Instructions for next slide: **Customer Success Story** Delete this instruction page when complete

Joint Customer Success Story:

Case studies will complete this overall joint story. This is a powerful tool that can help show the potential customer how you and Microsoft have successfully deployed this very solution before.

Although there is an entire journey from problem to solution that needs to be told in one small slide, focus on the parts that matter. (*Someone had to extract the metal from ore to build the car you are buying. You don't really want to hear about that do you)?*

- Who is the customer? What do they do?
- What was their problem, and what challenges prevented them from easily solving the problem? Keep these pertinent to the solution.
- How did the customer find out about your solution? Did they consider other providers? What criteria did they use to select <Partner> and Microsoft?
- What was the joint solution? How did it address the customer's challenges?
- How did they implement the joint solution? How long did it take? What new challenges did the implementation create?
- What results did your solution give them – both anecdotally and measurably?
- Was there anything spectacular about how easy it was to deploy, or engage employees.

Ultimately, specific details make a customer success story great. Generic anecdotes without supporting facts make a success story weak. Always include facts where you can.

If you already have this information created, please use it when providing this content. If you do not have this slide or information already created, feel free to leverage the template provided below.

Instructions for next slide: **Customer Success Story**

Box 1: Insert most current version of Customer logo.

Box 2: Insert a customer example that deployed both your solution/service on Microsoft solution. These should be a showcase of how the customer challenge, the ideal scenario, the winning solution and any value points that provide additional value.

Box 3: Proof point, statement or customer quote that highlights your solution/service with Microsoft solution.

Box 4: Proof point, statement or customer quote that highlights your solution/service with Microsoft solution.

Box 5: Proof point, statement or customer quote that highlights your solution/service with Microsoft solution.

Internal/Customer-facing icons: Please use one of the badges to properly identify whether or not this document can be shared externally. Here are what the options look like on the following pages:

Customer-facing

Internal Only

Succesvolle ervaringen APS IT-diensten m.b.t Teams adoptie

Win Results

Succesvolle Teams rollout bij 33 scholen, naar 6.500 leerlingen in juni 2020 (Alex Kossenberg, ASKO)

APS IT-diensten heeft ons vanaf onze on premise infrastructuur succesvol gemigreerd en getrained naar Microsoft 365, inclusief Teams (Tessa van Zadelhoff, SKOPOS)

Tijdens eerste COVID lockdown heeft APS IT-diensten in zeer korte tijd Teams uitgerold, incl. training, naar 5.000 medewerkers. (Bas Schoones, Koninklijke Kentalis)

Succesvolle migraties van fileshares van 23 scholen naar Teams. (Mieke Engelbertink, Dynamiek Scholengroep)