



Weekly Technical Office Hours for Partners

Remote Work in the new normal

Friday, June 19, 2020

The meeting will start at
WEST 12:00 - CET 13:00 – EEST 14:00

Technical Office Hours for WE Microsoft Partners:

Remote Work in the new normal



Agenda

- 1. Introduction**
- 2. Modern Devices and Device Management**
- 3. Q & A**
- 4. What's Next**
- 5. How to get further help**
 - Support channels and options

Our Virtual Team



Sara Canteiro
Partner Tech. Architect (Teams)



Giorgio Cifani
Partner Tech. Architect (Teams)



Jing Liu
Cloud Solution Architect (Azure)



Jos Verlinde
Partner Tech. Architect (Teams)



Toni Willberg
Cloud Solution Architect (Azure)



Joana Pires
Director Marketing & Ops. (Surface)



Paul Honout
Business Group Lead (Devices)



Juha Saarinen
Partner Tech. Architect (Teams)

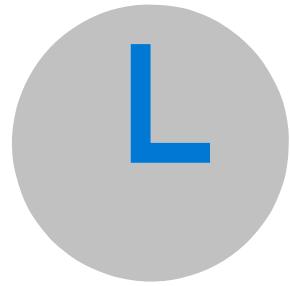


Bojan Magusic
Cloud Solution Architect (Security)

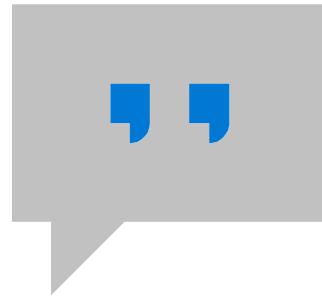


Philippe Goldstein
Partner Tech. Manager

WE Weekly Technical Office Hours – How it works



60 minutes
40 min, presentation
20 min, Q&A



Questions via
chat through

Q&A

The screenshot shows a 'Live event Q&A' window. At the top, there are three icons: a person, a gear, and an information sign. Below that is a header bar with 'Live event Q&A' and a help icon. The main area has tabs for 'Featured' and 'My questions', with 'My questions' currently selected and highlighted in blue. Below the tabs, there are three user profiles with their names and a 'Reply' button next to each. At the bottom right of the main area, there are two emoji buttons: one with sunglasses and another with a smiley face. Below the main area, there's a section titled 'Ask a moderator' with the sub-instruction: 'Questions won't be visible to everyone until a moderator approves them'. There are input fields for 'Your name (optional)' and 'Ask a question', and a checkbox for 'Post as anonymous'.

(WEEKLY) Technical Office Hours for WE Microsoft Partners:

Remote Work in the new normal

JOIN
UPCOMING
SESSION



Currently we are receiving a lot of questions from our partners and customers with regards to recommendations and help on working remotely.

To address the main technical topics around **working remotely**, Microsoft's Western Europe OCP Technical Team has set up a series of Weekly Office Hours for Partners,

- every Friday at 13:00 – 14:00 CET (12:00 – 13:00 WEST)

All sessions will be held in English.

Add to Calendar 

Don't miss a session;

Update your calendar by
using the invite above.

<https://aka.ms/WE-TechOfficeHours>

Next
Session
Details

Upcoming
Sessions

Materials &
Recordings

Other
Resources

Feedback
Form

Hey, This landing page is actually a PowerPoint. Click through to see the next slides.



Device Management and Modern Devices



Giorgio Cifani
Partner Tech. Architect (Teams)

Device Management



Surface for business + Microsoft 365

Work your way on the world's productivity cloud

Enable everyone to connect, collaborate, and create in new ways whether they are side by side or across the globe. Surface devices enable employees to get the most out of Microsoft 365 experiences.

Best implementation of Windows Autopilot

Every Surface device is shipped from the factory enabled for Autopilot, saving time and money in device deployment while providing a great employee experience.

Modern security and manageability

Windows 10 Pro, Advanced Exchange¹ device replacement service, and the latest in modern security and manageability features from Microsoft come standard.

Surface + M365—Integrated conversations

Get modern

Surface for Business + Microsoft 365



Work your way on the world's productivity cloud

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Modern security and manageability

Windows 10 Pro, Advanced Exchange warranty service, and the latest in modern security and manageability features from Microsoft come standard on Surface for Business devices.

Firstline



Surface GO for Firstline

Firstline grade portability with laptop grade productivity on Microsoft 365 F1

- Powers Windows 10 Pro and full feature desktop software (e.g. Office 365, Power Apps etc.) with an Intel® Pentium® Gold processor and up to 8GB RAM.
- Compact and light, at 10" and starts at 1.15 pounds.
- Collaborate seamlessly from anywhere on Microsoft Teams with chat, audio (microphone, front facing speakers) and video (5MP front, 8MP rear camera).
- Secure with Windows 10 and built-in security, offering UEFI-BIOS level remote manageability (without physical access to the device) with Microsoft Intune.



Unlock productivity

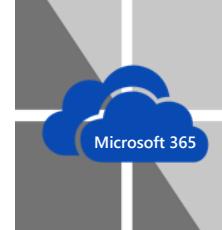
Empower your field service teams



Engage customers

Engage customers with a premium, digital experience

- Impress customers and reflect your brand with the signature Surface design, feel and experience.
- Connect from anywhere with optional blazing fast LTE connectivity (up to 450Mbps download speed) supporting 22 LTE bands⁴, best-in-class Cat 9 modem, and no compromise to performance.
- Performs well in harsh, dusty environments (factory floors, mines etc.) with no air vents (liquid cooling) and durability tested stringently for hundreds of use cases.
- Adapts to field scenarios with 3rd party Designed for Surface accessories for field scenarios (ruggedized cases, screen protectors, vehicle mounts etc.) and a USB-C port (supports power, video, data).



Collaboration

Improve collaboration in shared spaces

Surface Hub 2S with Microsoft Teams enables fluid collaboration without boundaries

Experience mobile, cordless, uninterrupted team collaboration that moves with you with the Steelcase Roam™ Mobile Stand and APC™ Charge Mobile Battery.⁵ At just 61.6 lbs. (28 kg), Surface Hub 2S is 40% lighter than before.²

Bring remote teams together with the Surface Hub 2 Camera³, far-field mics, and crystal-clear speakers. Run remote meetings and make ad-hoc calls seamlessly with Microsoft Teams⁶ in shared collaboration spaces.

Interact naturally with the apps you need using Surface Hub 2 Pen³ and touch. Integration with Microsoft 365⁴ and leading third party apps⁷ give you access to the files and information you need to get work done together.

Take team brainstorms to the next level with Microsoft Whiteboard, a digital canvas that teams can contribute to anytime, anywhere—across devices. Project from other devices wirelessly with Miracast.



Deployment Management Security

Streamlined deployments



Zero-touch deployment through Autopilot



Partner expertise that reduces IT complexity



Lifecycle strategy to remotely replace and reuse

78%

agree they have reduced IT time and cost to deploy Surface devices vs. non-Surface devices¹

25

minutes that IT saves per device deployed¹



¹ A Forrester Total Economic Impact™ Study: Maximizing your ROI from Microsoft 365 Enterprise with Microsoft Surface.

Windows Autopilot on Surface

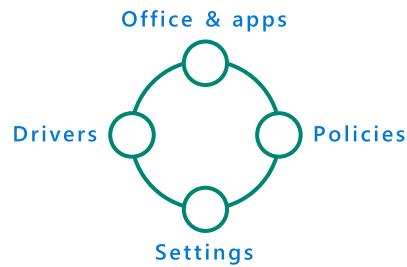
End users are immediately productive with Surface!

- ✓ Only OEM to automatically deregister/reregister returned devices
- ✓ Partner-channel enabled and ready
- ✓ Sales & Support operationalized and mature and FREE
- ✓ Commercial SKU is tuned for fastest Autopilot experience with Office Pro Plus and clean image
- ✓ PKID and OS Version number on all Commercial SKUs on Oct 2019 products

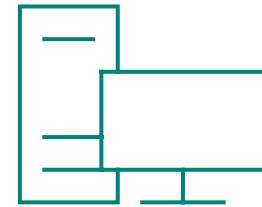


Traditional Windows deployment

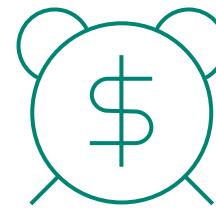
The old way



Build a custom image,
gathering everything else
that's necessary to deploy

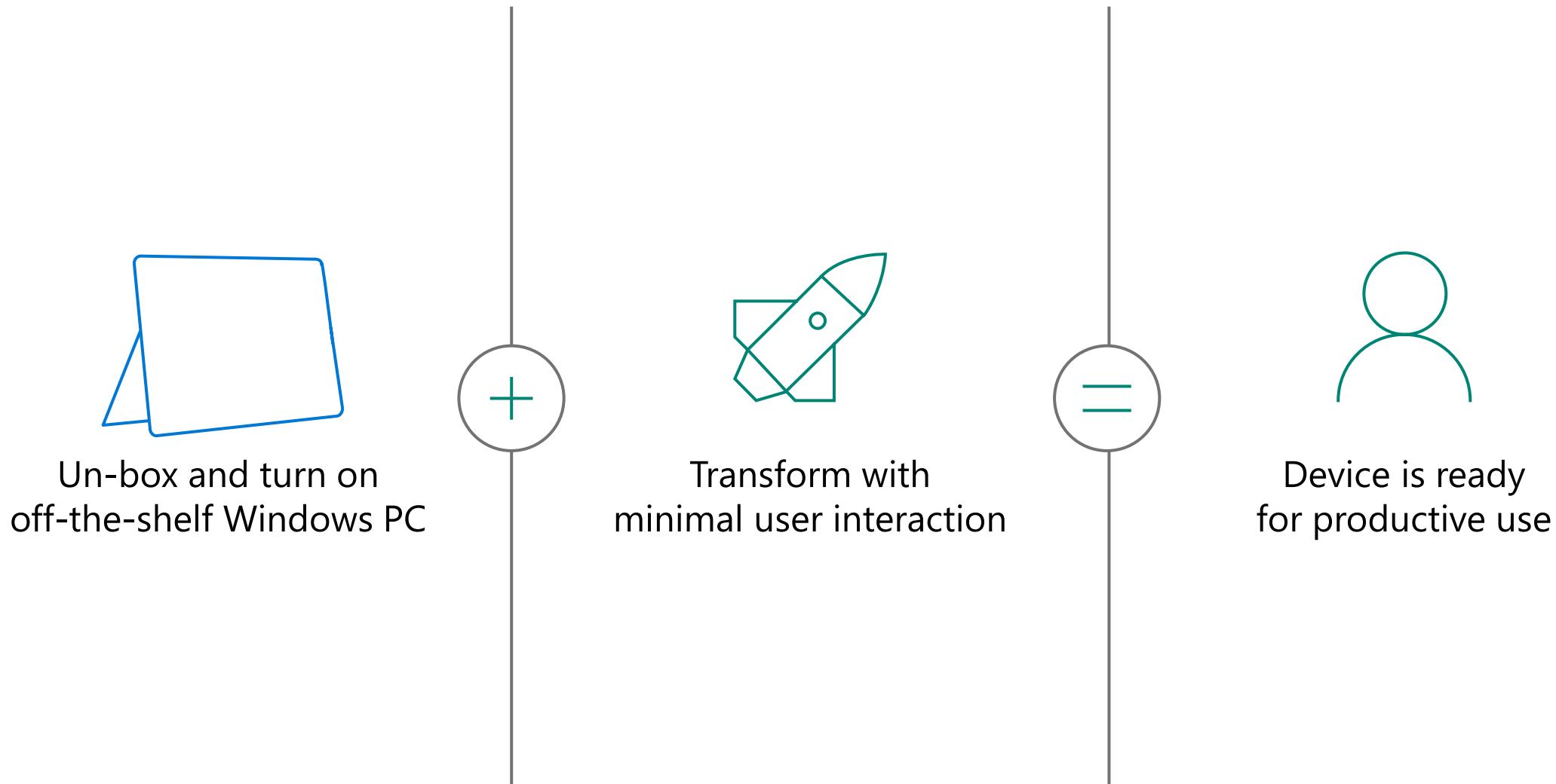


Deploy image to a new
computer, overwriting what
was originally on it

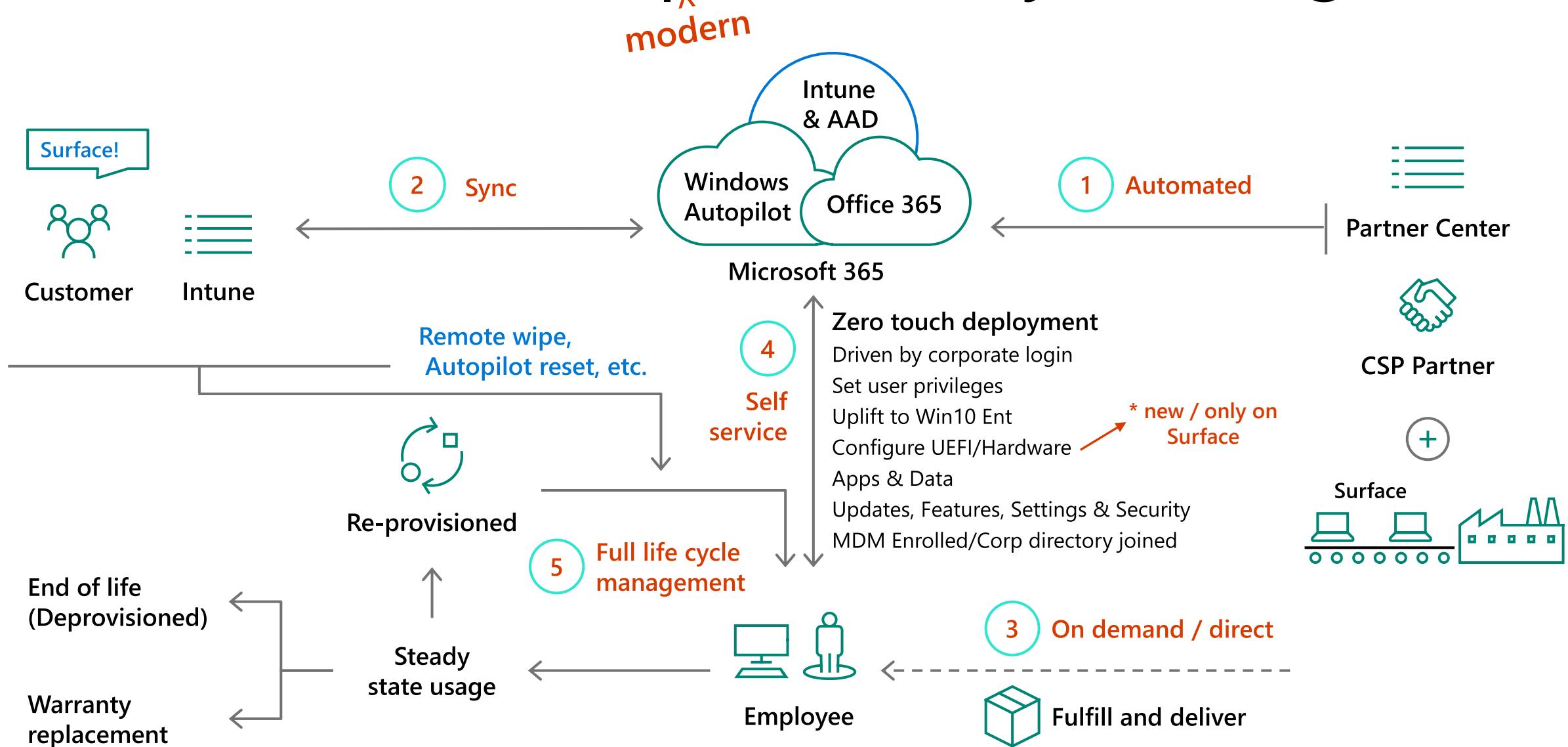


Time means money, making
this an expensive proposition

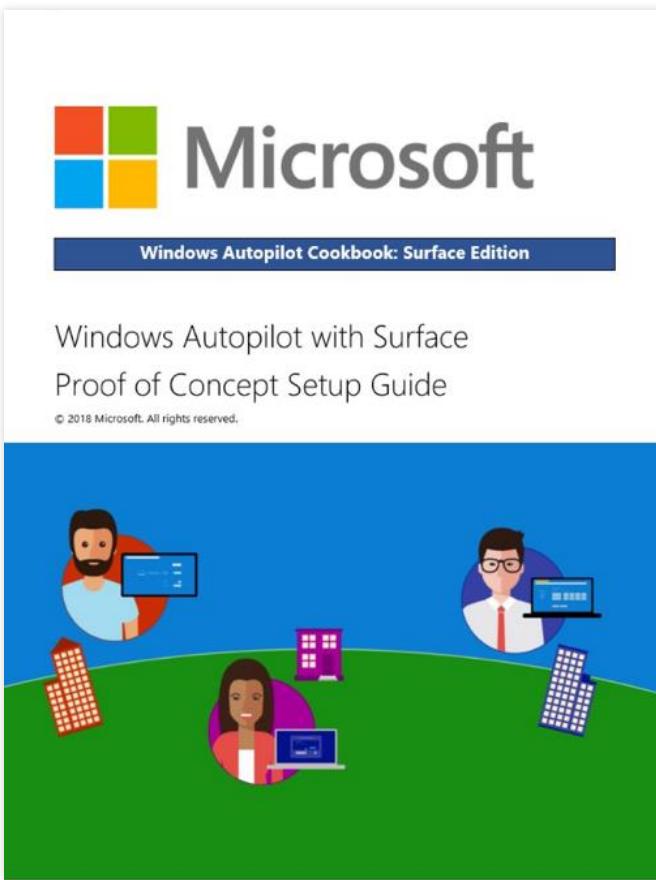
Modern Surface [Windows] deployment with Windows AutoPilot



AutoPilot with Surface | device life cycle management



Get modern with Surface



Microsoft Endpoint Manager key capabilities



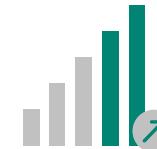
Secure and intelligent

Native integration with cloud-powered security controls and risk-based conditional access for apps and data to ensure remote workers and devices remain secure



Streamlined and flexible

Flexible support for diverse corporate and BYOD scenarios while increasing productivity and collaboration



Maximizes Value

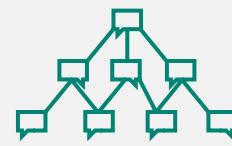
Accelerate time to value with fast rollout of services and devices that helps your employees quickly get and stay productive



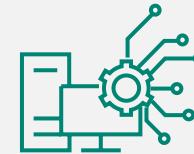
Intelligent security



Risk-based control



Unified management



Zero touch provisioning



Advanced Analytics



Deep Microsoft 365 integration



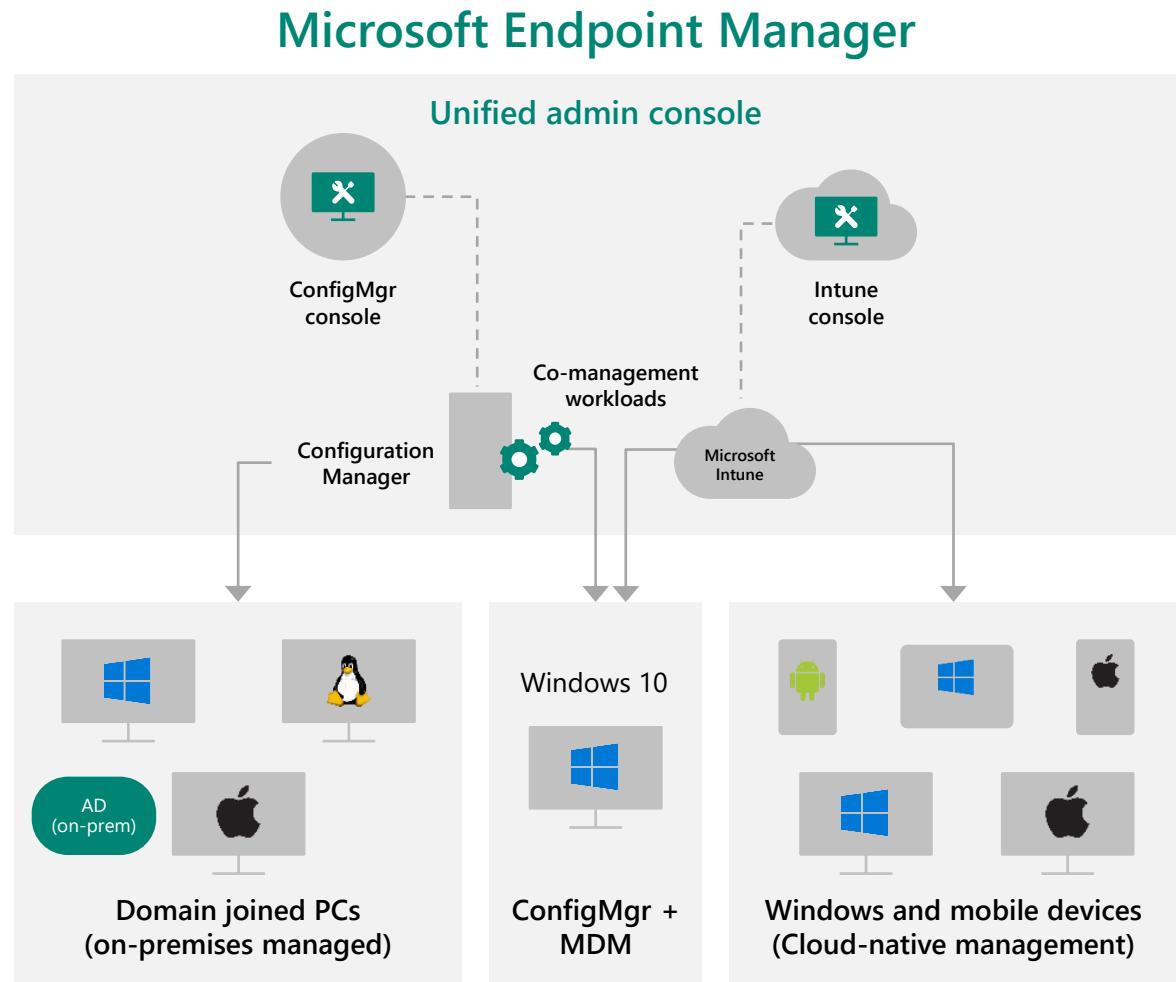
Mobility





Manage endpoints, protect your data on any device, anywhere

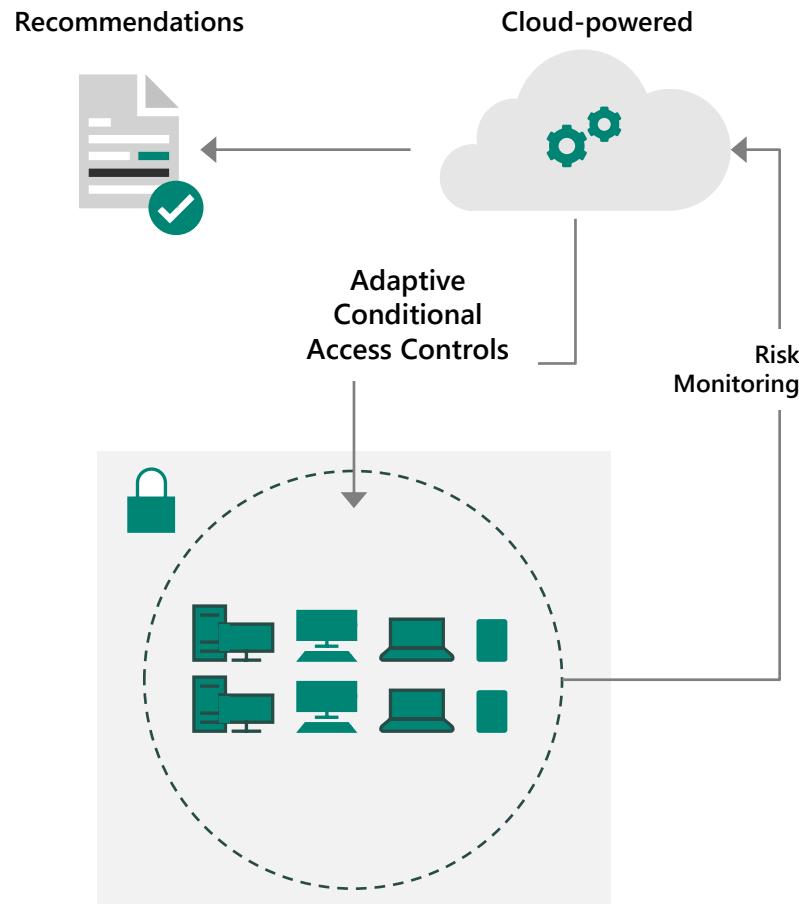
- Manage your PCs, Macs, and mobile devices in one place, anywhere they are
- Manage all your endpoints and apps from a single pane of glass
- Extend on-premises infrastructure with cloud security
- Manage ConfigMgr enrolled PCs over the Internet
- Securely enable BYOD or organizationally-owned endpoints to access resources remotely





Protect your data while ensuring that users can access the content they need, wherever they are

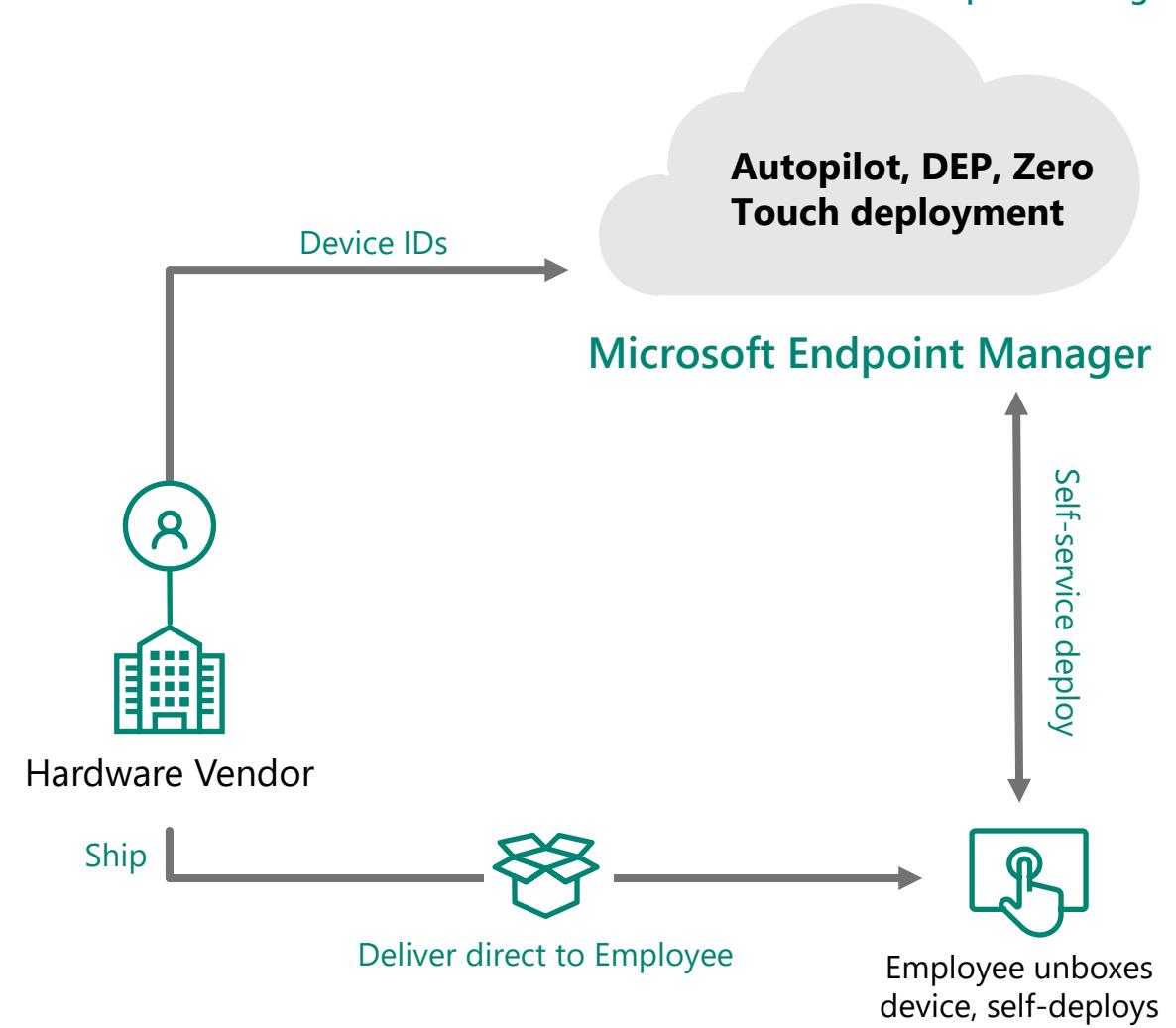
- Safeguard against intellectual property and data loss via modern encryption methods.
- Minimize threats and achieve adaptive conditional access to data based on risk monitoring & real-time risk analysis
- Set-up policies to protect Office 365 data in unmanaged and 3rd party managed scenarios.
- Prioritized lists of vulnerability remediation recommendations based on cloud-powered intelligent security





Automated Deployment for any device, direct to users

- Drop-ship management-ready devices
- Significant cost and time savings in OS deployment
- Bypass traditional image-based deployment
- Easy new device experience for end-users
- Ongoing ability to do automated provisioning of apps, configurations and user settings



Endpoint management adoption & guidance

Limited or no existing management tools



Go directly to the cloud with Microsoft Intune to manage all your devices and enable remote access

Existing Intune-only management



Move additional endpoints and workloads to cloud management; enable remote access

Microsoft Configuration Manager-only management



Enroll your Configuration Manager devices into Intune to gain cloud intelligence and improved remote management of Windows 10 PCs

Significant, complex existing on-premises infrastructure



Connect your Configuration Manager site to Intune for instant cloud value/improved remote management (tenant attach)



Customers using SCCM can now enable co-management in Microsoft Endpoint Manager by adding Intune for their existing Windows 10 installed base with no additional cost or licensing. Learn more [here](#).

Modern management



Complete device management from UEFI to Windows



Always up to date—automatically, even while asleep



Purpose-built tools for diagnostics and tuning

15%

Reduction in device and application performance tickets with Surface¹

78%

Agree that Microsoft Surface reduced the IT time and labor to manage and update Microsoft 365¹

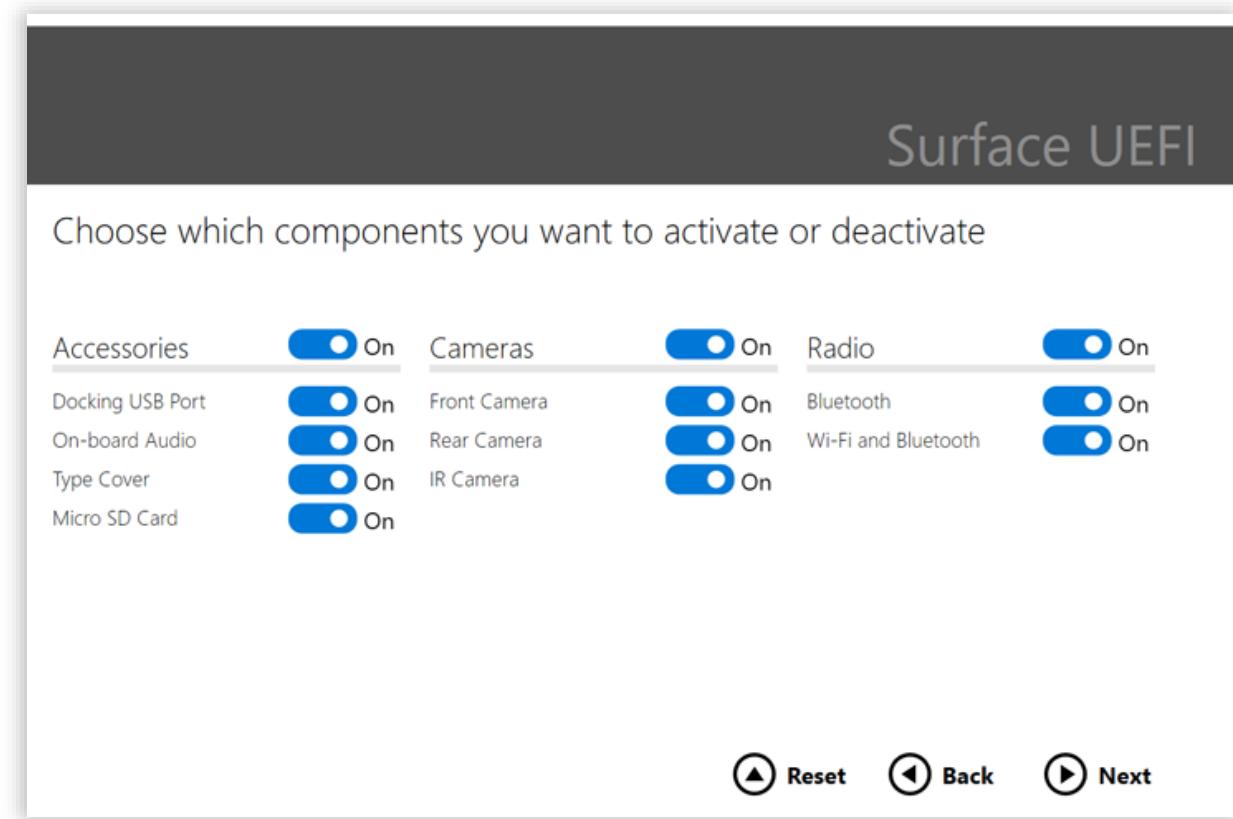


Surface Enterprise Management Mode (SEMM)/DFCI

Unified Extensible Firmware Interface (UEFI)

Overview:

- Microsoft Surface Enterprise Management Mode (SEMM) allows IT administrators to secure and manage firmware settings
- In addition to the ability to configure UEFI¹ settings, SEMM also uses a certificate to protect the configuration from unauthorized tampering or removal
- Examples of hardware elements that can be disabled include mics, USB ports, SD card slots, cameras, Bluetooth, etc.
- Especially useful for situations where there may be public access to a Surface device
- DFCI—Device Firmware Configuration Interface (DFCI) will enable IT managers to manage UEFI via Microsoft Intune



Surface secure | Platform

Identity & access management

Hello for Business
IR Camera

Autopilot with Surface

Threat protection

Surface Firmware:

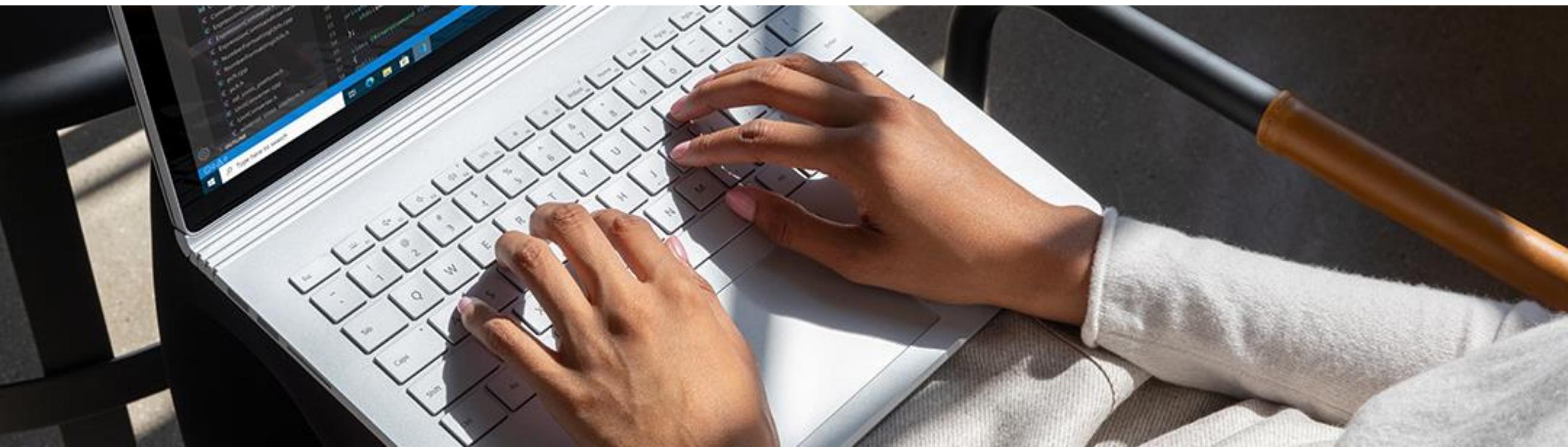
- Secure boot
- TPM 2.0 security features
- Updates with BitLocker

Information protection

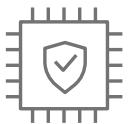
Automatic Encryption
Surface Data Eraser
Protection from Theft
No DMA or Internal Access
Restrict Physical Access

Security management

Intune Surface UEFI Management
Surface Enterprise Management Mode
Autopilot with Surface



Surface secure



Defense in depth from silicon to cloud



Built-in Secure Hardware—Fully Enabled



Passwords elimination:
Windows Hello for Business

80%

Reduction in annual security breach costs¹

50%

Reduction in annual security breach volume¹

Intune Wipe and Retire

Microsoft Surface Data Eraser

Windows Defender ATP

Windows Update for Business

Conditional Access

Advanced Windows Security Features

Windows Hello for Business

Intune UEFI Management

BitLocker

Secure Boot

Surface Enterprise Management Mode

UEFI w/TPM 2.0



Surface secure

Surface continues to implement Microsoft 365 technologies 1st and best

Tenant Lockdown—Ensure device remains bound to owning tenant in case of accidental reset or a theft/loss of the device

Reset can only take place when connected to a network with no ability to create a local account

Builds in technologies from Autopilot, Azure AD, and the new Intune UEFI Management





Identity and access management

Identity & Authentication	Biometric security, eliminate security risk associated with passwords	Windows Hello Camera (comes std)
Restricting Access	Assigning STD user access during OOBE (out of box experience) setup Enforce MFA during deployment and configuration	Windows Autopilot with Surface



Threat protection

Core Device Integrity	Prevent low-level malware from interfering with the boot process	Surface UEFI Secure Boot
Hardware-Based Security	Protect highly sensitive info such as encryption keys & user identities	Trusted Platform Module (TPM 2.0)
Secure Updates	Surface Firmware manages BitLocker state automatically during UEFI updates	Surface UEFI



Data & information protection

Encryption	Full disk encryption—factory-enabled and turned on automatically during OOBE	Surface UEFI (+ BitLocker)
Purge	Securely wipe all data from a Surface device	Surface Data Eraser
Non-Bootable Scenarios	1% allocation to keep non-bootable devices	Complete for Business Warranty
Physically Lock Device	Lock the device to a dock or desk	Kensington Surface Locks
Protection From Theft	Lo-jack and geofencing embedded into the firmware on Surface devices	Absolute CompuTrace for Surface
Protect Internal Components	No physical access to the internal Surface components	Surface + Windows 10



Security management

Restrict Access	Certificate protects configuration from unauthorized tampering or removal Restrict access elements: camera, ports, BT/Wi-Fi, Type Cover port, etc.	Intune Surface Firmware Management Surface Enterprise Management Mode
Visibility and Control	Improve security posture with auto-enrollment, DFCI, tenant lock, remote wipe, force MFA, std. user access	Autopilot with Surface

Surface security resources

Surface + M365 Security: Surface + M365 Security. Brochure style document providing technical differentiation of the Surface Security story (*customer ready*)

Surface + M365 Security Technical Deep Dive: Surface Security PPT presenting a defense in depth, chip to cloud approach to endpoint security (*customer ready*)

Surface Security eBook: Surface Security eBook aimed at BDM and ITDM through GEP (*customer ready*)

Surface for Business Portfolio – External Facing Pitch Deck: Value of Surface, including pillars, promises and product truths, across the Surface family to include security and management (*customer ready*)



Modern Devices

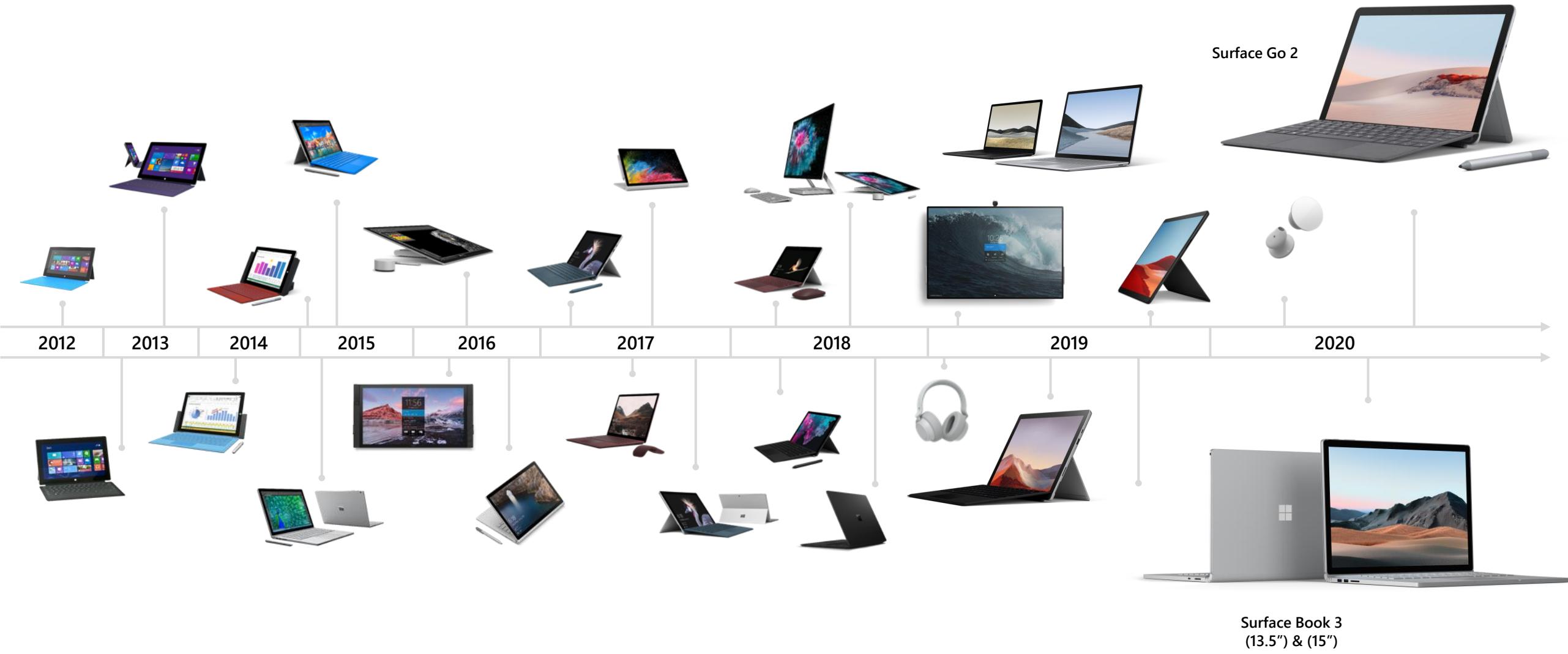
“Surface is the last mile of the Microsoft 365 experience”

Why Surface?

Overview of the value proposition of Surface, including brand promises and product truths across the Surface family.



The Surface journey



The modern workplace is changing

This is the world that Surface was built for



More data and information
to drive innovation and
decision-making



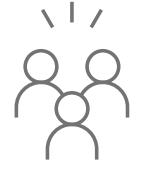
Fewer cubicles and silos,
more collaborative
workspaces



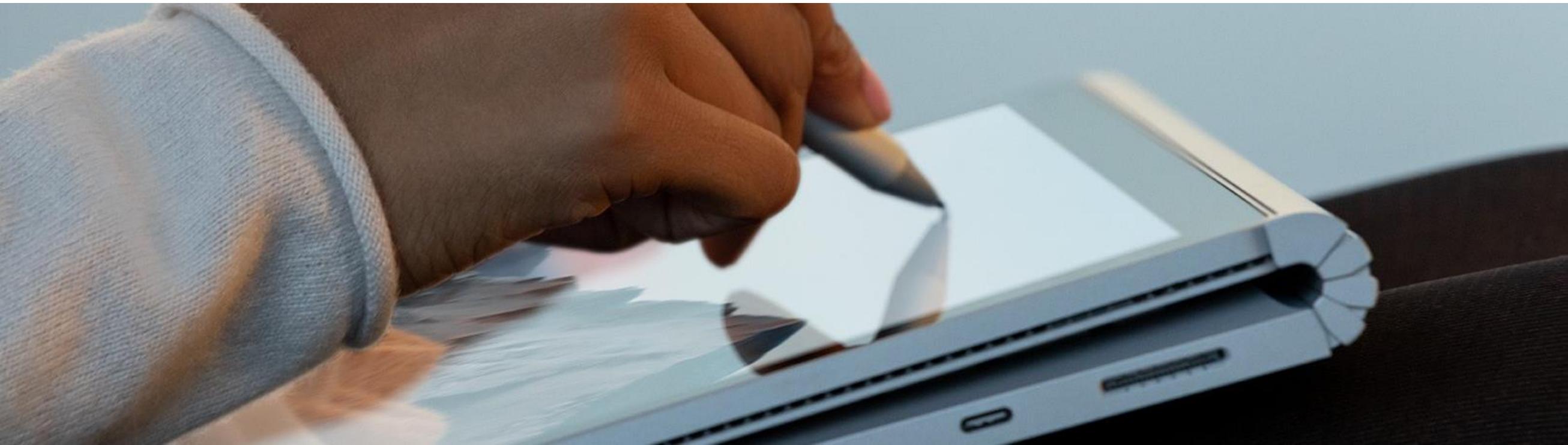
Higher expectations to be
more creative and get
more done with less



More pressure
to deliver
results faster



A focus on
shared success over
individual achievement





The innovation that defines Surface is the result of **relentless iteration** and an **obsessive commitment to our customers**.



Our Surface family



Go

The lightest, most affordable Surface 2-in-1, with a 10.5" touchscreen. Available with LTE Advanced.¹

Pro

The iconic Surface 2-in-1, now even faster and more versatile, with USB-A and USB-C®.

Pro X

Connect nearly anywhere, any time. Wherever the day takes you, you'll be a step ahead with Surface Pro X.

Laptop

The perfect everyday laptop is now even faster. Choose from two durable keyboard finishes and 13.5" or 15" touchscreens.

Book

Our most powerful Surface yet in a laptop form factor, with 13.5" or 15" detachable touchscreens.

Studio

The most immersive and powerful Surface desktop, with a 28" fully adjustable touchscreen.

Hub

The revolutionary all-in-one digital whiteboard, meetings platform, and collaborative computing device.

Meet our new additions



Surface Go 2

Connect in the office, from the field, or on the go. Our compact, lightweight 2-in-1 empowers employees to get the job done with the full power of Windows 10.



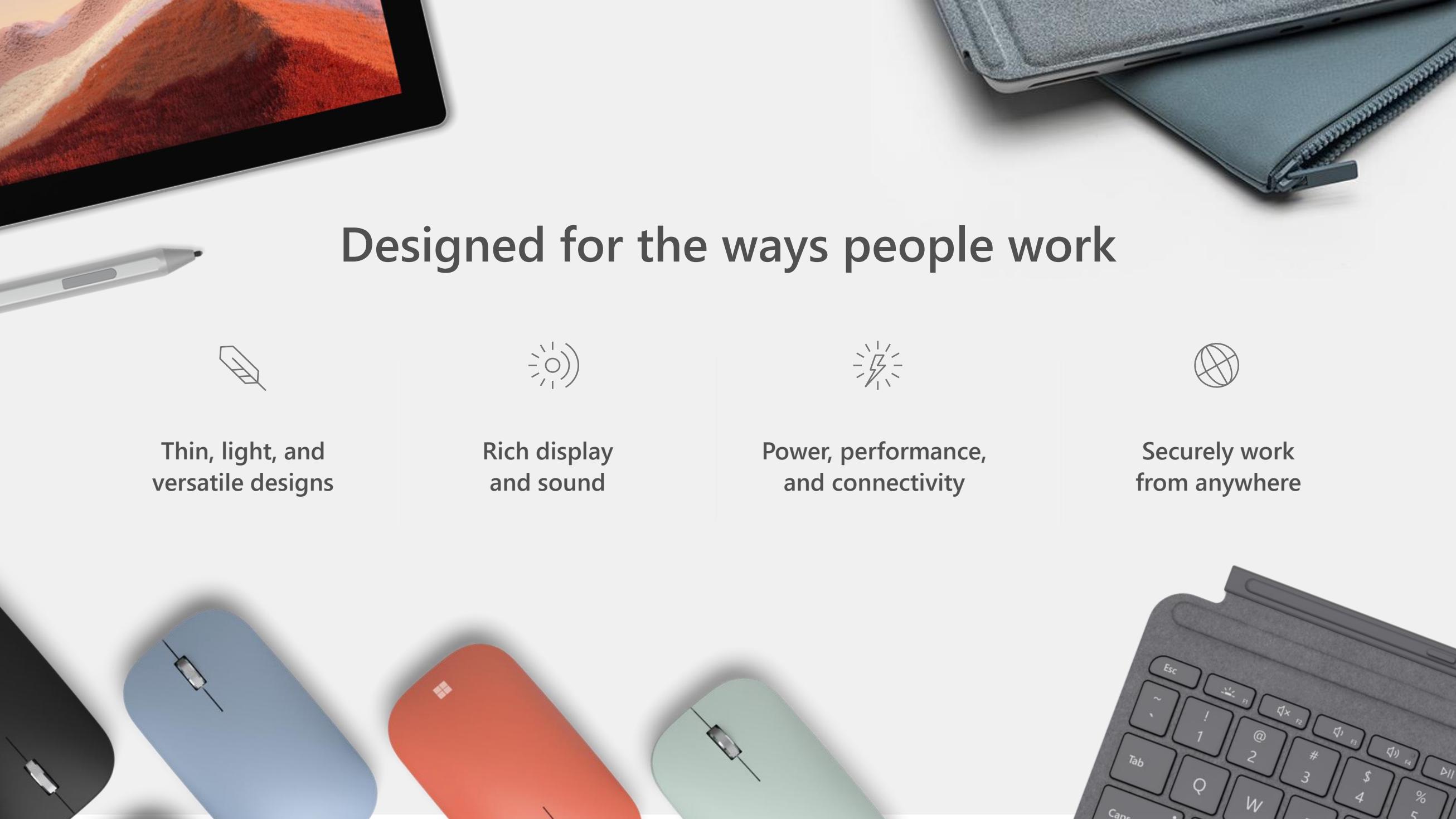
Surface Book 3

Our most powerful Surface laptop yet is faster than ever, pairing speed and graphics with the versatility of a high-performance laptop, processor-powered tablet, and portable studio.



Surface Dock 2

Transform your Surface device into a desktop PC or workstation, with more ports and Fast Charging on enabled devices.



Designed for the ways people work



Thin, light, and
versatile designs



Rich display
and sound



Power, performance,
and connectivity



Securely work
from anywhere

Multi-layered protection from Microsoft from chip to cloud

Every layer of Surface is maintained by Microsoft, giving users control, proactive protection, and peace of mind throughout the device.



Microsoft Endpoint Manager*

Secure, integrated management solution including Microsoft Intune with DFCI, Microsoft Defender Advanced Threat Protection, and Azure Active Directory.



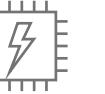
UEFI

Surface Unified Extensible Firmware Interface (UEFI) is built and maintained in-house,¹ open-source, automatic, and consistent, minimizing risk and maximizing control before the device even boots.



Windows Hello for Business

Replace passwords with strong two-factor authentication through credentials using biometrics or PIN.



TPM Chip

Discrete or firmware TPM chips help protect your most sensitive information.



Windows 10 Pro

Built-in security features and automatic updates, including BitLocker and cloud-powered intelligent security to protect your devices from modern threats.



Surface helps attract and retain top talent

72%

Of people who use Surface at work want to
use it all the time.¹

Product Satisfaction

Surface has the highest PSAT of any iPad,
Chromebook, or Windows 10 device.²

75%

Agree that Microsoft 365-powered
Surface devices have helped improve
employee satisfaction and retention.¹



The tools users care about, built into Surface for Business

Surface for Business customers save time and money with streamlined deployment, modern device management, and built-in, cloud-powered security.

Leading modern management

Easy to deploy and manage. With a custom Unified Extensible Firmware Interface (UEFI)¹ paired with Windows Autopilot, Surface Enterprise Management Mode (SEMM), and Microsoft Intune,² Surface allows IT administrators to remotely control firmware-level functionality.

Support and warranty

In addition to the standard hardware warranty, commercial customers get Advanced Exchange³—a service offering with expedited device replacement, at no additional cost.

Enterprise-grade modern security

Protect data and allow IT to control user access with BitLocker, discrete and firmware TPM chips, and cloud-powered intelligent security with Microsoft Defender Advanced Threat Protection (ATP).

Windows 10 Pro

Comes standard on Surface for Business devices, offering advanced security protections, enterprise manageability, and enhanced productivity tools.

Optimal devices for Office 365 experiences

Business customers can choose to pair Surface with Microsoft 365 commercial offerings, empowering everyone to be creative and work together, securely.





Microsoft Surface for Business

Loved by employees,
built by Microsoft



Innovation
and craftsmanship



Designed for the
ways you work



Modern security and
manageability from Microsoft

Surface devices for every role



Surface Go 2

Available with LTE Advanced



Surface Laptop 3

Surface Studio 2



Roaming customer service

- Branch work
- Nurses
- Shop floor operations
- Retail floor workers
- Students

Field servicer

- Mobile care workers
- Field technicians
- Case workers
- First responders
- Facilities operators

Mobile sales representatives

- Pharmaceutical sales reps
- Assistant district attorneys

Customer relationship managers

- Wealth advisors
- Insurance adjustors
- Physicians
- Retail store managers
- Athletics directors

Information workers

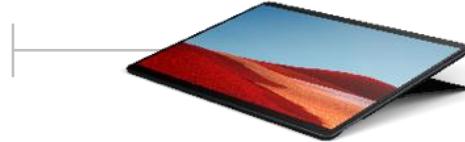
- Sr. managers
- Consultants
- Office workers

Executives

- Financial directors
- Legislative staff
- Principals
- School admins
- Professors

Engineers, designers, researchers

- Investment analysts
- Product designers



Surface Pro X

With LTE Advanced Pro



Surface Pro 7



Surface Hub 2S

Surface Book 3



Microsoft Surface for Business

A device for every kind of work



Surface Go 2

The lightest, most compact 2-in-1 now has a bigger, 10.5" touchscreen.

Available with LTE Advanced.¹

Perfect for portable power in the office, in the classroom, or out in the field.



Surface Pro 7

The iconic Surface 2-in-1, now even faster and more versatile with USB-A & USB-C®.

Perfect for ultra-light performance and the versatility you love, to keep you productive on the go.



Surface Pro X

The thinnest, lightest, most mobile Surface Pro with 13" touchscreen and LTE.

Perfect for the innovator who wants to stay connected and get work done anywhere.



Surface Laptop 3

The most popular, slim, and stylish Surface laptop in a range of colors and materials, now with 13.5" and 15" touchscreens.

Perfect for people who want to get it all done in a thin, light, and elegant design.



Surface Book 3

Our most powerful Surface laptop yet is faster than ever, now with 13.5" and 15" touchscreens.

Perfect for ultimate power and blazing-fast graphics on the go.



Surface Studio 2

The most immersive and powerful Surface desktop with a 28" fully adjustable touchscreen.

Perfect to unleash your creativity in new ways: Studio 2 supports Surface Pen* with tilt activation, Surface Dial* on-screen interaction, and Zero Gravity Hinge.



Surface Hub 2S

Surface Hub 2S is an all-in-one collaboration device built for teamwork.

Perfect for whiteboarding ideas and bringing remote teams together with advanced video conferencing tech.



Surface Go 2 for Business

Make the most of Microsoft 365* with new Surface Go 2, our lightest and most compact Surface yet.

Surface Go 2 is a faster companion to run the essential business apps you rely on every day, with 8th Gen Intel® Core™ m3 and Pentium® processors. Stay connected anywhere with optional LTE Advanced¹ connectivity, and get the manageability and security features you trust with Windows 10 Pro.



FEATURES:

Compact and light, at 10.5" and just 1.2 lb. (not including Type Cover)

Sleek, modern design with tablet-to-laptop flexibility and built-in Kickstand

8th Gen Intel® Core™ m3 and Pentium® processors power full-feature desktop software

Optional LTE Advanced¹ for on-the-go productivity

Natural typing and trackpad experience with Surface Go Type Cover*



Surface Book 3 for Business

Our most powerful Surface laptop yet is faster than ever, pairing speed and graphics with the versatility of a high-performance laptop, processor-powered tablet, and portable studio.

Surface Book 3 is a robust laptop that adapts to the ways you work, collaborate, and create.

A cutting-edge balance of performance, versatility, and mobility sets Surface Book 3 apart from the rest. Detach the screen and choose how you want to work, whether you need a processor-powered tablet or a graphics-intensive studio.



FEATURES:

Render video and motion graphics smoothly with the best graphics performance on any Surface laptop, powered by the latest NVIDIA® GeForce® or Quadro® GPUs and faster memory, with up to 2TB of lightning-fast, pro-level storage and 32GB RAM¹

Use **Surface Dial*** on screen for easy access to drawing tools, shortcuts, and controls

Take notes, sketch ideas, and write naturally with **Surface Pen***

Available in two sizes: 15" or 13.5" PixelSense™ Display

Four versatile modes of use: Laptop, Tablet, Studio, and View

All the connections needed for devices and accessories, including a USB-C® port



Surface Pro 7 for Business

The perfect balance of laptop performance and tablet mobility in a versatile design that adapts to how you work, wherever your business takes you.

The next version of Surface Pro is updated with the latest 10th Gen Intel® Core™ processors and modern ports, while keeping the iconic 2-in-1 design consistent, so you can continue to leverage investments you've already made in accessories and more.*



FEATURES:

Dual far-field Studio Mics for great Microsoft Teams calls

All-day battery life with Fast Charging¹

High-resolution 12.3" PixelSense™ Display touchscreen

Instant On and improved battery standby

Faster performance and improved graphics with the latest 10th Gen Intel Core processors

Choice of **Platinum** or **Black**

Transforms from everyday laptop to powerful tablet, to portable studio



Surface Pro X for Business

A next generation 2-in-1 that delivers leading-edge, connected versatility.

You're always one step ahead. So is Surface Pro X. Sleek design and ultimate mobility combine in our thinnest 2-in-1 ever.

Razor-thin bezels take your ideas to the edge of the brilliant 13" touchscreen.

Blazing-fast LTE gives you ultimate mobility to work virtually anywhere.

And, as a 2-in-1, Surface Pro X adapts to you, however you work your best, transforming from ultra-thin laptop to powerful tablet, to portable studio.



FEATURES:

Sleek edge-to-edge 13" PixelSense™ Display

Improved security retention with a removable hard drive¹

New Surface Slim Pen in black*

Amazingly light and portable, at just 7.3 mm

New Type Covers in black*

Designed to stand out in matte black

Ready to pair with the best modern virtual desktop experience

Blazing-fast Gigabit LTE connectivity² on every SKU

Dual far-field Studio Mics for great Microsoft Teams calls and Wake on Voice

All-day battery life³ with Fast Charging

Next-gen performance for productivity on the move

Instant On and days of battery standby

Incredible graphics performance

2x USB-C® ports and Surface Connect for modern connectivity



Surface Laptop 3 for Business

The perfect everyday laptop for people who value beauty and performance in a thin and light design, with a choice of bold colors to stand out.

Premium craftsmanship designed for productivity: The most loved Surface device now comes with better performance, all-day battery life,¹ and modern ports. And is now even more affordable.



FEATURES:

Thin, light, elegant design

Get back to work fast with **Instant On**

Faster performance and improved graphics, with the latest 10th Gen Intel® Core™ processors

Look your best even in low light, with a 720p f2.0 camera

All-day battery life,¹ with improved standby
Dual far-field Studio Mics, for great Microsoft Teams calls and Wake on Voice

Larger glass trackpad

New Omnisonic speakers delivering a more immersive sound

Industry-leading typing comfort

Vibrant 13.5" PixelSense™ display

Improved security with a removable hard drive²

USB-A and USB-C® ports for better connectivity to displays, docking stations, and more

Go from empty to full faster with Fast Charging



Surface Studio 2 for Business

Dive into brilliant color, blazing-fast graphics, and fast processors on a workstation that fuels intensive, professional-grade software.

Ideas flow when you adjust the stunning 28" display, working upright at your desktop or down low at your drafting table, with intuitive tools that let you express yourself naturally.



FEATURES:

Our most powerful Surface yet, with Intel® Core™ i7 processors, discrete NVIDIA® GeForce® GPU, and SSD storage

The strikingly large 28" PixelSense™ Display is a stunning touchscreen, with 13.5 million pixels of true-to-life color, at a 3:2 aspect ratio optimized for productivity

Create at your best angle when you work at 20 degrees down in Studio Mode, or upright in Desktop Mode

Runs intensive, professional-grade software like Adobe Creative Cloud,* AutoCAD,* Bentley Navigator,* and SolidWorks*

Video calls feel real, with a 1080p camera and tilted display, Stereo 2.1 speakers with Dolby® Audio™ Premium, and far-field microphones

The Windows 10 Pro you know, with an essential foundation and enhanced productivity to keep your business on the right track

Keep identities and information secure with more than just a password. Windows Hello biometrics provides enterprise-grade protection when you unlock your device with a look.



Surface Hub 2S for Business

Break free from the conference room with light and slim new Surface Hub 2S, a modern, mobile, collaborative canvas and remote meetings platform that brings the computing power of Windows 10 to teamwork.

Achieve untethered collaboration. Bring remote teams together with advanced videoconferencing tech. Team without obstacles, whiteboarding ideas today that anyone can pick up again tomorrow.

Meet, move, and team without boundaries.



FEATURES:

Sleek, slim design with the thinnest edge and bezel of any device in its class¹

A brilliant 4K+ screen, 4K camera, and enhanced speakers and mics

A great platform for Microsoft Teams and Skype for Business²

Next-level brainstorming, with Microsoft Whiteboard, a persistent digital canvas

Sign in to access OneDrive files or project content wirelessly with Miracast

Interact naturally with Surface Hub 2 Pen³ and touch functionality

Fully integrated Windows 10 device: natively-run, must-have Microsoft and third-party apps

Experience mobile, cordless teamwork with Steelcase Roam™ mobile stand and APC™ Charge Mobile Battery*

Microsoft Surface for Business

Complete the experience*



Surface Mice

Choose from a variety of mice to suit your needs. Ultra-portable for exceptional accuracy, work the way that's best for you.



Surface Type Covers

Transform surface devices from tablets to laptops. Enjoy a full mechanical keyset, fast and fluid typing, and a large glass trackpad for precise navigation.



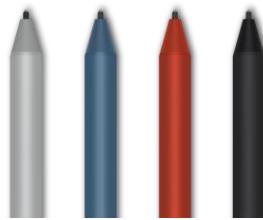
Surface Dial

Get inspired and uncover the common thread that connects Surface Dial to art, design, music, and movement. See how Surface Dial can add real-time fluidity to your process and help set your ideas free—from concept to creation.



Surface Headphones

The smarter way to listen. Music and calls sound spectacular with rich audio, active noise cancellation, and on-ear touch controls.



Surface Pen

Surface Pen is better and faster than ever, with precision ink on one end and a rubber eraser on the other—plus tilt for shading,¹ greater sensitivity, and virtually no lag.



Surface Dock 2

Transform your Surface device into a desktop PC, with all the next-gen ports you need. Featuring two video-capable USB-C® ports, and Fast Charging for accessories and phones that require no more than 15W of power.



Surface Adapters

Surface has several adapters to keep you connected, wirelessly project, or stay compatible with existing peripherals.



Surface USB-C® Travel Hub

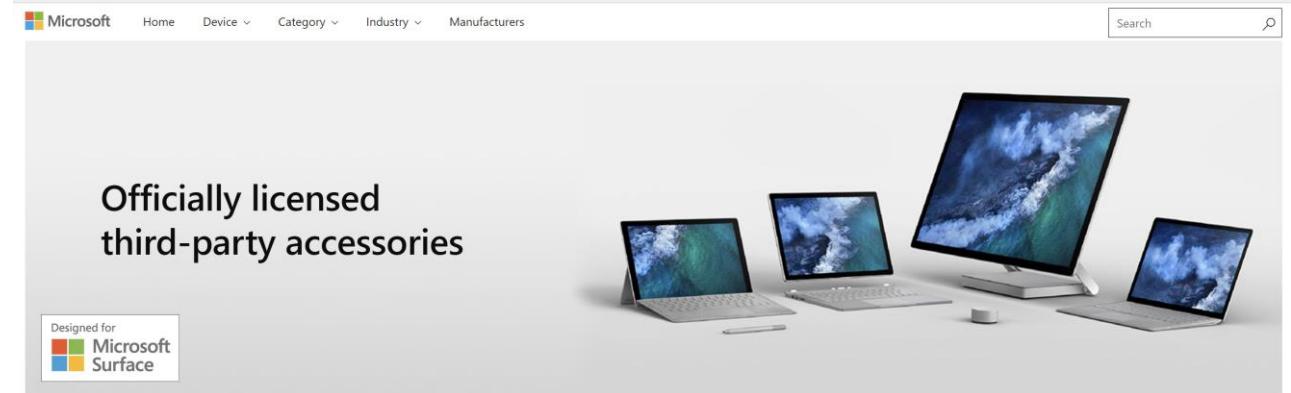
Turn your laptop into an on-the-go productivity companion with this multi-port travel adapter. Designed for on-the-go professionals, it gives you five ways to stay productive anywhere.

Best practices

Drive more targeted solutions with the **Designed for Surface** third party accessories

Leverage third-party accessories to position Surface in targeted scenarios and solutions

- Military-grade drop-protection
- Waterproofing
- Anti-microbial protection
- And more...



Featured



OtterBox Defender Case for Surface Go
Otter
MSRP \$89.95



Premium Lockable Tablet Enclosure for Microsoft Surface Go 10"
Available in Black or Silver finish
BOX IT Design, ApS (Ltd.)
MSRP \$255.00



Metropolis Series Case for Surface Pro
UAG
MSRP \$69.95



aXtion Pro MPA for Surface Go
The Joy Factory
MSRP \$199.99



STM Myth Backpack 18L
STM
MSRP \$119.95

<https://aka.ms/DFS>

Open Q & A

Please ask any question in the Q&A

We will read your questions and answer them in this meeting , or a next meeting.



Sessions

Planned Sessions	Main Topics
Friday, June 19, 2020	Modern Devices and Device Management
Friday, June 26, 2020	What's Next

Feedback Form

- Feedback on sessions

Please take 1 minute to fill the survey and help us improve!



or <https://aka.ms/WE-TechOfficeHoursSurvey>

Partner Support Resources

WE Weekly Technical Office Hours

- **Goal:** address the main technical topics around working remotely and leveraging Microsoft technology (incl. Teams, Security, Power Platform, Windows Virtual Desktop...)
- **26 June Session – aka.ms/WE-TechOfficeHours**
 - **13:00 – 14:00 CET** (12:00 – 13:00 WEST, 14:00 – 15:00 EEST)

<https://aka.ms/WE-TechOfficeHours-Materials>

Get help now

- Check out the [Technical Support Options](#) for Microsoft Partners
<https://support.microsoft.com/en-us/help/4020188/technical-support-for-microsoft-partners>
- If you have a **dedicated Partner Development Manager / Partner Technology Strategist** – reach out to them [directly](#) with your query
- If you do not have a dedicated Partner Development Manager / Partner Technology Strategist, and you need **guidance on a specific customer scenario** (pre-sales technical or deployment assistance) – make use of your [advisory hours](#) and reach out to [Partner Technical Services](#)

Other Partner Resources

- **Best practices and discussion for remote work**
 - [Best practices](#), based on Microsoft internal learnings
 - (new) [Microsoft Tech Community](#) forum for discussing / sharing best practices
- **Enabling Microsoft Teams**
 - We recommend that partners lead with the [CSP Trial](#). See details in our [news article](#).
 - For customers who **don't align to the CSP Trial**, partners can get access to the **Office 365 E1 Trial** for them. Go to [Partner Center Support](#) and click on *CSP > Cannot find an offer in the catalog*.
- **Resources for Education Partners**
 - Check out the [EDU Partner Flash on Yammer](#)
 - **[Office 365 A1 – Free](#)** versions to **all educational institutions**: unlimited chat, built-in group and one-on-one audio or video calling, 10 GB of team file storage, and 2 GB of personal file storage per user. You also get real-time collaboration with the Office apps for web, including Word, Excel, PowerPoint, and OneNote. No restrictions for # of users.
 - **[Microsoft Teams for Free](#)** (**Individuals** and **IT roll-out** – in Office 365 A1 above): unlimited chat, built-in group and one-on-one audio or video calling, 10 GB of team file storage, and 2 GB of personal file storage per user.
 - **[Minecraft: Education Edition](#)**: We've extended access to Minecraft: Education Edition to all free and paid O365 Education accounts through the end of June 2020 and published a [M:EE remote learning toolkit](#) with links to >100 Minecraft lessons and STEM curriculum.

Thank You!

