

How to Become an Authorized Microsoft Surface Reseller



Good Morning,

Thank you for your interest in becoming a Microsoft Surface Authorized Partner! Microsoft allows Tech Data to request modifications to our authorization list on a biweekly basis. In order to become an authorized partner, please click this [link](#) to request approval from Microsoft.

Ideally, we are looking for candidates that will be able to move 100+ units per quarter. In order for your account to remain authorized, your company will need to sell Microsoft Surface on a regular basis once authorized. Larger opportunities of 50 or 1,000 units are eligible for deal registration and special pricing discounts. Tech Data also offers a bid grid discount, which is tiered pricing based on order quantity.

We appreciate your interest in becoming a Microsoft Surface Partner, and will let you know your authorization status soon. If you have any additional questions about becoming authorized, please contact the Tech Data Surface Team at Surface@techdata.com. Team Extension: (727) 539-7429 ext. 1482134 option 1.

Sincerely,

Your Tech Data Surface Team

Authorization Exception & One-Off Program

The exception request must be for at least 10 devices and close within next 30 days and not registered by another reseller.

The Exception Team will validate if:

1. The reseller is not a DMP at another distributor
2. The reseller is not on our grey market watch list
3. The end customer is not already deal registered by an authorized reseller