

Big Deals Support - Demand Response

What we do



We work alongside you as an extended part of your sales team on any deal over 5K



We support with deal structuring, technical specialists and licensing specialists



We offer the customer a direct contact in Microsoft – who can vouch for you.



We maintain clear communication with you throughout the project

What we DON'T do



We do not contact the customer without speaking to you first



We do not push the customer in another direction



We do not provide support after licensing transaction / post sale

How we do it

- Focus on customer success and supporting your customer relationship
- We give and expect consistent updates on deals
- Grow, upsell and execute on deals
- Work with resources such as TSP, SSP, CE, TCM, PDM, Fasttrack, ECIF and STU
- Work WITH you, not against you.
- We can work with you on your pipeline – the more you share, the more we can support you and your customers.

The information needed

For the lead to go through, we need:

- **Customer name**
- **Customer contact name** (first and last name)
- **Customer email**
- **Customer phone number**

How to work with us?

We work exclusively from **leads** to stay compliant.

Feel free to send us an email with information, but know we can't start work on a deal until we have a lead.

1. Through your local TCM, who will then make an internal referral to us.

2. Through a contact me form:

- 1) [Modern Work](#) ([English](#))
- 2) [Dynamics](#) ([English](#))
- 3) [Power Bi](#) / [PowerApps](#)



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