



Windows AutoPilot Deployment Program for Surface



Lynn Morgan

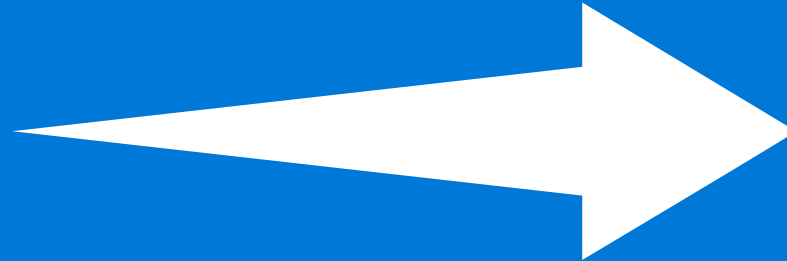
Surface PTS

Lynn.Morgan@microsoft.com

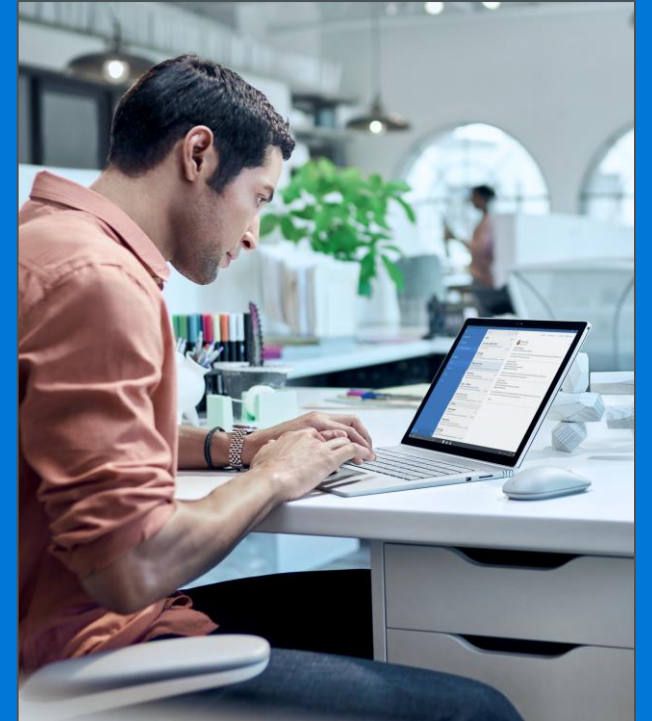
MODERN DEPLOYMENT: **THE NEW WAY**



1. Un-box and turn on
off-the-shelf Windows PC



2. Transform with little or
no user interaction



Device is ready for
productive use

INTRODUCING THE **WINDOWS AUTOPILOT DEPLOYMENT PROGRAM**

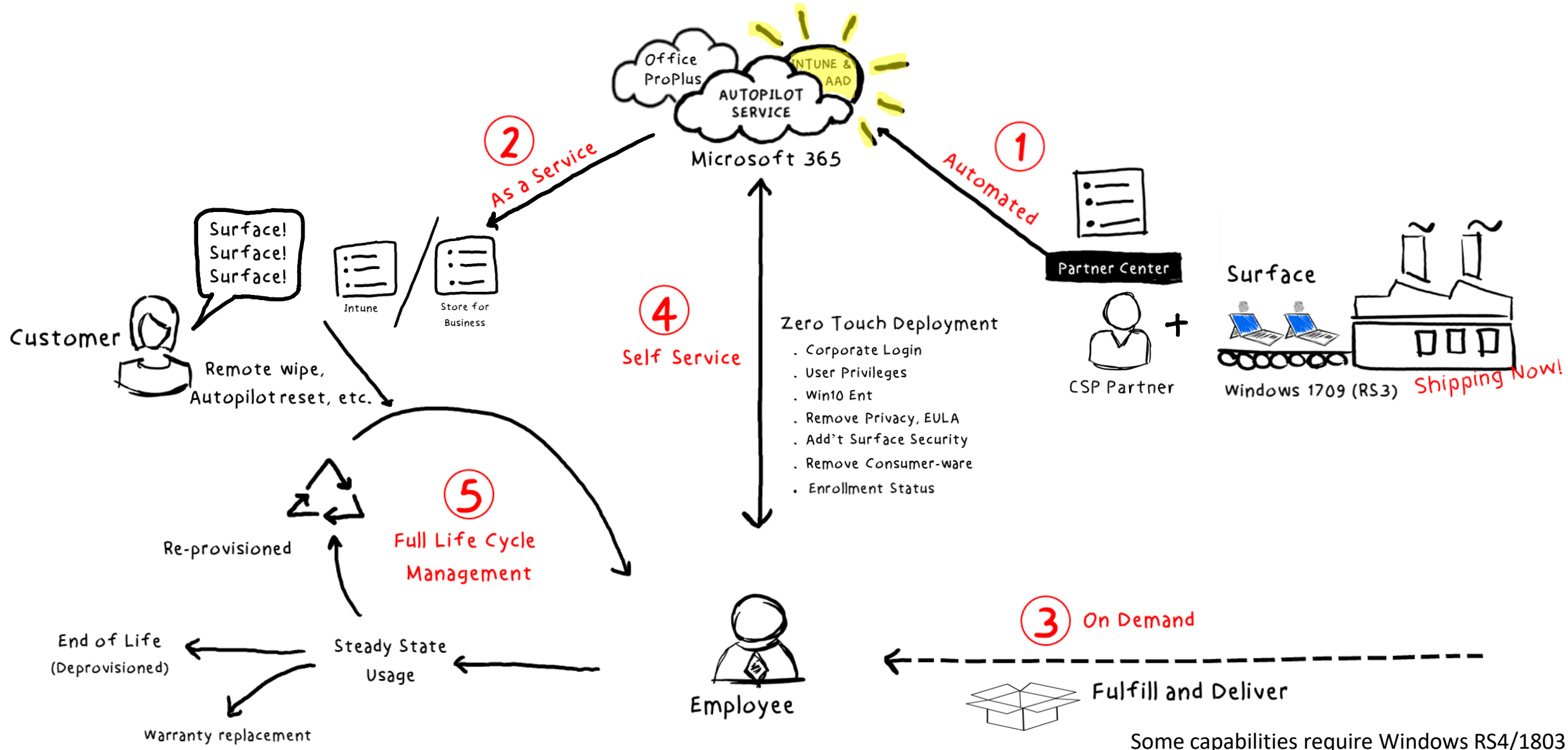


Cloud-Driven

Three simple steps:

1. Register devices
2. Assign a profile of settings
3. Ship the device to the user

AutoPilot with Surface | ^{modern} device life cycle management

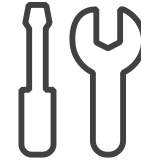


AutoPilot | Partner Value



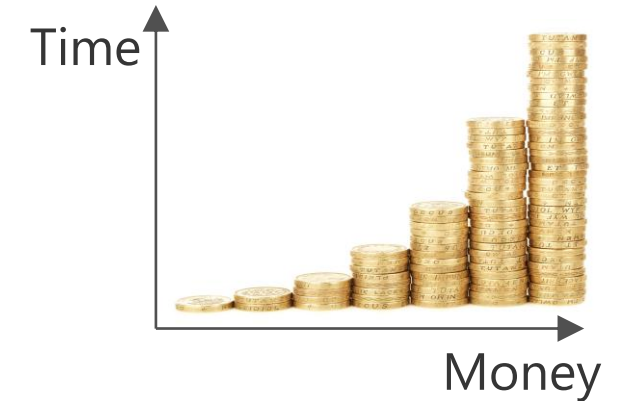
To Microsoft Partner:

- **Greater account control** and deeper engagement
- Changes **costly custom imaging practice** to high value **Modern Desktop Deployment and Managed Services practice**
- **Entry point for Surface ADR/DMPs into CSP Program**
- **Increased M365 cross sell/up sell** revenue opportunities
- No touch configuration from Microsoft to end-user
- **Tip of the spear** towards modern manageability practices

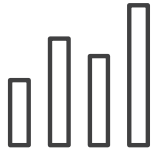


Partner Services:

- Via Partner Center, enable devices by S/N
- Manage AutoPilot apps/policy settings via InTune & Store for Business
- **Manage M365 Environment** to include device inventory management
- Provide triage support desk services to customer sites
- **Migration services from custom imaging to no touch AutoPilot**
- Develop customer **strategy for moving to Modern Management**



AutoPilot Value | Zero Touch Deployment



To customer:

- **Easy to deploy and manage** - No need for IT to touch the devices
- **End of custom images** – easiest way to drive down TCO
- **Always up to date**
- Centralized **Cloud based device management**
- **Granular** application, security and policy administration
- **Self service end-user deployment**



Surface & AutoPilot best together:

- AutoPilot is **engineered and tested on Surface first by Microsoft**
- Microsoft **factory enables each Surface device as AutoPilot ready**
- Microsoft has **built a global partner channel** that enables Cloud Solution Providers (CSP) to offer AutoPilot deployment services.
- Microsoft is your **single point of contact for enterprise** grade, global support of all Surface, AutoPilot and M365 related components.

Prerequisites for Windows AutoPilot on Surface

Surface devices manufactured with Windows OS version 1709 or better

- All Surface devices currently ship with RS4 1803 except Book 2

Stand-alone licenses for each user:

- Azure Active Directory Premium P1 or P2
 - Needed for MDM auto-enrollment and corporate branding
- Microsoft Intune

Or one of the following suite licenses for each user:

- Enterprise Mobility + Security E3 or E5 (includes Azure AD Premium P1/P2, Intune, and more)
- Microsoft 365 Enterprise E3 or E5 (includes EM+S E3/E5, Office 365 ProPlus E3/E5, Windows 10 Enterprise E3/E5)

Optional licenses:

- Office 365 ProPlus, assuming customer will want Office on their devices
- Windows 10 Enterprise E3 or E5, to use with Windows 10 Subscription Activation to automatically step up from Windows 10 Pro to Windows 10 Enterprise



Where to Start | AutoPilot for Surface Opportunities

	Existing M365 Deployment	Active M365 Opportunity	No M365
Existing Surface Deployment	P1	P2	P3
Active Surface Opportunity	P1	P2	P3
No Surface	P2	P3	

- (P1) Short-Term
- (P2) Med-Term
- (P3) Long-Term

M365 + Surface Modern Management ECIF

Support AutoPilot on M365+ Surface Opportunities via Partner led Assessment

What is it?

Multi-Day Engagement via a Standard SOW:

- M365 + Surface Fundamentals
- Deployment and Management
- Infrastructure Assessment and Lab Setup
- Business Value

How much does it cost?

Up to \$25K per engagement

What's the criteria?

- Surface opportunity at 40% for 50 or more devices
- M365/E3/E5 opportunity at 40% for \$300K or more

Surface or MW SSP submit requests via:

[Surface App Velocity & Modern Management ECIF Program](#)

Partner needs to be an ECIF (BIF) approved partner. PO is required before work can begin. MS Services can execute.

Contact your for Renee Bergman guidance.

AutoPilot Deployment Program highlights

Partner Goal: Offer and maintain a no-touch, modern, managed desktop service



The Golden Path

- Integration in the Microsoft supply chain
- No need for IT to touch the devices
- Centralized cloud based device management
- Self service end-user deployment



Microsoft 365 Technology

- Windows 10 & Office 365 ProPlus
- Windows AutoPilot
- Microsoft Intune
- Azure Active Directory P1



Benefits

- Significant cost savings to customer
- Managed service opportunity for the partner
- Sticky Account control as a trusted CSP Partner

Call to action: Learn more!

- To learn more about Windows Autopilot, please see the following resources:
- [Overview of Windows Autopilot](#)
- [Windows Autopilot: What it is and how it works](#)
- [Video: Windows Autopilot zero touch deployment and device reset](#)
- [Video: Windows Autopilot walkthrough](#)
- [Simplifying IT with Windows Autopilot](#)
- [Windows Analytics Overview](#)



Thank You

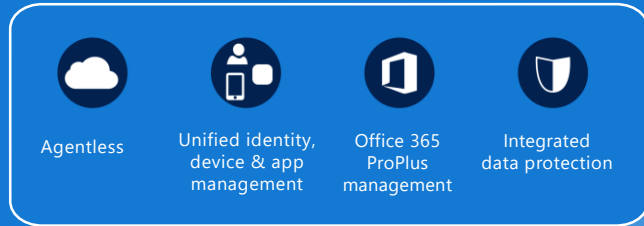


Appendix

Modern Management with Surface + Microsoft 365

Simplified management & security

Embrace cloud-based management and transition at your pace while staying in control.



Always up to date

Deliver the latest features and security.

Cloud updates mean you don't need to have on-premise update servers.

Self-service deployment

Make any new PC enterprise-ready via a simple self-service experience.



Automatically configure devices when your users login with their company credentials.



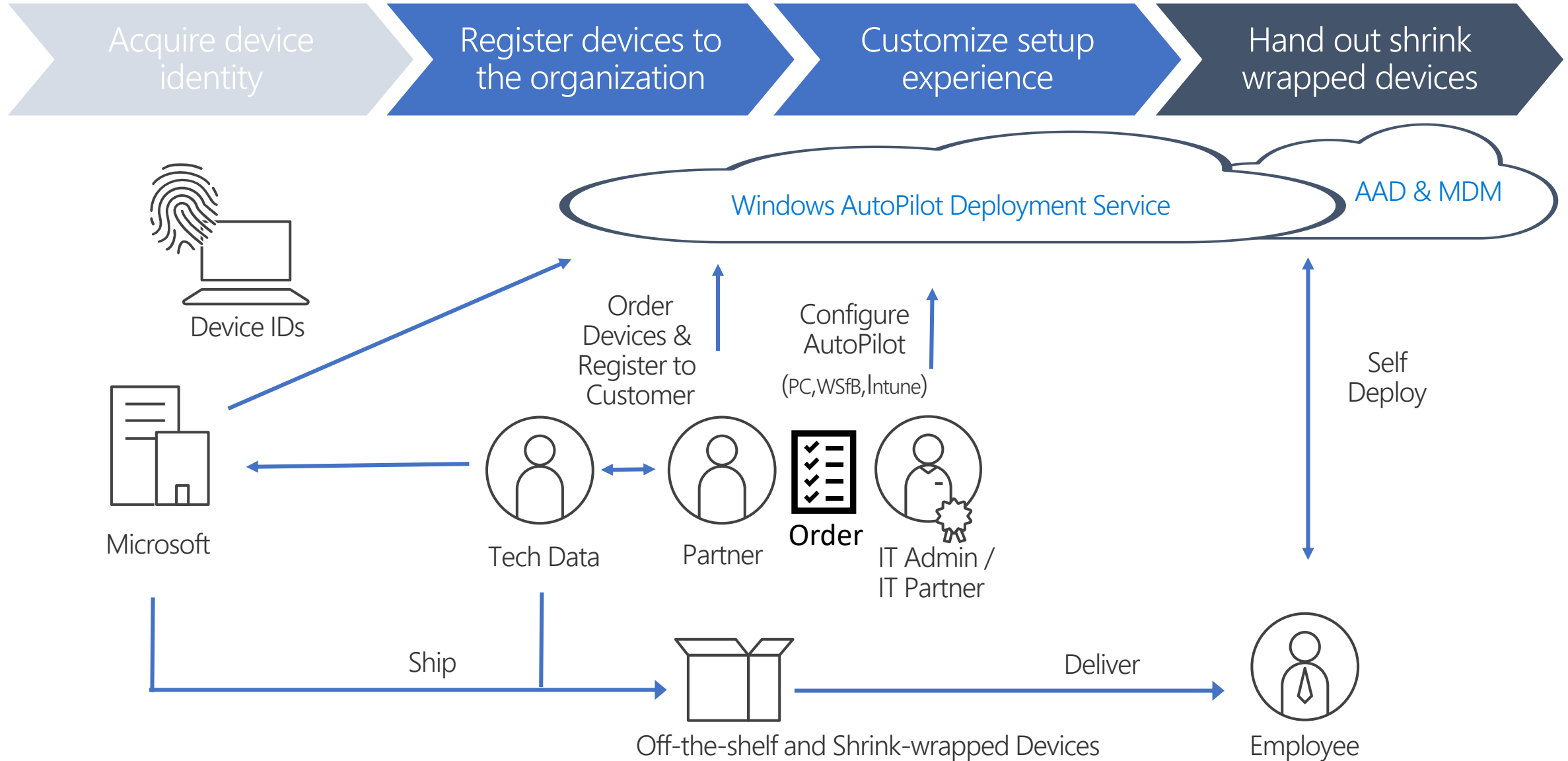
Proactive insights

Get ongoing proactive insights to diagnose and fix issues before they happen.

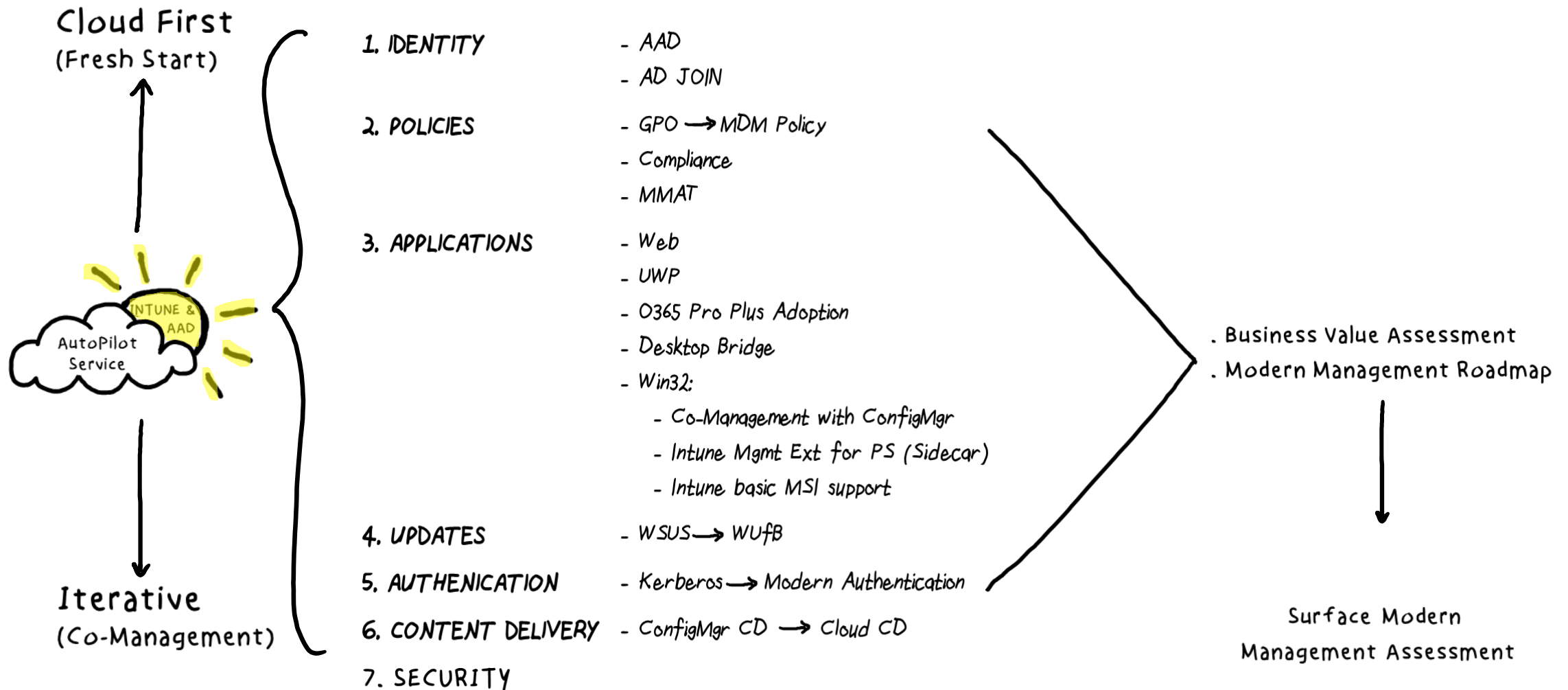
Use cloud intelligence to upgrade Windows 10 and Office 365 ProPlus with confidence.



Windows AutoPilot Deployment Program for Surface - At A Glance



Modern Management | AutoPilot with Surface



How CSP can register devices without HWHash via Partner Center

- Starting from OS version 1709, a CSP can register devices to the organization via Partner Center with the following information:
 - Serial number, Manufacturer name, Device model
 - For example: 01234574757, Microsoft Surface, Surface Laptop
 - I.e. no need to ask for Microsoft to provide the HW ID lists
- Partner Center also provides APIs for automated device registrations
 - Instead of manually importing the file via Partner Center, a CSP partner can utilize the API, and automatically register devices
 - <https://msdn.microsoft.com/en-us/library/partnercenter/mt842824.aspx>