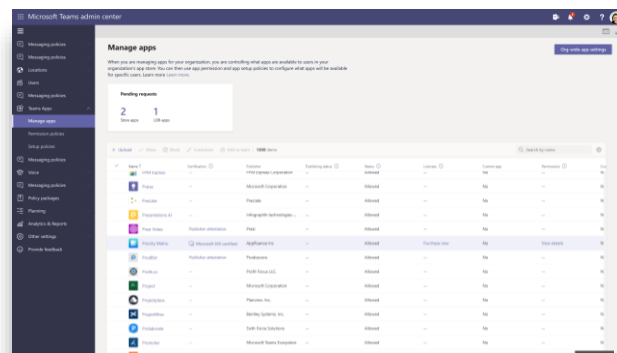**Microsoft 365**

The Post-it® App for Microsoft Teams CSP Sellers Guide

Empower hybrid workers with collaborative apps in Teams

Post-it® for Teams on AppSource

→

Hybrid work is here to stay. However, keeping a distributed workforce aligned and up to date can be a challenge that requires workers to constantly switch between applications and search for the latest information. With Microsoft Teams, you can equip your team with the right tools for remote collaboration.

Key Customer Benefits for The Post-it® App:

- Replicate the magic of in-person collaboration with the ability to use, capture, and instantly digitize handwritten Post-it® Notes alongside digital notes

- Simple and intuitive real-time collaboration to enhance team creativity wherever work happens

- Conveniently integrated directly in Microsoft Teams

Empower thinkers, doers, and creatives to collaborate, as easy as using Post-it® Notes, with Post-it® for Microsoft Teams
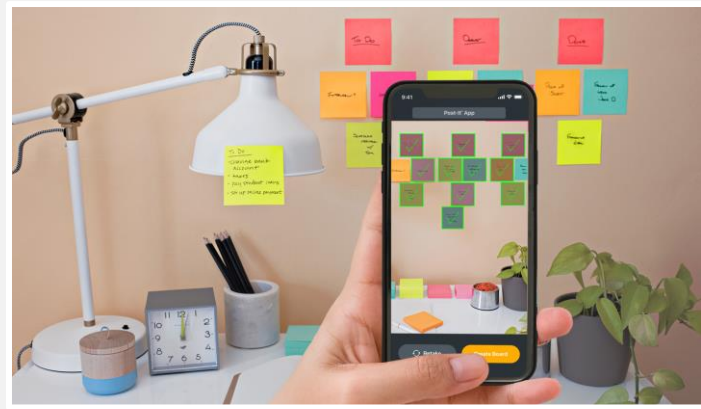
Get your thoughts out
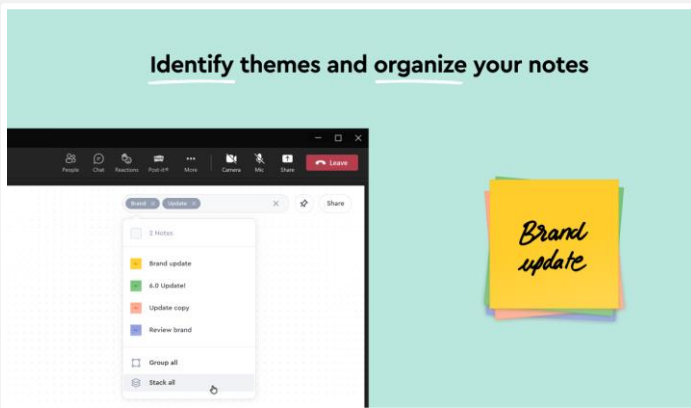
Collaborate on ideas

Drive project momentum and take action

Use Cases

- **Stand ups or status calls**
- **Kanban boards (do, doing, done)**
- **Brainstorms**
- **Project management**

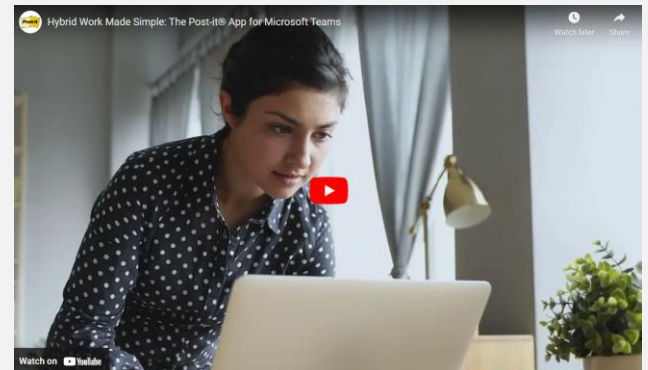Identify themes and organize your notes

Features

- **Instantly digitize handwritten Post-it® Notes w/ Capture Feature**
- **Create focus by selecting Zen Mode to mute team members while you finish your thoughts**
- **Leverage external sources with Explore Topics**
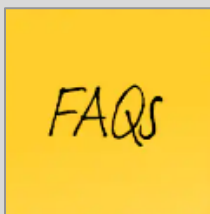- **Identify and sort themes using Search & Stack**

Target Industries

- **This tool is specifically designed to be simple/intuitive, therefore it lends itself to a broad audience. Some verticals/areas of focus include:**
  - **Remote/hybrid teams**
  - **Agencies**
  - **Design teams**
  - **Marketing teams**

Product Demo Video on YouTube

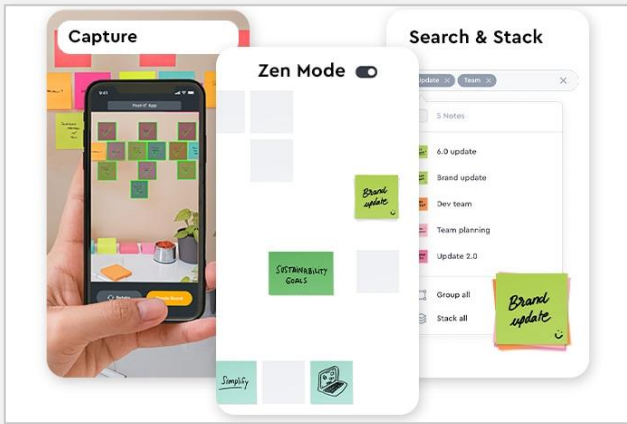## Quick Answers to Your Common Questions

Need help getting started? Wonder how the features work? Check out all the basics and need to know details here.

FAQs

Pricing

- End user suggested pricing → $2.99 per user per seat per month

- 10% discount for annual billing

- Additional discounts available for Enterprise opportunities (see contact info below)

CSPs Gross Margin

- Offering a competitive Gross Margin to CSPs

- For more details see contact information below

Objection Handling

- **We already have a digital whiteboard tool / we don't want to learn another tool →** this is a simple tool meant for day to day use no matter what your team's level of tech savvy (likely an add on). No experts or hours of board preparation necessary. Easy to start using immediately!

- **We don't want to pay for another tool →** this is a low cost add on, significantly cheaper than competition ($2.99 vs. $8-$20 per seat). 100 seats a year will cost about ~$5K less than competitors

The Post-it® App is available in [AppSource](#) and the Teams Marketplace today!

Contact Us
[Sean Springer – Technical Support](#)
[Eric McPherson – Program and Sales Support](#)