

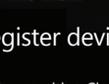
Autopilot and Surface: A new approach

Remote workforces. Expanded network perimeters. New customer demands. Modern device management can be a complex process. But it doesn't have to be.

Today, every Surface device comes Autopilot-ready, so that partners can:

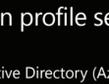
-  Differentiate themselves from other resellers
-  Save time and money with zero-touch deployment
-  Evolve into a high-value, modern manageability practice
-  Deliver the optimum Microsoft Surface experience to their customers

Autopilot is a cloud-driven technology that allows partners to deploy and configure devices in three easy steps. With Autopilot, partners can ship devices directly to end-users with policies, settings, and applications preinstalled or ready to load at first touch.



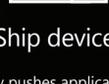
Register devices

Microsoft pairs the buyer with a Cloud Solution Provider (CSP), which enrolls the devices into Windows Autopilot.



Assign profile settings

IT uses its Azure Active Directory (Azure AD) portal and Intune to create custom profiles and settings that will load once the user turns on the device.



Ship devices

Intune automatically pushes applications, policies, and settings to the new device within minutes. Applications are automatically tied to Azure AD. The device then enters full lifecycle management, where it continues to benefit from zero-touch modifications.

Instant, secure deployment

391.1M

Total shipments for PC devices in 2019, including desktops, notebooks, workstations, and tablets, according to International Data Corporation (IDC).

With Autopilot on Surface, German IT service provider Aluxo was able to seamlessly deploy new devices to a completely remote workforce.

Aluxo requires a one-time fee for consulting and discovery, as well as a monthly subscription per user. When a customer chooses Surface with Autopilot, they also provide "device as a service" offerings to drive Surface and Microsoft 365 revenue without any additional effort.

"We sent 60 different packages to those people and then it was installed automatically through Autopilot." Zero-touch management is "like a miracle for our customers."



—Marcus Rieck
Managing Director
Aluxo

"We have seen large growth in the Surface business as a result... When you show them everything that's possible, you're no longer just selling a product. You're selling a solution and then you become their trusted solution provider. You help them transform."



—Trevor Ferguson
Sr. Microsoft Surface Team Manager
SHI

"Our deployment was smooth as silk. I really couldn't be happier. Microsoft worked shoulder to shoulder with our IT staff to help us deploy thousands of devices in a very short amount of time."



—Grant Litfin
District Assistant Superintendent,
Administrative Services
Tustin Unified School District

7,900

The number of Microsoft Surface Pro devices Tustin Unified School District provided for students across four high schools.

Autopilot and Intune pre-enrolled and configured each device automatically, so students were able to sign in and begin work right out of the box.

"This is beneficial for us, as customers don't want to go for 'old' solutions. Most resellers offer solutions that customers like. Offering Surface and Autopilot (of course with full Microsoft 365) is a solution the customer will fall in love with. Competitors seem like kids in this regard."



—Marcus Rieck
Managing Director
Aluxo

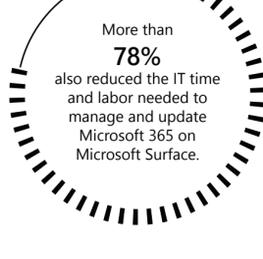
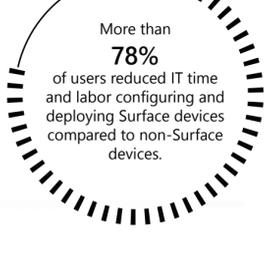
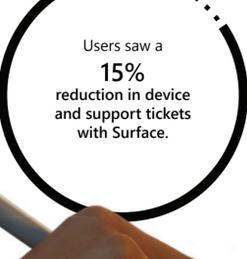
Happy customers

Surface devices are purpose-built to increase performance with innovative features that streamline deployment and use. By eliminating costly deployment barriers, partners are able to roll out higher quantities of Surface devices to their customers more efficiently.

In a survey of more than 300 organizations, Forrester Consulting found that:

"It's like some people cannot imagine how easy it is because everybody has this old image in their head, like, 'I have to image the device with a DVD or USB drive or something.' Just try it and see that it's an amazing thing."

—Marcus Rieck
Managing Director
Aluxo



Save time and money

Autopilot on Surface gives partners the opportunity to provide their customers with even more value.

In a report commissioned by Microsoft, Forrester Consulting calculated the benefits associated with Autopilot-driven Surface device and application provisioning. For a representative composite organization with 1,500 employees:

\$680,000

The risk-adjusted amount the composite company is projected to realize over a three-year period as a direct result of automated device and application provisioning.



IT saves more than 25 minutes configuring each device



Application provisioning time is reduced by 2.6 hours per application request



Device security and customization times are reduced by 2.5 hours per device

"From an IT perspective, they're saving a whole lot of time, resources, and money not having to image machines and touch them anymore."

—Trevor Ferguson
Sr. Microsoft Surface Team Manager
SHI

Ready to get started?

Streamlined deployment, modern device management, and the best security solutions Microsoft has to offer. Autopilot-enabled Surface devices deliver the intelligent features, flexibility, and control you need to grow your business.

- [➔ Learn more about zero-touch deployment](#)
- [➔ Zero-touch deployment with Surface training for partners](#)
- [➔ Case studies: Tustin Unified School District and City of Lokeren](#)