

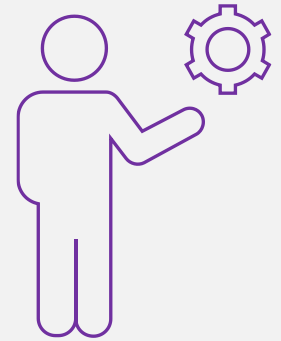
Empower customer productivity while working remotely with Microsoft Teams



Help your customers optimize Microsoft 365 for today's remote work

Microsoft 365 is a feature-rich toolkit designed for the modern mobile workforce. All parts of this cloud-enabled suite of applications and services are made to work in concert with one another. Microsoft Teams orchestrates and optimizes the features of the apps that users rely on every day to empower virtual work and productivity.

Microsoft Teams helps your customers realize their collaborative vision—and the full business value of their Microsoft 365 investment. Encourage each of your customers to build momentum around this centralized hub for teamwork.

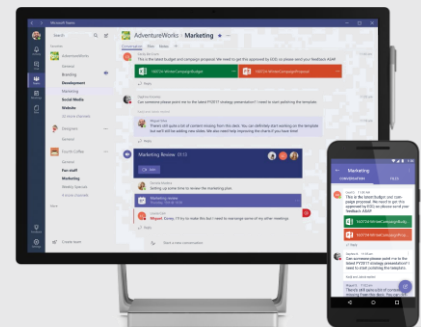
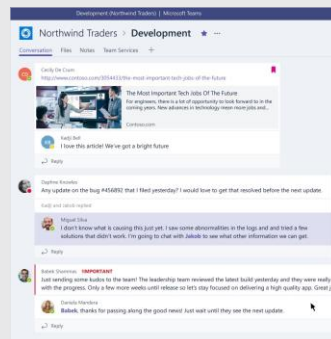


Excite customers about their potential for productivity

- Demonstrate how teams can invigorate communications through chat, audio, or video conversations, email integration, and even support for emojis and memes.
- Show each customer how to use Microsoft Teams to integrate the features of the Office suite and unify their teams, content, and tools.
- Emphasize how having a hub for teamwork can help meet advanced security and compliance requirements.
- Offer your billable training and support services for Microsoft Teams, deepening the customer relationship.
- Consider developing intelligent apps that work with Microsoft Teams Tabs, Connectors, and bots, to help streamline and customize the customer workspace.



MICROSOFT TEAMS



Introduce customers to the business benefits of Microsoft Teams

Ready to start the conversation with customers? Begin by discussing the following capabilities:

Get instant access to the people, content, and tools that drive today's diverse teams

- Use the hub for teamwork to meet, work, share, and chat.
- Organize team conversations with channels, which let you group discussions by topic, discipline, project –or just for fun.
- Share screens and collaborate on content from within Microsoft Teams.
- Get rich scheduling features, with built-in access to team member and free/busy calendar availability.
- Integrate with other Office 365 apps, including Word, PowerPoint, SharePoint, Excel, Skype for Business, and Outlook.
- Search across people, files, and chat threads.

Customize each team's collaborative workspace to encourage creativity and efficiency

- Use Tabs, Connectors, and automation bots to make team workspaces their own and simplify access to the tools and services that teams use most.
- Gather information and streamline tasks from within the workflow, with support for cross-channel and third-party bots.
- Configure tabs to customize the environment with Microsoft or third-party services, including Visual Studio Team Services, Trello, and SAP.
- Bring teams together with mobile access and accessibility features.

Preserve peace of mind with the security and stability of Microsoft 365

- Help protect important IP through multifactor authentication and built-in information protection.
- Get support for standards such as SOC 1, SOC 2, EU Model Clauses, and HIPAA.

➔ Show your customers the power of Microsoft Teams

Five steps to help maximize the value of Microsoft Teams:

1

Learn about Microsoft Teams so that you can have a conversation with your customer about how Teamwork can help maximize productivity.

2

Talk with each customer about how Microsoft Teams can help their employees collaborate more effectively and magnify productivity.

3

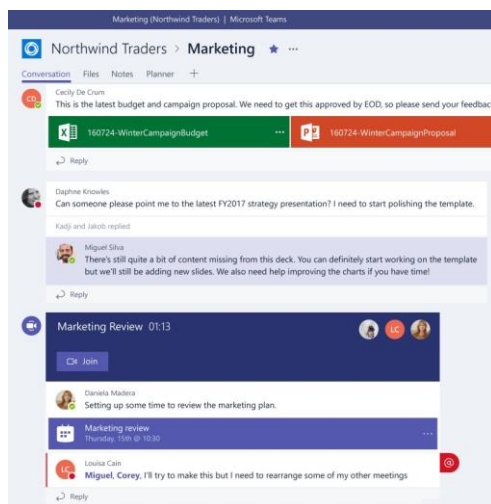
Plan a customer event, including a demonstration of Microsoft Teams in your customer's environment.

4

Consider which billable customer training opportunities you can provide around Microsoft Teams and the full line of Microsoft 365 capabilities.

5

Leverage the Microsoft Teams Sales Formula and the Teams Quick Start Kit to ramp up your new practice.



Learn more about Microsoft Teams:

- [Get started with Microsoft Teams](#)
- [Welcome to Microsoft Teams](#)
- [Achieve more with Microsoft Teams](#)
- [Microsoft Teams Interactive Demo](#)
- [Teams Help Center](#)
- [Microsoft Teams Sales Formula](#)