



Skype for Business to Microsoft Teams Quick Start Guide for Partners

Partner Readiness Kit

Welcome! We're glad you're interested in moving your Skype for Business customers to Microsoft Teams.

Check out our four partner ramp-up guides that will enable you to plan your customers journey from Skype for Business to Microsoft Teams. Upgrading your customers to Teams will not only expand customer engagements, but will also grow your collaboration and communication offerings.



Let's get started! The Partner Readiness Kit will help you develop the skills and knowledge required to engage with customers on the Skype for Business to Teams journey. It provides assets that will provide customers with an action plan for beginning their journey.

Overview

The overview assets will provide an introduction into the Skype for Business to Microsoft Teams journey.



Overview Guide

An overview with all the go-to-market guidance on upgrading customers from Skype for Business to Teams.



Practical Guidance

Review Teams best practices and tips, you can use to help your customers drive adoption and make the best use of Teams within their organization.



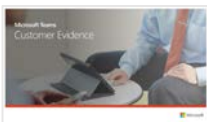
Skype for Business to Microsoft Teams FAQ

Answers to the why's and how's behind the Skype for Business transition to Teams.



Customer Targeting Guide

Use My Insights dashboard to identify opportunities within your existing customer base.



Microsoft Teams Customer Evidence

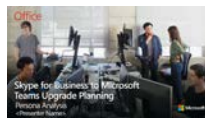
Review customer stories from organizations like yours! Learn best practices to rollout your Microsoft Teams offering.

Upgrade Planning Workshop

The goal of the planning engagement is to educate partners about the upgrade process from Skype for Business to Teams.



Skype for Business to Teams Upgrade Basic Planning Workshop Overview



Skype for Business to Teams Upgrade Basic Planning - Persona Analysis



Skype for Business to Teams Upgrade Pre-Engagement Questionnaire



Skype for Business to Teams Upgrade Basic Planning Delivery Guide



Skype for Business to Teams Upgrade Journey - Upgrade Basic



Skype for Business to Teams Upgrade Planning - Environmental Questionnaire

Next steps

1. Use the marketing assets to proactively engage customers.
2. Talk with your customers about the upgrading process with the customer landing kit.
3. Close sales opportunities with the partner offer kit.

Other Resources

1. [Skype for Business to Microsoft Teams Roadmap](#)
2. [Success with Teams](#)
3. [Skype for Business to Teams Customer Upgrade Success Kit](#)
4. [Microsoft 365 Intelligent Communications for Partners](#)
5. [Microsoft Teams Documentation and Practical Guidance](#)



Build on the foundation of the Partner Readiness Kit with these go to market materials to proactively engage customers, educate customers on the value of Microsoft Teams and Intelligent Communications. Start conversations today with your current Skype for Business customers as they plan their upgrade to Microsoft Teams.



Benefits of the Microsoft Teams Journey

Show your customers how meetings, chat, and collaboration are now easier than ever to use within Microsoft Teams in this before and after comparison.



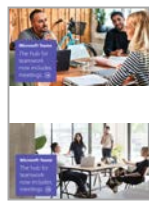
Customer Email Template

Proactively engage with customers on the journey to Teams. Use this customer OFT template for scheduling an Upgrade Planning Workshop.



Microsoft Teams Visual Flyer

A simple visual guide that shows customers the advantages and benefits of upgrading to Microsoft Teams.



To-Customer Social Assets

Influence customers and drive awareness to the benefits of upgrading to Microsoft Teams with these social banners.



Landing Page

Customizable landing page to educate customers on Microsoft Teams and Intelligent Communications.

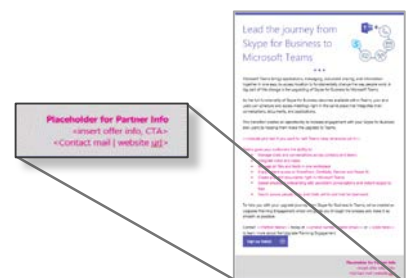


Customer Prospecting Flyer

Leave-behind for customers on the opportunities with Microsoft Teams.

Customer identification guidance

1. Identify potential customers from your existing customer base, see Customer Targeting guidance in the Partner Readiness Kit.
2. Create a target list and proactively engage with customers.
3. Use the social networking resources to generate interest.
4. Prepare and personalize materials, such as the Microsoft Teams Visual Flyer, using social channels to share insights on customers beginning their journey from Skype for Business to Teams.
5. Follow up with interested customers and reinforce how Microsoft 365's teamwork tools work together to help customers on their journey.



How to customize campaign assets

All assets can be customized with your specific branding. Each document includes editable sections (designated by pink placeholder text). Simply click on the text or graphic area to delete and replace with your content, and then click Save As.

Other Resources

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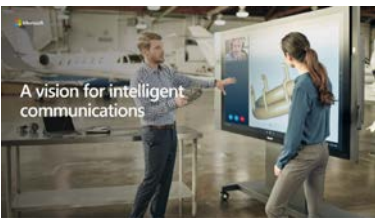


The Customer Landing Kit provides the assets and resources to land the Skype for Business to Teams upgrade journey and guide your customers upgrade.



Microsoft Teams Customer Pitch Deck

Help your customers understand the benefits of Microsoft Teams, the hub for teamwork in Office 365, with this presentation.



Intelligent Communications Vision Deck

Learn about our vision for Intelligent Communications, how we are bringing comprehensive calling and meetings capabilities into Teams, along with data and insights from the Microsoft Graph, and a roadmap of the journey from Skype for Business to Teams.



How to Successfully Pitch Teams

Use this [video](#) to build your skills and rock your product demonstration.



Demo Script

Check out this [blog](#) and set yourself up for success using this guide as a great outline when presenting a live demo of Microsoft Teams to your customers.

Other Resources

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Partner Offer Kit



As the final step in the journey, the Partner Offer Kit is designed to position your Skype for Business to Teams upgrade offering. Use the following customizable assets as the last stage to drive the Upgrade Planning Workshop.



Customer Offer Presentation

Use this deck to help customers understand the value of planning for their upgrade journey through the Upgrade Planning Workshop.



Elevator Pitch

Drive engagement to your offering using this sample elevator speech to successfully pitch your expertise to customers and drive execution of the workshop.



One-Pager

Help your customers understand how to develop start planning for the journey to teams with the Upgrade Planning Workshop.



SOW

Leverage the scope of work sample to get an agreement in place and move forward with the Upgrade Planning Workshop.



Upgrade Basic Checklist

Assist your customers as they plan and execute a successful transition to Microsoft Teams. Use this 10-step checklist as a conversation starter with your customers.



Upgrade Pro Journey Framework

Designed for complex deployments of Skype for Business, learn the different upgrade scenarios available through three phases; pre-upgrade, upgrade, and post-upgrade.

Campaign creation guidance

Feel free to use these as guides to create your own customized offer. All campaign assets can be modified with your specific branding. Each document includes editable sections (designated by placeholder text).

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