



| EBOOK

Microsoft 365 & Surface : Better together

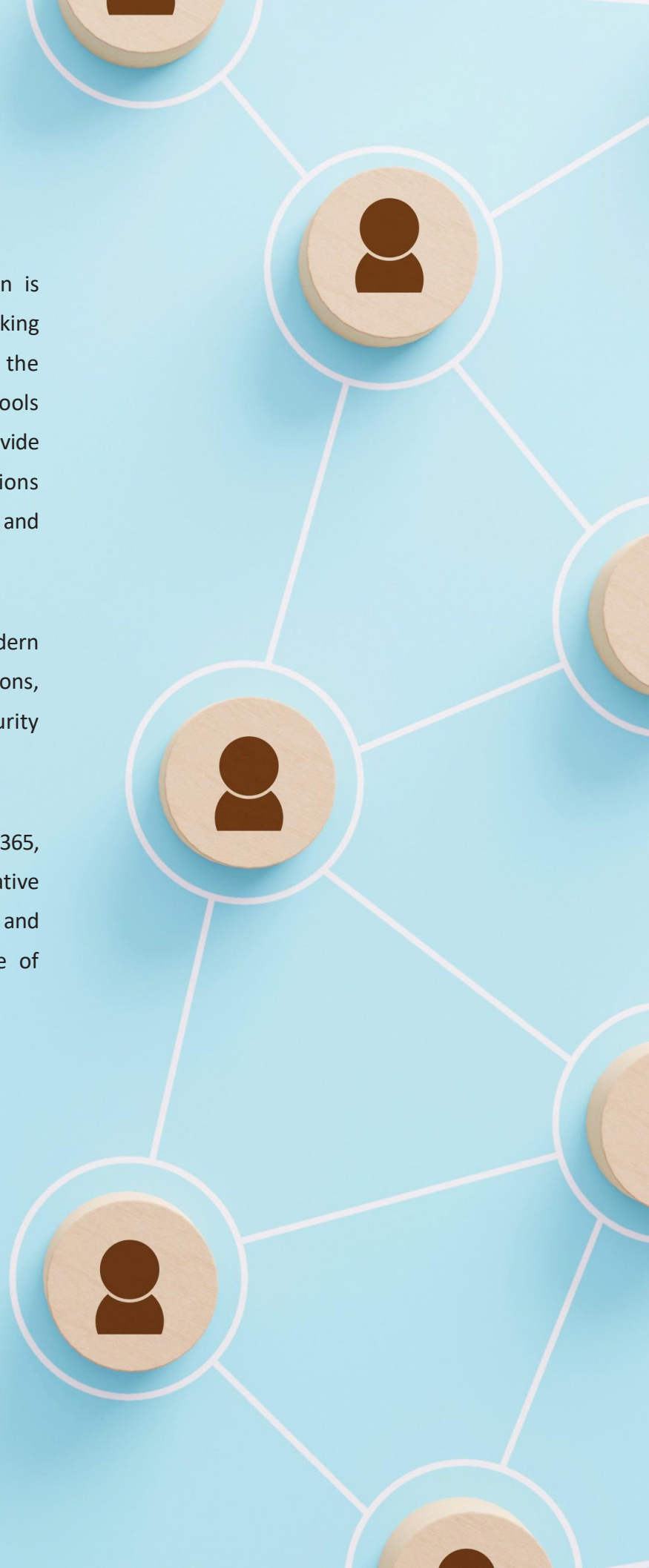
Make IT management easy by combining Microsoft 365 & Surface



How to implement the company's digital transformation is the essential question that managers and teams are asking themselves today. Among the various pillars of the strategy to be deployed, the question of employee tools takes a central place. Indeed, IT teams are asked to provide their employees with more efficient and secure solutions and work equipment to maintain worker productivity and facilitate management by IT teams.

Implementing solutions that facilitate a «Modern Workplace» framework is essential for organisations, especially in a hybrid work environment where security threats are more relevant than ever.

By combining Surface devices with Microsoft 365, employees benefit from a modern, collaborative environment that promotes business interaction and productivity, without compromising security or ease of management by IT staff.





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1. Improved productivity and employee experience

- Work easily from anywhere

Mobility made easy with the Surface range

The Surface models combine the benefits of both laptop and tablet while offering industry-leading performance and unparalleled Microsoft software integration.

Their design and light weight allows your teams to work efficiently thanks to a long battery life and the added value of Microsoft 365 applications:

Surface Laptop 4: the perfect alternative between elegance and performance

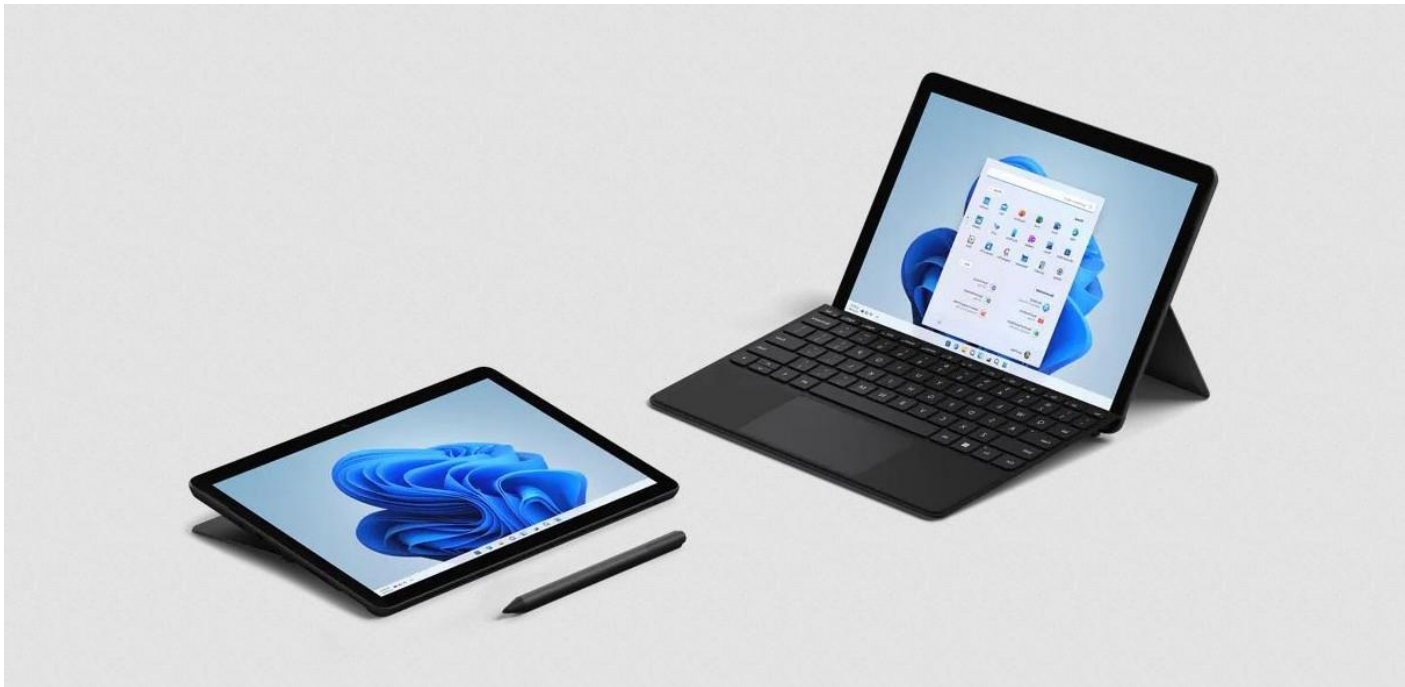
With the Surface Laptop 4, you'll be able to get things done with peace of mind, thanks to an amazing battery life of up to 19 hours, a removable SSD drive to keep your information under control, a 720p HD camera for video calls on Teams, and a computer that's up to 70% faster than before thanks to its powerful processor.



Surface Pro 8: the most powerful model Give your employees a powerful and flexible tool to boost productivity by transforming your laptop into a tablet mode with a pen and draw directly on your screen with the same feel and precision as a pen on paper. Enhance team collaboration without limits and meet the needs of your business and employees with high-performance Wi-Fi 6 and 4G+ connections to stay connected and productive wherever they are.

Surface Go 3 : the compact and lightweight choice

The Surface Go 3 can be used as a laptop or tablet, allowing you to get things done faster via touch interaction or a digital pen. With up to 11 hours of battery life and 4G+ support when your team is on the move, it's a great way to keep your team connected to your customers. The Surface Go 3 is the perfect tool to make the day-to-day work of frontline employees easier.



The word of the expert :

« The advantage of equipping all employees with Surface computers and tablets is that the accessories from one Surface model to another are identical. For example, it is possible to temporarily provide unused docking stations or portable batteries to employees who have forgotten their accessories at home, which is a common occurrence when employees alternate between telecommuting and working at the office. »

(Franck Pelloux, Multi-cloud Business Manager)

- Collaborate effectively with Microsoft Teams

Access your documents wherever you are with Microsoft 365

Microsoft 365 allows employees to work and access their documents from anywhere through its cloud services Microsoft Teams, SharePoint and OneDrive. Everyone has access to their personal or team documents; all they need is an internet connection to access them. In a hybrid work environment, equipping employees with lightweight laptops and PCs, while giving them the ability to easily access their documents, facilitates the transition from on-site to teleworking, thereby maintaining their usual productivity.

Stay connected with colleagues and customers with Microsoft Teams

In addition to sharing and collaborating on documents in real time, it is the Meetings feature that is widely used by Microsoft Teams users. Here again, the combination of Surface and Microsoft 365 makes meetings even more interactive, thanks to the HD cameras integrated into the PCs. What used to be an ancillary feature has become a key selection criterion for IT managers when it comes to renewing their PC fleet.

In a hybrid work environment, the Microsoft Surface Hub 2S also makes sense. Specifically designed for teamwork, the Surface Hub combines an interactive whiteboard, long-range microphones and integrated HD cameras to facilitate collaboration in dispersed teams.





Surface Hub 2S :

the essential teamwork support Bring your meetings to life interactively with the Surface Hub 2S featuring an interactive whiteboard (usable with a digital pen) and HD cameras.

Unleash your creativity by combining the whiteboard and Surface

With the Surface Hub, start a meeting with your colleagues, join a scheduled meeting, or invite someone to join a call with a single click using the touch screen. Once connected with your colleagues, you can start working on shared files, drawing and taking notes on the interactive whiteboard with the digital pen. The Surface Hub 2S becomes a tool for employee creativity and productivity by facilitating the brainstorming and teamwork process.



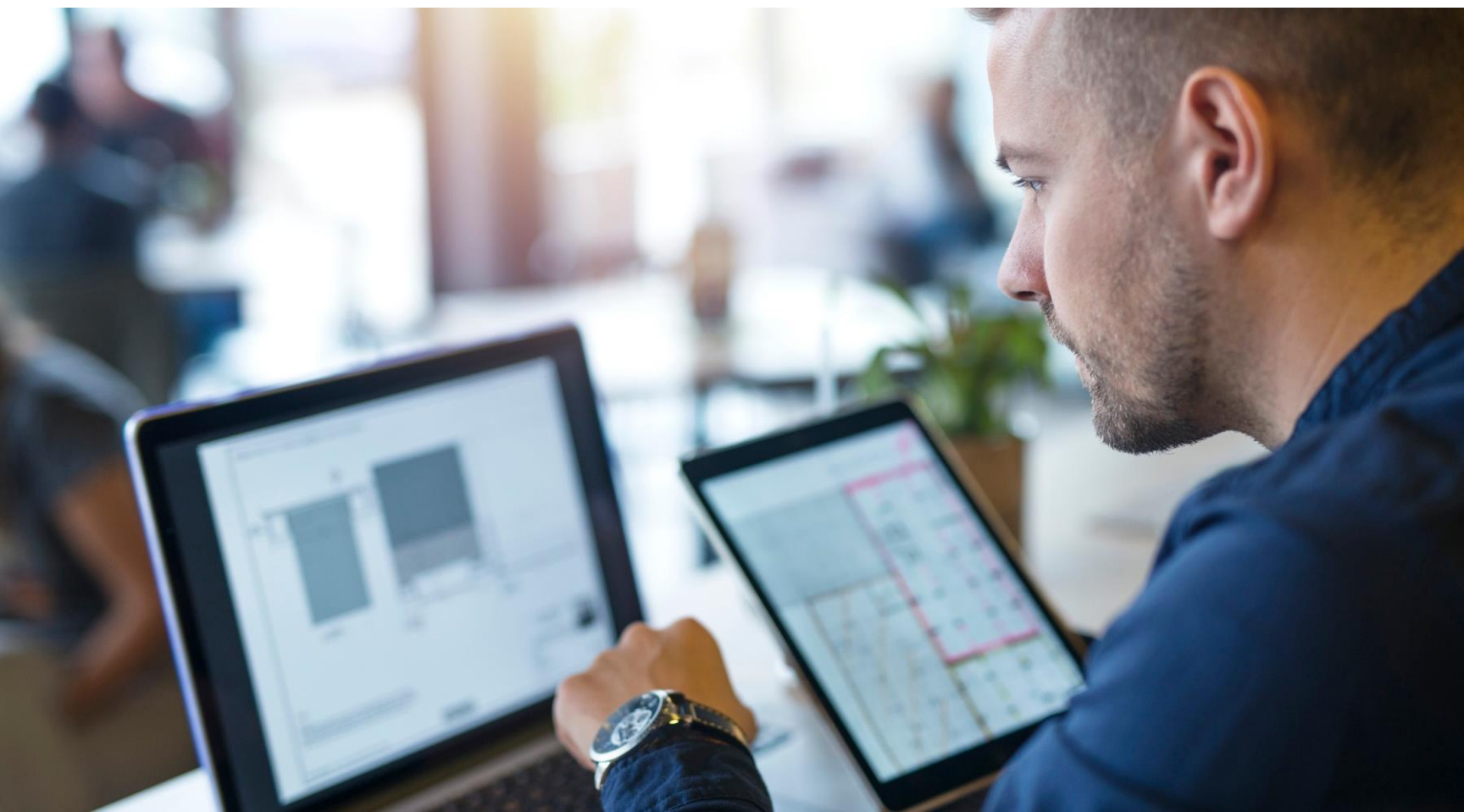
Productivity is the big winner of the Microsoft 365 and Surface combination

In today's highly competitive work environment, companies are facing increasing competition. The combination of Surface devices and Microsoft 365 can be a real asset when it comes to providing the best employee experience.

Some figures to illustrate this:

- 82% of companies surveyed agree that Surface devices running M365 have helped improve employee retention.
- 80% of companies surveyed agreed that the Surface devices under M365 have helped position their company as a leading employer.
- 85% of companies surveyed said that Surface devices running Microsoft 365 helped their employees collaborate more, and 80% said the devices made their employees more creative.

Forrester Total Economic Impact™ Study Commissioned By Microsoft July 2020



- **Get support from our experts to optimise your work practices**

At Bechtle we offer tailor-made workshops to explore in detail the collaborative features of Microsoft 365 and the use cases specific to your organisation.



Immersion 365

Online or face-to-face workshop for half a day or more, designed to put into practice the functionalities of Office 365 and the new features based on business use cases and including simulations in a demo environment.

Modernize Communications

A 3-day mission to help you deploy Microsoft Teams Calling. Connect your phone calls to your collaboration application to improve the productivity of your employees.

Hybrid Meetings

A 3-day assignment to help you deploy the Microsoft Teams collaboration solution in your organisation, including learning about the device and meeting room features related to Microsoft Teams.

Contact our expert for more information:

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2. Combine security and optimized management of your IT assets

- Ensure the security of your devices, access and data

Device security: features included in the Surface range

Microsoft 365 and Surface are a unified platform offering all the security features of Windows.

All Surface portfolio devices come with a custom camera designed for Windows Hello. This is a more personal and secure way to instantly access your Windows 11 devices using a PIN, fingerprint or face recognition.

Windows Defender is integrated and does not require additional deployment, simplifying management and optimising device start-up for a true out-of-the-box experience.

Access security: Microsoft 365 multi-factor authentication

When logging in for the first time from a new device or application, a two-step verification process is implemented to check the identity of the person wishing to log in.

The user must therefore first identify himself with his login and password, then proceed to a second verification of his identity by confirming the connection in one of the following ways:

- Enter the code received by text message on their mobile phone
- Answering a phone call on your mobile
- Using fingerprint or facial recognition; etc.

« A study by Microsoft estimates that more than 99% of identity-related attacks could be prevented if MFA was implemented. This is the first line of defence against a threat that is increasingly targeting SMEs, which often finds it difficult to recover from such an attack. »

Bechtle Specialist

Defence against threats

Microsoft Defender for Office 365 is a leading solution for identifying email threats.

After the identification phase, it is a matter of protecting oneself, analysing the threats and refining responses to potentially similar threats in the future. All e-mails received are verified and accessible to the user once the risk has been eliminated.

Microsoft Defender for Office 365 provides essential security against the growing threats of the Covid19 and teleworking age.

New: Microsoft Defender for Business & Microsoft Defender for Endpoint P1/P2

Microsoft Defender for Business is an endpoint that aims to protect your endpoints, both desktops and servers. This solution is designed specifically for businesses with up to 300 employees and provides device-wide security with built-in automation and intelligence to accelerate threat protection, detection and response. The solution

allows for built-in installation and enforcement of security policies to ensure protection without the need for an expert to configure it.

Microsoft Defender for Endpoint is an enterprise endpoint security platform designed to help enterprise networks prevent, detect, investigate and respond to advanced threats. Defender for Endpoint provides advanced threat protection that includes antivirus, antimalware, ransomware prevention, and centralized management.

Two plans are available:

- P1 including next generation protection, attack surface reduction, manual response actions, centralized management, security reporting and API
- P2 including Defender for Endpoint P 1, plus Device Discovery, Threat and Vulnerability Management, Threat Scanning, Automated Review and Response, Advanced Discovery, Endpoint Detection and Response.



- Easily manage your IT assets

Safety by design

With hardware and software designed, built and tested together by Microsoft, users can be confident that they are productive and protected by leading-edge technologies, from the chip to the cloud.

Windows updates keep you one step ahead of new security threats. Windows 11 was designed from the ground up to be more secure than ever and uses the latest hardware features to improve security.

Every component of Microsoft 365, from firmware to Windows 11, is provided by Microsoft. With a UEFI and Windows Update for Business specifically designed to address evolving threats, end-to-end protection is secure and simplified.



Simplified management

Device management

As employee mobility becomes a permanent feature of businesses, it is essential for managers to have a complete understanding of the devices used by employees. At Microsoft, device management is achieved through the Intune tool and in particular the Autopilot functionality.

The Autopilot feature makes it quick and easy to deploy and configure Windows for new devices. For existing PCs supplied by the company, Intune allows IT teams to define and deploy security policies and settings.

For organisations concerned with BYOD (Bring Your Own Device), IT teams can establish application-based access rules based on multi-factor authentication. This is an additional option for users who do not want to register their personal PCs with Intune. Microsoft Intune is therefore a fundamental support in securing remote working, as once the configurations are made from a security perspective, Intune allows the deployment of these settings to all active devices within an organization.

User management

The management of your license and user portfolio is done entirely from the Microsoft 365 Administration Center. This is where administrators can set the recurrence of a user's password expiration and customize self-service password resets. This is a very welcome feature and it relieves IT teams of basic support tasks, freeing up resources for higher value business projects.

The economic impact of Surface combined with Microsoft 365

Microsoft commissioned Forrester Consulting to conduct a Total Economic Impact™ (TEI) study to examine the potential return on investment (ROI) that companies can achieve by implementing Microsoft 365 Enterprise (E5) on Microsoft Surface devices, taking a close look at how Microsoft Surface helps increase Microsoft's business benefits 365.

The purpose of this study is to provide readers with a framework for assessing the potential financial impact of Microsoft 365-powered Surface devices on their organisations. Forrester surveyed and interviewed hundreds of customers in seven countries with experience using Microsoft 365 running on Microsoft Surface devices:

- 171% Return on investment
- Repayment of the investment within 14 months
- 2 hours saved per day in efficiency and productivity

Endpoint Management Workshop

Microsoft Endpoint Management combines the services and tools you use to manage and monitor mobile devices, desktops, virtual machines, embedded devices and servers.

We offer you a workshop to implement the Autopilot functionality on one of your machines/VM. Autopilot is the onboarding functionality of your users in Zero Touch mode, through a modern terminal management.



- Enjoy the benefits of the CSP model with Bechtle Clouds

The advantages of the CSP (Cloud Solution Provider) model

Microsoft 365 licences are available for purchase through Microsoft's CSP model. This model allows Tier 1 partners to resell cloud services via their own platforms. The Bechtle Group has its own cloud platform for provisioning Microsoft 365 licences in less than five minutes: Bechtle Clouds. One of the advantages of Bechtle Clouds is the flexibility it offers customers in terms of subscriptions. It is possible to opt for subscriptions with a monthly commitment and automatic renewal. This flexibility allows you to cope with short-term demands, for example, when you take on extra staff during the peak season and then downsize once the business period is back to normal. The CSP model therefore allows you to match your licensing needs to your business requirements. For employees on permanent contracts, however, it makes more sense to opt for a 12-month commitment, which is financially more advantageous in the long run. To purchase new licences, reduce or cancel subscriptions, simply log in to the Bechtle Clouds portal with your user name and password to manage your licences independently and almost instantaneously. In addition to flexible subscription conditions, Bechtle Clouds customers are also attracted to the autonomy of licence management.



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