

# Meet Microsoft's Modern Workplace

As businesses adapt to remote work, they face challenges in productivity, data and AI security and cost management. As a solution, AI has stealthily become an integral part of our daily routines, subtly improving the way we experience the world and making our lives more efficient across diverse industries.

With TD SYNEX, Microsoft has designed two enablement journeys, supporting you to drive:

- Secure productivity
- Empowered creativity and efficiency with Copilot for Microsoft 365

Accessing our industry-recognized Destination AI program, the Copilot for Microsoft 365 Enablement journey brings the entire AI ecosystem to Microsoft partners' fingertips.

## Why Modern Work and TD SYNEX?

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| <p><b>1 Start Your Business Fast</b></p> <p>Tailored partner enablement journey to maximize support, value and customer satisfaction at every step of the way – enjoy exclusive access to our support experts prior to, during and after every sale.</p> | <p><b>2 Accelerate Your Growth</b></p> <p>Leverage Cloud Labs and Customer Immersion Experiences that leave customers in awe. Plus, achieve your first Designation participating in the TD SYNEX AI Partner Program.</p> | <p><b>3 Streamline Your Software-as-a-Service (SaaS) Business</b></p> <p>Gain insights on security management and product adoption through StreamOne® SecOps and lifecycle management capabilities that will help you stay focused on growing your business.</p> |
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## Your Modern Work Opportunity *Tools and trainings for enabling your success*

### Business Fundamentals

Customers can reduce operative spending by adopting Microsoft Workplace solutions thanks to consolidating licensing. Start with digital and hands-on trainings designed to equip your organization with expertise. You can also unlock tailored curricula aligned to the Microsoft AI Cloud Partner Program (MAICPP).

### Defining Your Path Toward Your First Designation

Acquiring a Modern Work Designation requires focus and investment. With TD SYNEX, we provide an exclusive partner program to accelerate your performance on Microsoft foundational technologies: Modern Work and Azure Infrastructure. We offer tailored support, exclusive incentives and promotions to foster skill enhancement and mastery through targeted sales and technical training.

### Technical Fundamentals

Take the next step with our suite of technical training tools and partner communities, guided by Microsoft Certified Trainees and Cloud Architects.

- **Technical training:** Monthly technical workshops led by design sales engineers covering Microsoft technical terminology, demonstrations and best practices for secure productivity and Copilot implementation and adoption.
- **Certification training:** Validate your expertise and meet your Microsoft skilling requirements.
- **Weekly tech series:** Local community updates covering a variety of topics for Microsoft Azure and Modern Workplace offerings designed to help you meet your business goals.

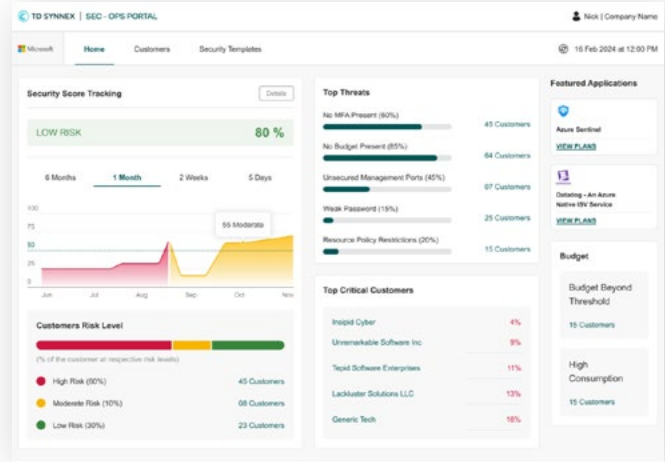
## StreamOne®, TD SYNEX Platform Optimized for SaaS Management

Whether it's reducing customer exposure or leveraging deep insights, StreamOne® facilitates robust management of SaaS solutions at scale. It empowers businesses to streamline their operations, scale their Modern Work SaaS business and enhance workplace security. With tools specifically designed to simplify processes, StreamOne® Security Operations (SecOps) functionality provides insightful analytics to identify and mitigate workplace security risks, ensuring secure productivity practices.

### Security Management

Monitor and act on Microsoft Security Threats and risk status aggregated and per account.

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- 2 Apply security settings at scale to standardize your customer's security settings
- 3 Review recommended products to security gaps based on their customer's settings and environment.



### Customer Immersion Experiences and Cloud Labs

TD SYNEX's Customer Immersion Experiences and Cloud Labs offer a hands-on approach for partners to explore, master and showcase Microsoft technologies. Containing hundreds of curated content resources for a real-life simulation, partners are free to book their Cloud Lab and win more business!

"To be honest, coming from a sales background, this sales methodology, I would say, was the best I've ever had because, for the customer, it didn't feel like sales. It felt like a workshop where they could test the product."

Egil Svindal Fernando  
Chief Executive Officer,  
Sigma Technology Elevate



### Modern Work Support, Services, Demand Generation and Much More!

We provide comprehensive Cloud Services Provider (CSP) Modern Work Support, Demand Generation Services and Modern Work White-Labeled Services, as well as a variety of other offerings. Our goal is to enhance productivity, drive growth and deliver exceptional services tailored to meet your needs. With our expertise, we ensure your business thrives in a dynamic and competitive environment.