Number) =
Enter or select a value
Run a flow from Copilot
View flow details
Outputs (0)
Message
Text
Thank you for providing the item details. Th...
Add


i want to create an item in business central
47 minutes ago
To create a Business Central item, please provide the following information:
What is the name of the item?
47 minutes ago
AmazingProduct
46 minutes ago
What is the description of the item?
46 minutes ago
Tha Amazing Product can be used for amazing stuff.
Just now
What is the price of the item?
Just now
563
Just now
Thank you for providing the item details. The item has been created with the following information:
Name: AmazingProduct
Description: Tha Amazing Product can be used for amazing stuff.
Price: 563
Just now
Ask a question or describe what you need
0/2000

Copilot agents and Copilot Studio agent builder



Agent builder in SharePoint

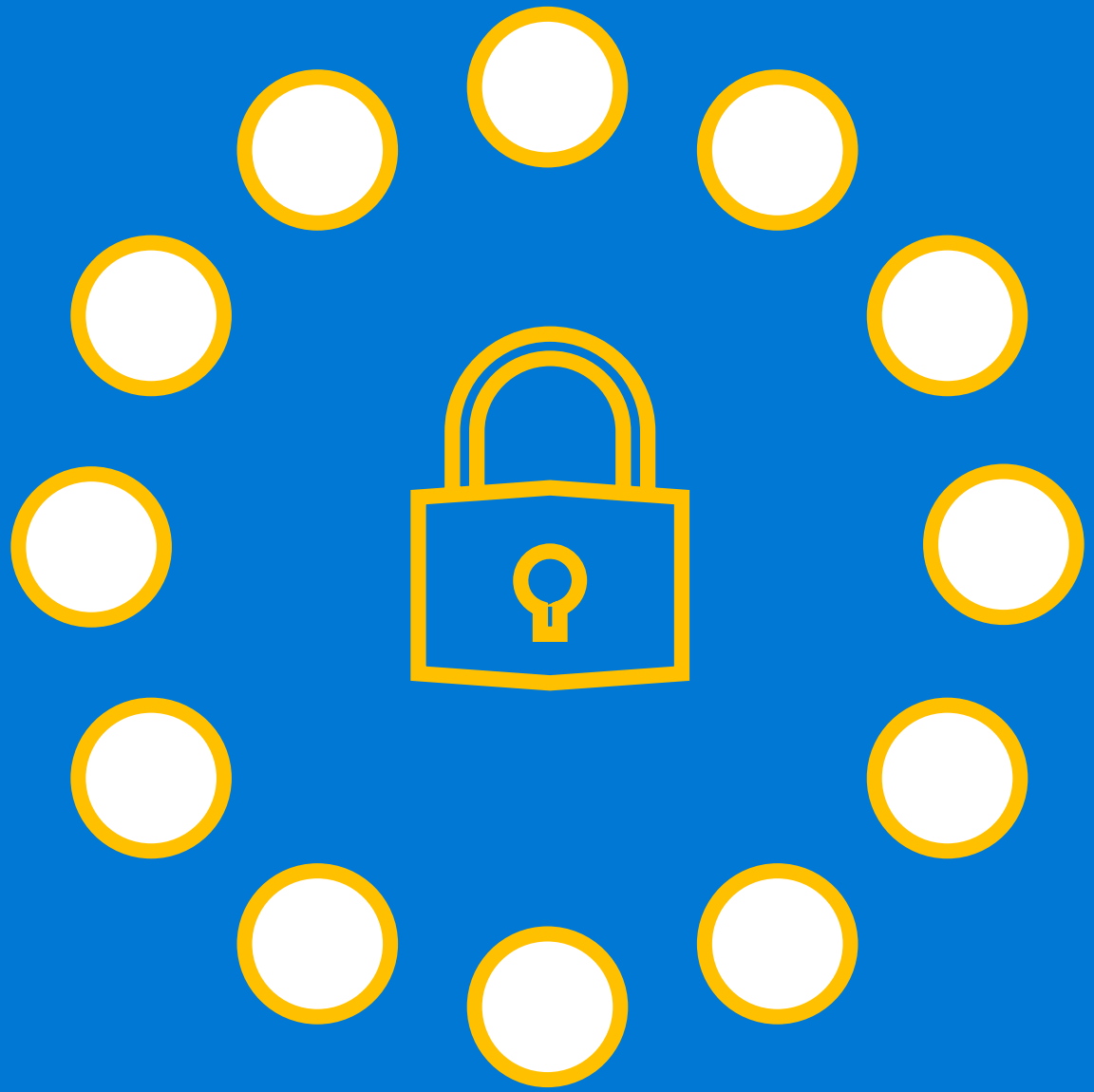


Partner as Customer Zero

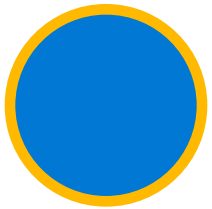
Microsoft

NIS2: The new EU-wide cybersecurity directive

Ensuring a high common level of cybersecurity across the Union



Overview of NIS2



NIS2 is the new European cybersecurity directive that will replace the existing NIS Directive in October 2024

It is the most comprehensive EU cybersecurity legislation to date, covering 15 sectors and over 160K+ companies

Its purpose is to establish a baseline of minimum-security measures for digital service providers and operators of essential services, to mitigate the risk of cyber attacks and to improve the overall level of cybersecurity in the EU

Microsoft

Who?

Essential sectors:

- Energy
- Transport
- Banking
- Financial market infrastructure
- Health sector
- Drinking water
- Wastewater
- Digital Infrastructure
- IT service management
- Public administration
- Space

Important sectors:

- Postal and courier services
- Waste management
- Chemicals
- Food
- Manufacturing of medical devices
- Digital providers
- Research organizations

Key Features of NIS2

Comprehensive European cybersecurity directive

Emphasizes the need for cybersecurity in supply chains and the relationship between companies and direct suppliers

More than 160,000 companies are affected

Sets a benchmark 'minimum measures' including risk assessments, policies and procedures for cryptography, security procedures for employees with access to sensitive data, multi-factor authentication, and cybersecurity training.

Provides guidelines on reporting security incidents and potential vulnerabilities

Aims to harmonize cybersecurity requirements and enforcement across Member States

Covers 15 sectors including: Energy, Finance, Healthcare, Transportation, and Manufacturing

Directs companies to create a plan for handling security incidents and managing business operations during and after a security incident

Microsoft

Key Changes from NIS Directive to NIS2

NIS2 expands the scope of the previous NIS Directive:

To cover 15 sectors, including new sectors such as manufacturing and research, and includes medium-sized companies that are identified as critical infrastructure.

NIS2 sets out a benchmark of minimum measures:

That companies need to take to improve their cybersecurity posture. These include conducting risk assessments, implementing multi-factor authentication, and having plans for incident response and supply chain security.

NIS2 introduces stricter enforcement:

Through enhanced measures and sanctions for non-compliance with the directive, as well as more stringent supervisory measures for national authorities.

NIS2 establishes a framework for coordinated vulnerability disclosure:

and creates an EU registry for vulnerabilities, operated by ENISA.

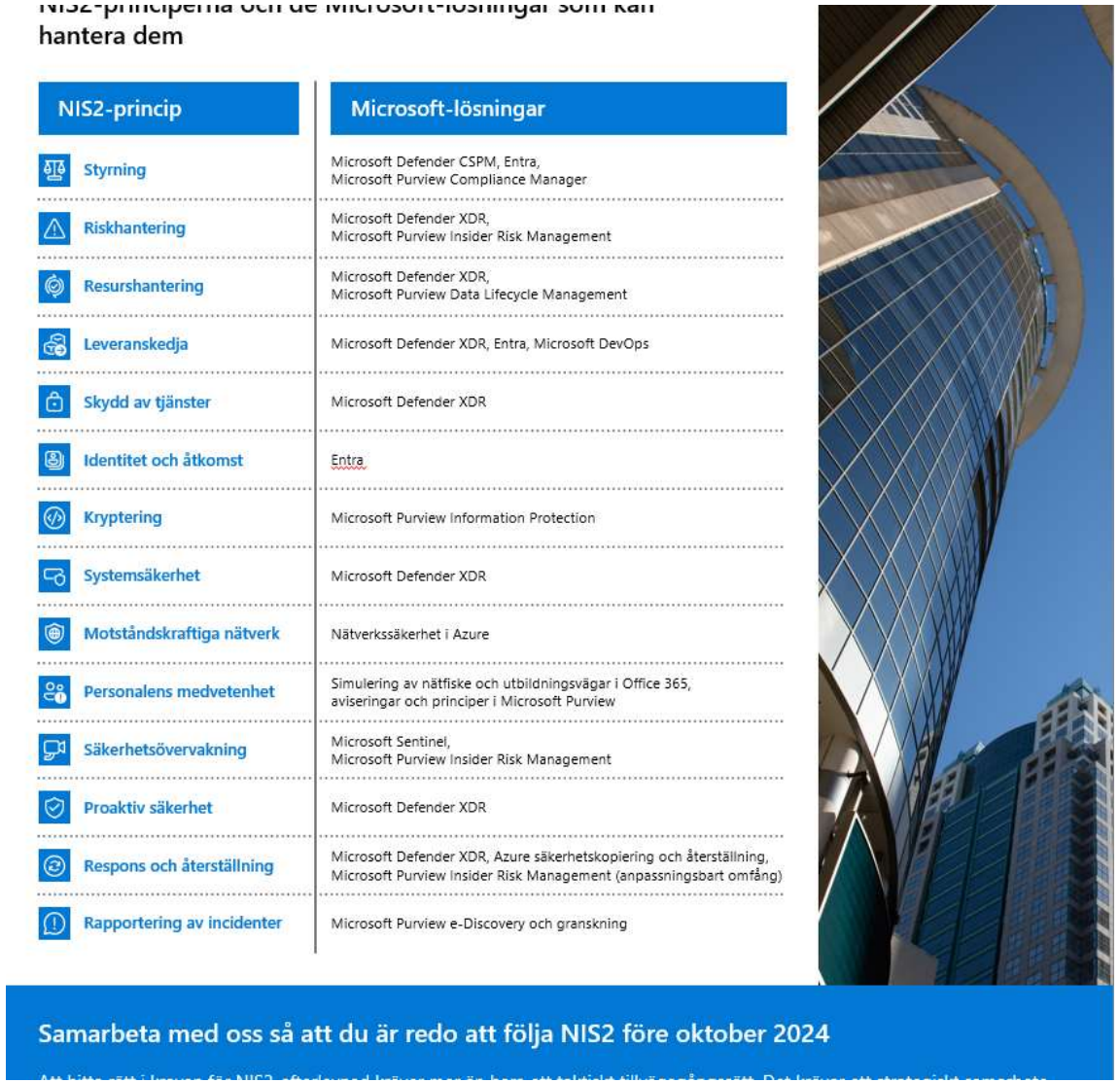
NIS2 also enhances cooperation and information sharing:

between Member States and their authorities, including on cyber crisis management.

Microsoft

NIS2-kampanj (svenska)

- [Nätverks- och informationssäkerhetsdirektiv (NIS2) (microsoft.com)]



hantera dem

NIS2-princip	Microsoft-lösningar
Styrning	Microsoft Defender CSPM, Entra, Microsoft Purview Compliance Manager
Riskhantering	Microsoft Defender XDR, Microsoft Purview Insider Risk Management
Resurshantering	Microsoft Defender XDR, Microsoft Purview Data Lifecycle Management
Leveranskedja	Microsoft Defender XDR, Entra, Microsoft DevOps
Skydd av tjänster	Microsoft Defender XDR
Identitet och åtkomst	Entra
Kryptering	Microsoft Purview Information Protection
Systemsäkerhet	Microsoft Defender XDR
Motståndskraftiga nätverk	Nätverkssäkerhet i Azure
Personalens medvetenhet	Simulering av nätfiske och utbildningsvägar i Office 365, aviseringar och principer i Microsoft Purview
Säkerhetsövervakning	Microsoft Sentinel, Microsoft Purview Insider Risk Management
Proaktiv säkerhet	Microsoft Defender XDR
Respons och återställning	Microsoft Defender XDR, Azure säkerhetskopiering och återställning, Microsoft Purview Insider Risk Management (anpassningsbart omfång)
Rapportering av incidenter	Microsoft Purview e-Discovery och granskning

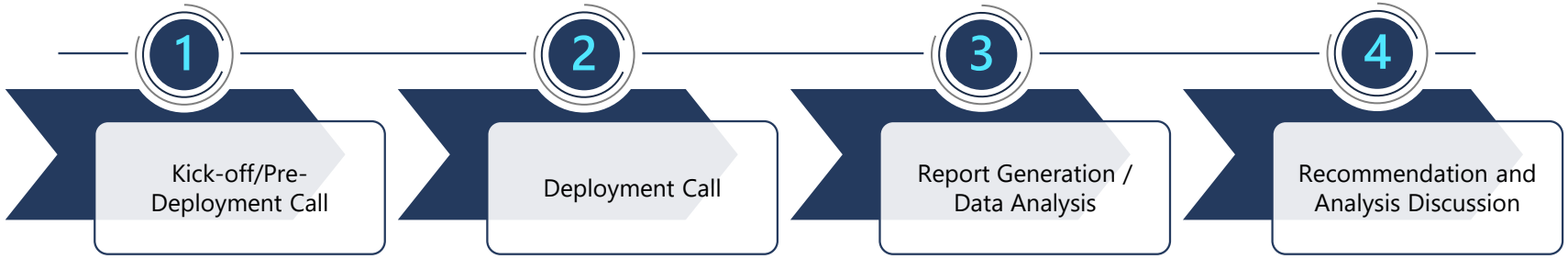
Samarbeta med oss så att du är redo att följa NIS2 före oktober 2024

Overview | Assessment Process

Solution Assessments leverage Microsoft tools and ISV tools, to provide a robust foundation of data

- **Rapid Migration:** The assessment will take 2-3 weeks, requiring <5 hours effort from customer
- **Rapid Security:** The assessment will take 1-2 weeks, requiring <8 hours effort from customer
- **Copilot M365 Ready:** The assessment will take 1-2 weeks, requiring 4-8 hours effort from customer

- The 4 steps below will be conducted by Microsoft's technical consultant, involving the customer and partner throughout.
- **Note**: partners should ensure customers are ready to start, as requests will be cancelled if no response is received (3 email reminders are sent over a 14-day period)



- Overview Assessment value and process
- Provide detail on the tooling to be used, and pre-requisites for successful deployment
- Schedule deployment

- Validate completion of pre-requisites
- Walk through tool deployment (if applicable)
- Define next steps in data collection and report generation

- Generate report(s) from the deployed tool (Technical Consultant will provide guidance)
- Review and Analysis to create final report

- Review findings and next-step recommendations

Microsoft

Rapid Security Assessment | What You Get

Objective: Provide Microsoft partners and customers a real-time analysis of your organization's security posture, evaluating vulnerabilities, identity, and compliance risks with remediation recommendations.

1

Business Outcomes

- Empower your organization to make security decisions backed by data and guided by experts.
- An understanding of your organization's threat landscape to improve threat surface management.
- A roadmap with proposed security improvement actions based on your organization's actual data.
- Evaluation of your organization's current on-premise and cloud security, compliance, and identity posture against industry best practices

2

CSAT Scan

Planning

- Identify security-related business goals and objectives.

Data collection

- Scan your on-premise and cloud environments with CSAT (a 4-6
- hour scan) followed by a questionnaire regarding your organization's security and compliance policies and procedures.

3

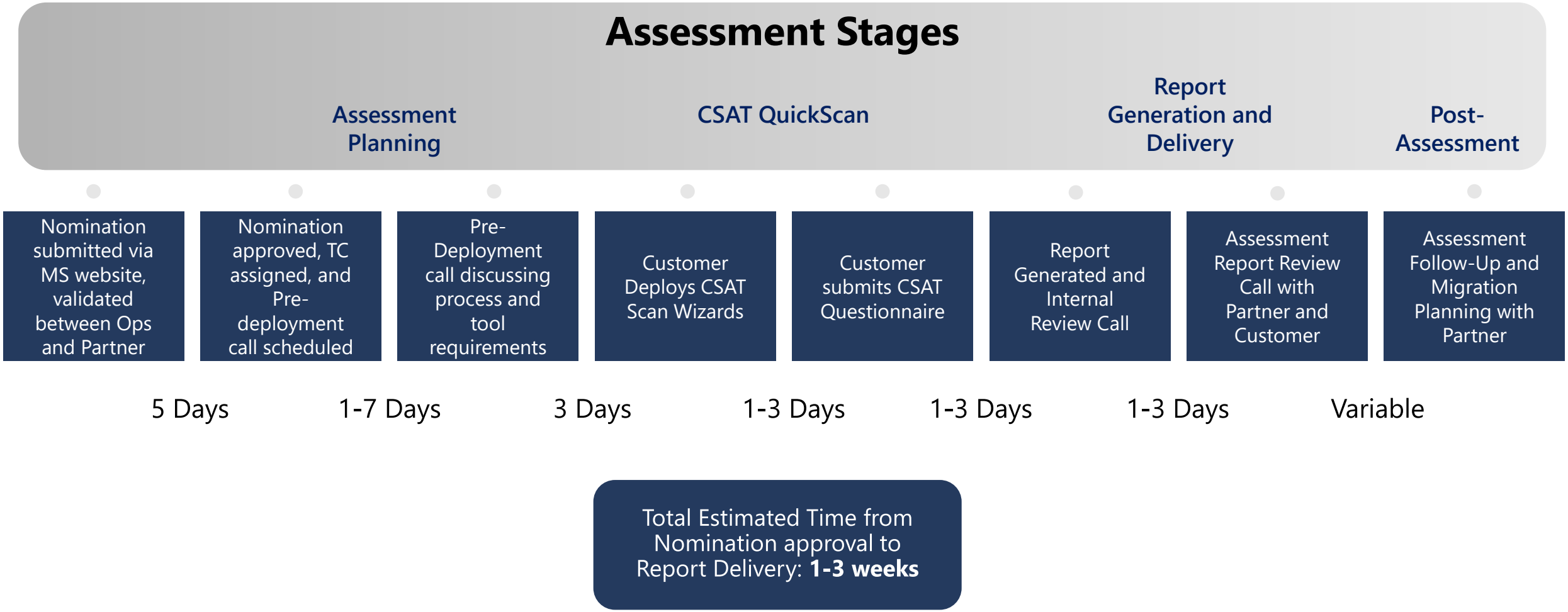
Assessment Report

Analysis
CSAT provides a detailed report evaluating your organization's current security posture against industry standards and highlighting top security improvement recommendations.

Action
Implement a strategic plan tailored to improve your organization's on-premise and cloud security posture and learn how Microsoft tools can help.

Microsoft

Rapid Security Assessment | Estimated Timeline



Microsoft

NIS2 maturity scores backed up by undisputable data

NIS2 Measures Summary

This overview examines the CIS scores related to NIS2 but is not intended as a compliance score.

A	Policies on risk analysis and information security	2,5
B	Incident handling	2,0
C	Business continuity, such as backup management and disaster recovery, and crisis management	3,4
D	Supply chain security, including security-related aspects concerning the relationships between each entity and its direct suppliers or service providers	2,0
E	Security in network and information systems acquisition, development and maintenance, including vulnerability handling and disclosure	3,0
F	Policies and procedures to assess the effectiveness of cybersecurity risk-management measures	2,5
G	Basic cyber hygiene practices and cybersecurity training	3,0
H	Policies and procedures regarding the use of cryptography and, where appropriate, encryption	2,6
I	Human resources security, access control policies and asset management	2,7
J	The use of multi-factor authentication or continuous authentication solutions, secured voice, video and text communications and secured emergency communication systems within the entity, where appropriate	2,3

Microsoft

NIS2 Measure A

Policies on risk analysis and information security

		Score
1	Inventory and Control of Enterprise Assets	1,0
2	Inventory and Control of Software Assets	1,3
3	Data Protection	1,8
4	Secure Configuration of Enterprise Assets & Software	1,8
7	Continuous Vulnerability Management	1,7
8	Audit Log Management	2,0
11	Data Recovery	3,5
14	Security Awareness and Skills Training	2,0
15	Service Provider Management	1,5
16	Application Software Security	2,0
17	Incident Response Management	2,0
18	Penetration Testing	1,0

NIS2 Measure B

Incident handling

		Score
8	Audit Log Management	2,0
13	Network Monitoring and Defense	1,3
17	Incident Response Management	2,0

NIS2 Measure C

Business continuity, such as backup management and disaster recovery, and crisis management

11	Data Recovery	3,5
17	Incident Response Management	2,0

NIS2 Measure D

Supply chain security, including security-related aspects concerning the relationships between each entity and its direct suppliers or service providers

8	Audit Log Management	2,0
15	Service Provider Management	1,5

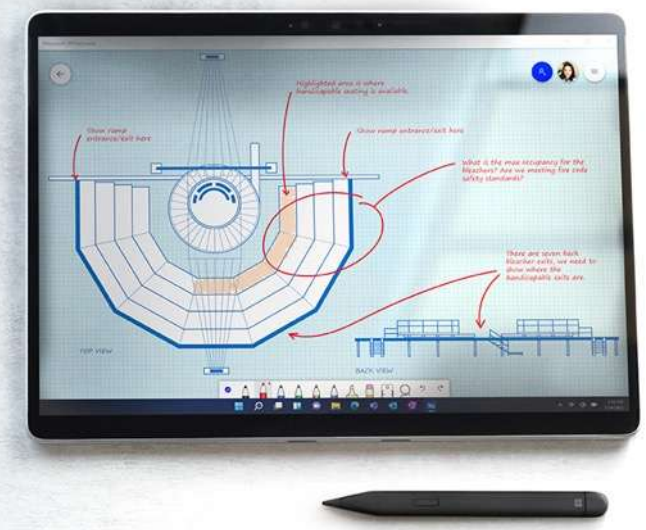
Microsoft

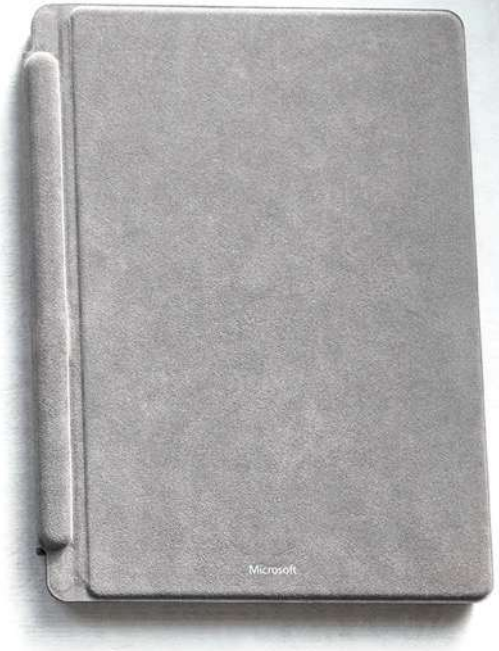
Microsoft Surface

Välkommen till Surface for Business

Mikael Broberg, Surface Partner Sales, Microsoft

Hybrid work is the new normal





But it can be challenging to equip the new workplace

Employees want flexible work options and technology that doesn't complicate their lives.

Teams need better tools for remote collaboration and productivity.

IT environments are complex, with more outside devices connecting to internal networks.

Remote provisioning, deployment, and management of devices are becoming standard.

Privacy and cyberthreats require more advanced security across devices, users, apps, and their data.

intel
CORE
ULTRA

Windows 11

Microsoft

Surface
Pro 10
Surface
Laptop 6

Surface Pro 10

Blurring the boundaries between hardware and software

Securely sign-in and authenticate with a built-in NFC reader[2]

AI-enhanced 114-degree ultrawide field of view Surface Studio Camera[3] for improved meeting experiences

Anti-reflective technology reduces reflections by up to 50%, making it easier to see what's on the screen

Versatile and light with up to 19 hours of battery life[4]

Replaceable components[6] and service options maximize the life of the device

New Copilot key for quick access in Windows 11 Pro[5]

Intel® Core™ Ultra processors with Intel® AI Boost NPU[1]

Surface Laptop 6

Removing barriers to how people work

AI-enhanced 1080p Studio Camera with Windows Studio Effects bring video calls to life

PixelSense™ touchscreen with anti-reflective technology ensures content looks crystal clear, accurate, and works with touch.

Omnisonic® speakers with Dolby® Atmos® and dual Studio Mics with voice focus[4] isolates background noise to capture voices more crisply

New Copilot key for quick access in Windows 11 Pro[3]

Additional Thunderbolt port[2] connects to peripherals that up-level productivity

Intel® Core™ Ultra processors with Intel® AI Boost NPU[1]

Microsoft

Surface devices for every role

Surface Go 4

Surface Laptop Studio 2

Surface Pro 10

With Intel® core ULTRA Microsoft

Frontline / Mobile customer service	Field service	Customer relationship managers	Information workers	Executives	Engineers, designers, researchers
Bank branch workers Nurses Patient Intake Production floor operations Retail associates Sales reps	Mobile care workers Field technicians Case workers First responders Facilities operators	Wealth advisors Insurance adjustors Physicians Retail store managers Paralegals	Sr. Managers Consultants Office workers Attorneys City planners	Financial directors Legislative staff Officials	Investment analysts Engineers Developers Product designers

Surface Laptop 6

Surface Laptop Go 3

Surface Studio 2+

Microsoft

Copilot+PC

Surface Laptop 7th Edition | ARM

Embrace opportunity with Copilot+ PC performance in a newly sleek profile with a smaller footprint and larger screen real estate. Turbo-boost productivity with the Snapdragon® X Elite and Plus processors for smooth-running apps and seamless on-device AI—and a battery that runs all day on one charge.[5] From security to serviceability, **Surface Laptop** is tailored for trust to help your business outperform.

Snapdragon® X Elite and Plus processors deliver new levels of speed and efficiency with a CPU that's 86% faster than Surface Laptop 5[29] and an industry-defining NPU driving up to 45 TOPS for seamless on-device AI

On-device AI helps find almost anything fast with Recall[11] and empowers collaboration with real-time translation of 40+ languages to English with Live Captions[10]

Project professionalism with the new HD 1080p Surface Studio Camera and unique AI-driven Windows Studio Effects

Adaptive color, adaptive contrast and HDR technology,[14] offer a clear view in varied lighting on the PixelSense™ Flow touchscreen

The signature Surface keyboard experience is even better with a Copilot key[6] for quick access to Copilot[4] and a large Surface precision haptic touchpad for comfort and accessibility

Provide uninterrupted performance with up to 22 hours on a single charge and built-in power-saving features.[5] Supports fast charging with minimum of 65W power supply via Surface Connect or USB-C.®[38]

Two USB-C®/USB 4® ports enable fast data transfer and support up to three 4K monitors at 60Hz with compatible docks.[7] Ensure fast, resilient connectivity with Wi-Fi 7.[9]

Microsoft Pluton technology enables future security features to be deployed directly from Microsoft

[3]Enclosure includes A Cover, C Bucket and D Cover. Based on validation performed by Underwriter Laboratories, Inc. using Environmental Claim Validation Procedure for Recycled Content, UL 2809-2, Second Edition, November 7, 2023. [4]Copilot with commercial data protection is available at no additional cost for users with an Entra ID with an enabled, eligible Microsoft 365 license. [5]Based on local video playback test. Battery life varies significantly based on device configuration, usage, network and feature configuration, signal strength, settings and other factors. See aka.ms/SurfaceBatteryPerformance for details. [6]Feature availability varies by market, see aka.ms/WindowsAIFeatures. When Copilot for Windows is not available or enabled on the device, pressing the Copilot key will launch Windows Search. [7]Supporting 3 external displays requires either 2 displays connected to a compatible dock or connected through daisy chain. [9]6GHz band not available in all regions. [10]Currently supports translation for video and audio subtitles into English from 40+ languages. See aka.ms/copilotpluspcs. [11]Optimized for selected languages (English, Chinese (simplified), French, German, Japanese and Spanish). Content-based and storage limitation applied – Learn more. [14]HDR requires HDR content and enabling HDR in device settings. [17]Replacement components available through Surface Commercial authorized device resellers. Components can be replaced on-site by a skilled technician following Microsoft's Service Guide. Microsoft tools (sold separately) may also be required. Availability of replacement components and service options may vary by product, market and over time. See Surface service options – Surface | Microsoft Learn. Opening and/or repairing your device can present electric shock, fire and personal injury risks and other hazards. Use caution if undertaking do-it-yourself repairs. Unless required by law, device damage caused during repair will not be covered under Microsoft's Hardware Warranty or protection plans. [29]Tested May 2024 using CineBench 2024 Multi-Core benchmark. Up to 86% faster comparing Surface Laptop 15" with Snapdragon X Elite 12 core to Surface Laptop 5 15" with Intel® Core™i7. Up to 73% faster comparing Laptop 13.8" with Snapdragon X Elite 12 core to Surface Laptop 5 13.5" with Intel® Core™i7. [38]13.8" Surface Laptop comes with 39W Surface power supply. Fast charging (from 5% to 80%) is supported with minimum 65W Surface power supply or USB-C® PD charger, sold separately. Testing was conducted at Microsoft in February 2024, using pre-production devices, software, and minimum of 65W USB-C® charger under controlled conditions. The device was powered on to the desktop screen with default display brightness settings. Actual charge time will vary based on operating conditions. Measured at typical office ambient temperature of 23C.

Microsoft

Copilot+PC

Surface Pro 11th Edition | ARM

Pioneering versatility matched by intelligent power

Unlock high performance in a form factor that redefines what a laptop can do. The brilliant display and adjustable kickstand combined with a Surface keyboard make work comfortable in more places. Turbo-boost productivity with Snapdragon® X Elite and Plus processors for smooth-running apps and seamless on-device AI—and a battery that runs all day on one charge.[5] From security to serviceability, **Surface Pro** is tailored for trust to help your business outperform. Choose from Wi-Fi+5G or Wi-Fi only.

Snapdragon® X Elite and Plus processors deliver new levels of speed and efficiency with CPUs up to 90% faster than those on Surface Pro 9 and industry-defining NPU driving up to 45 TOPS for seamless on-device AI

Project professionalism with the ultrawide camera and unique AI Windows Studio Effects

The optional 13" OLED display provides crisp visuals in varied conditions with HDR technology,[14] adaptive color, and outstanding contrast and brightness

On-device AI helps find almost anything fast with Recall[11] and empowers collaboration with real-time translation of 40+ languages to English with Live Captions[10]

The haptic Surface Slim Pen[15] charges on the Surface Pro Flex Keyboard[15] for convenient access to natural drawing and writing anywhere in Windows 11. Use Cocreator[8] to turn quick sketches into finished images using AI.

The Surface Pro Flex Keyboard, stabilized with five layers of carbon fiber, combines sleek and silent typing with a spacious, haptic touchpad

The Copilot key[6] provides quick access to Copilot[4]

Microsoft Pluton technology enables future security features to be deployed via Windows Update

Provide uninterrupted performance with up to 14 hours of battery life for Wi-Fi only models and built-in power-saving features.[5] Supports fast charging with minimum of 65W power supply via Surface Connect or USB-C®.[37]

[1]NFC is available on Wi-Fi only configurations of Surface Pro. [4]Copilot with commercial data protection is available at no additional cost for users with an Entra ID with an enabled, eligible Microsoft 365 license. [5]Based on local video playback test. Battery life varies significantly based on device configuration, usage, network and feature configuration, signal strength, settings and other factors. See aka.ms/SurfaceBatteryPerformance for details. [6]Feature availability varies by market, see aka.ms/WindowsAIFeatures. When Copilot for Windows is not available or enabled on the device, pressing the Copilot key will launch Windows Search. [7]Supporting 3 external displays requires either 2 displays connected to a compatible dock or connected through daisy chain. [8]Requires a Microsoft account. [9]6GHz band not available in all regions. [10]Currently supports translation for video and audio subtitles into English from 40+ languages. See aka.ms/copilotpluspcs. [11]Optimized for selected languages (English, Chinese (simplified), French, German, Japanese and Spanish). Content-based and storage limitation applied – Learn more. [14]HDR requires HDR content and enabling HDR in device settings. [15]Sold separately. Software license required for some features. [16]Requires Windows 11 for detached use. [17]Replacement components available through Surface Commercial authorized device resellers. Components can be replaced on-site by a skilled technician following Microsoft's Service Guide. Microsoft tools (sold separately) may also be required. Availability of replacement components and service options may vary by product, market and over time. See Surface service options – Surface | Microsoft Learn. Opening and/or repairing your device can present electric shock, fire and personal injury risks and other hazards. Use caution if undertaking do-it-yourself repairs. Unless required by law, device damage caused during repair will not be covered under Microsoft's Hardware Warranty or protection plans. [23]Enclosure includes Bucket and Kickstand. Based on validation performed by Underwriter Laboratories, Inc. using Environmental Claim Validation Procedure, UL 2809-2, Second Edition, November 7, 2023. [37]In select markets, only specific configurations come with 39W Surface power supply. Fast charging is supported with minimum 65W Surface power supply or USB Type-C PD charger rated at 60W or higher, sold separately. Testing conducted by Microsoft in March 2024. For details on Fast Charging see - USB-C and Fast Charging for Surface - Microsoft Support.

Microsoft

Vanliga invändningar och hur du hanterar dessa

- ”Priset är för högt jämfört med konkurrerande produkter”
- ”Det finns för få portar”
- ”Vill inte ha en surfplatta”
- ”Microsoft erbjuder inte NBD on site”

Microsoft

Vanliga anledningar att välja Surface

- Hårdvara mjukvara – vi gör allt
- Autopilot & managering, mangament portal
- Säkerhet – vi kan kontrollera hela kedjan
- Hållbarhet
- Enheter som arbetar som du vill och inte tvärtom
- Detaljer som gör skillnad
- Restvärde
- Nöjda användare

Microsoft

Användbara länkar

Microsoft Surface

https://aka.ms/SurfacePartnerHelp

Surface Reseller Alliance (microsoft.com)

Surface Catalog (licensedhardware.azurewebsites.net)

https://partner.microsoft.com/sv-se/surface/offers

https://exploresurface.com/

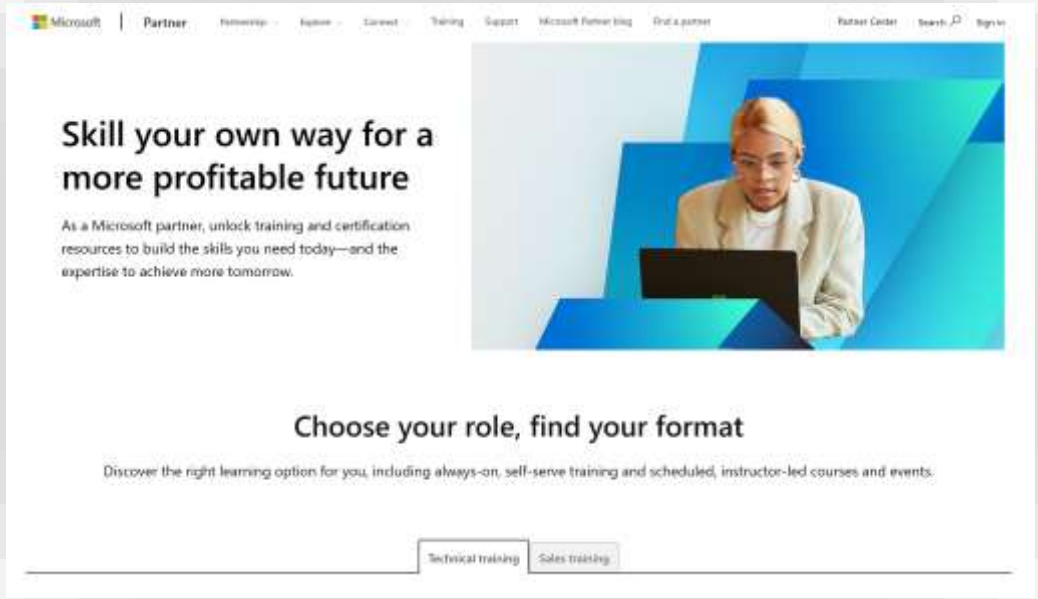
Microsoft

Directions 2024

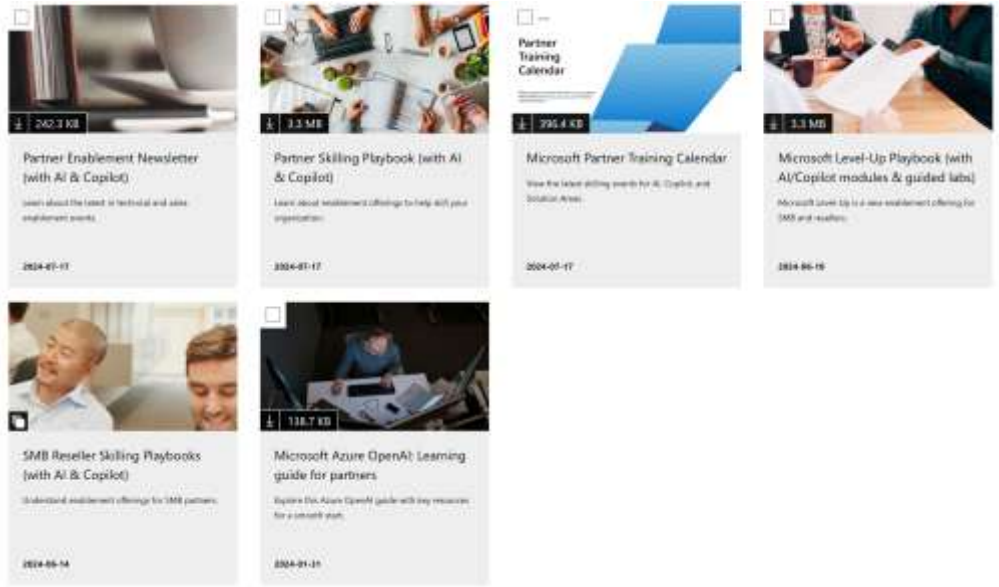
https://www.directionsforpartners.com/conferences-and-events/directions/emea-2024

FY25 EMEA Big Bets: 4. Awareness & Skilling Consumption

Partner Training Gallery



Partner playbooks, newsletters, and guides



SUBSCRIBE TO OUR SKILLING NEWSLETTER: aka.ms/PartnerSkillingNewsletter

Gear up for advanced, role-based certification training

Prepare for certifications with Cloud Weeks for Partners. The training also helps meet Microsoft AI Cloud Partner Program designation and specialization skilling requirements.

Azure Cloud Week (with AI & Copilot)

Accelerate your journey to Azure certifications with technical training in Microsoft Cloud and AI.

Explore and register for upcoming events

Business Applications Cloud Week (with AI & Copilot)

Accelerate your journey to Microsoft Dynamics 365 and Power Platform certifications with technical training in Business Applications solutions.

Explore and register for upcoming events

Modern Work Cloud Week (with AI & Copilot)

Accelerate your journey to Microsoft 365 certifications with technical training in Modern Work solutions.

Explore and register for upcoming events

Security Cloud Week (with AI & Copilot)

Accelerate your journey to security certifications with technical training in Microsoft Security solutions.

Explore and register for upcoming events

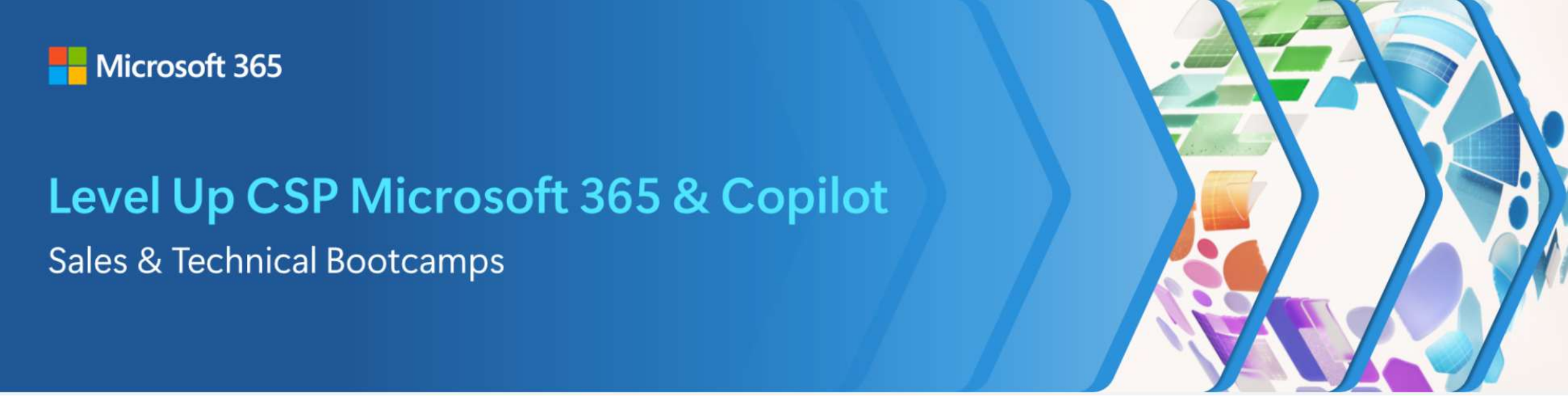
Event

Copilot Partner Bootcamp for Sellers | October 29 - November 1, 2024 | PDT, IST, GMT

Event summary

The Copilot Partner Bootcamp for Sellers will enable partners in delivering the right AI-powered tools and technologies to empower every organization to boost productivity, transform work, and open a new world of possibilities. This event will provide practical guidance on showcasing the business value of Copilot. We will deep dive into a measurable approach to demonstrate how Copilot will create new business opportunities to serve customers better and more profitably. This event will include hands on customer scenarios and activities that you will be able to follow along.

Microsoft Partner Skilling Hub - Sales and Pre-sales Partner Skilling (on24.com)



Sales Bootcamp: October 9th
Technical Bootcamp: October 16th & 17th
Bootcamp Listing Page (eventbuilder.com)