



Microsoft Switzerland Partner Townhall

26th of November 2020



Teams Live Event Logistics



Chat and Q&A

Agenda

Microsoft Switzerland Partner Townhall

09:30 – 09:55 Opening & Partner Model

Thomas Winter



09:55 – 10:25 Schrems II and Privacy Shield

Marc Holitscher



10:25 – 10:30 Closing

Thomas Winter



IAMCP After-Townhall event (in German)

10:30 Deep Dive regarding the topic of privacy

Marc Holitscher & Patrick Püntener
(IAMCP)

IAMCP After-Townhall event



Topic	Speaker(s)
10:30 Deep Dive regarding the topic of privacy (in German)	Marc Holitscher (NTO) & Patrick Püntener (IAMCP)

We invite you to deepen current aspects of the **privacy topic** with Marc Holitscher from Microsoft.

- Interactive format, in German, to deepen the topic dealt with in the Microsoft Switzerland Partner Townhall
- Possibility to ask your questions directly to Microsoft and receive first-hand answers
- Exclusive for IAMCP members, but the **first two** After-Townhalls are open to **everyone**

Participation via Teams Link sent in the chat

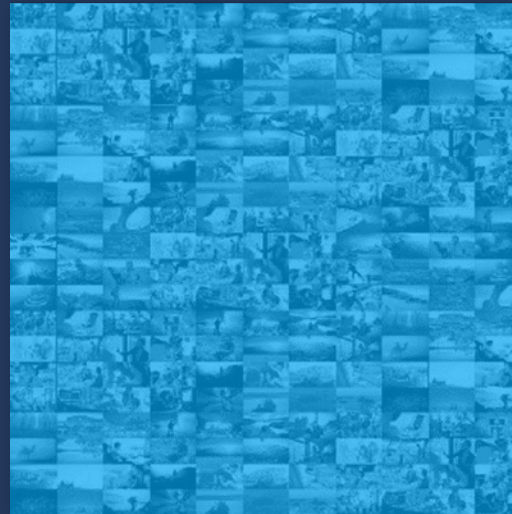
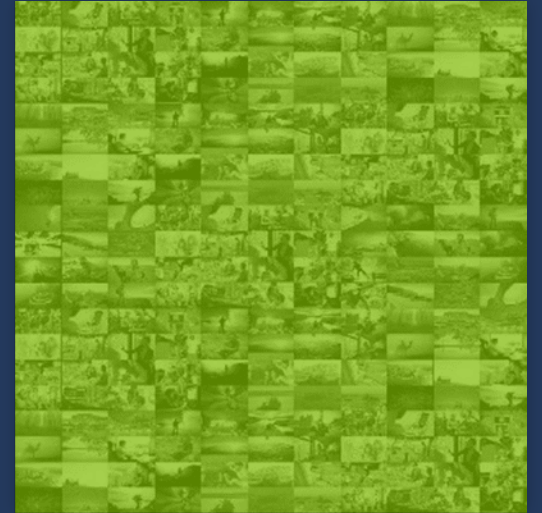
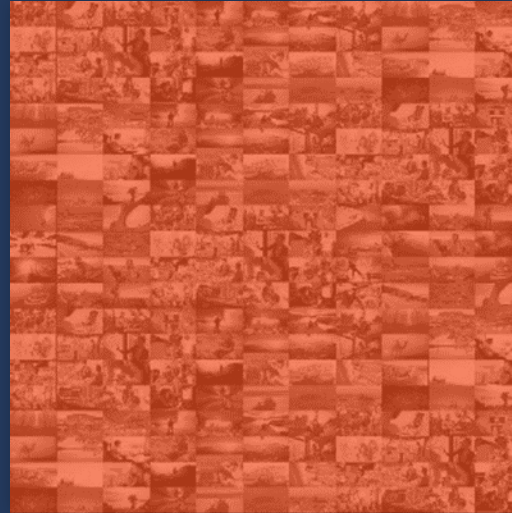
Opening & Partner Model

OCP Lead Microsoft Switzerland, Thomas Winter

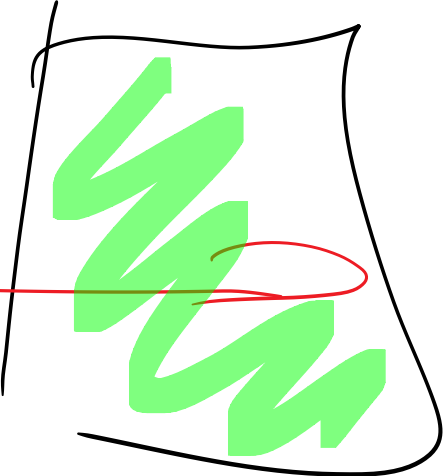
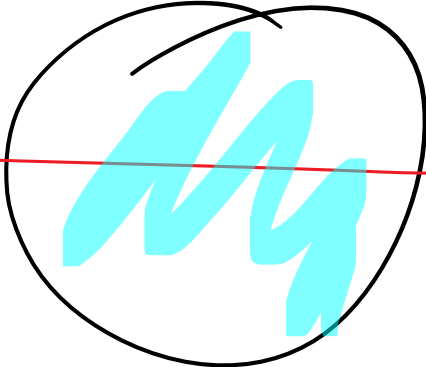
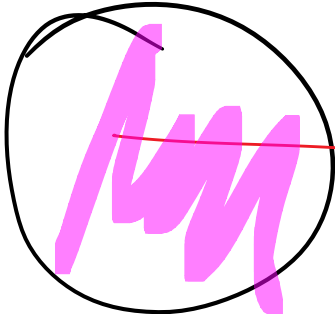
Microsoft mission

Empower every person and
every organization on the
planet to achieve more

Partners make more possible!



Partnering – The good old days



Vendor

Partner

Customer

Partners are essential in the platform economy



Microsoft



Partner



Customer



partner.microsoft.com

See which partner offer is right for you



Microsoft Action Pack

Get hands-on with Microsoft tech, support, and marketing tools.

[View Action Packs >](#)



Competencies

Demonstrate your product capabilities and access comprehensive higher levels of delivery and support.

[Learn more >](#)



Advanced specializations

Differentiate your business by demonstrating higher levels of delivery and support.

[Find out more >](#)

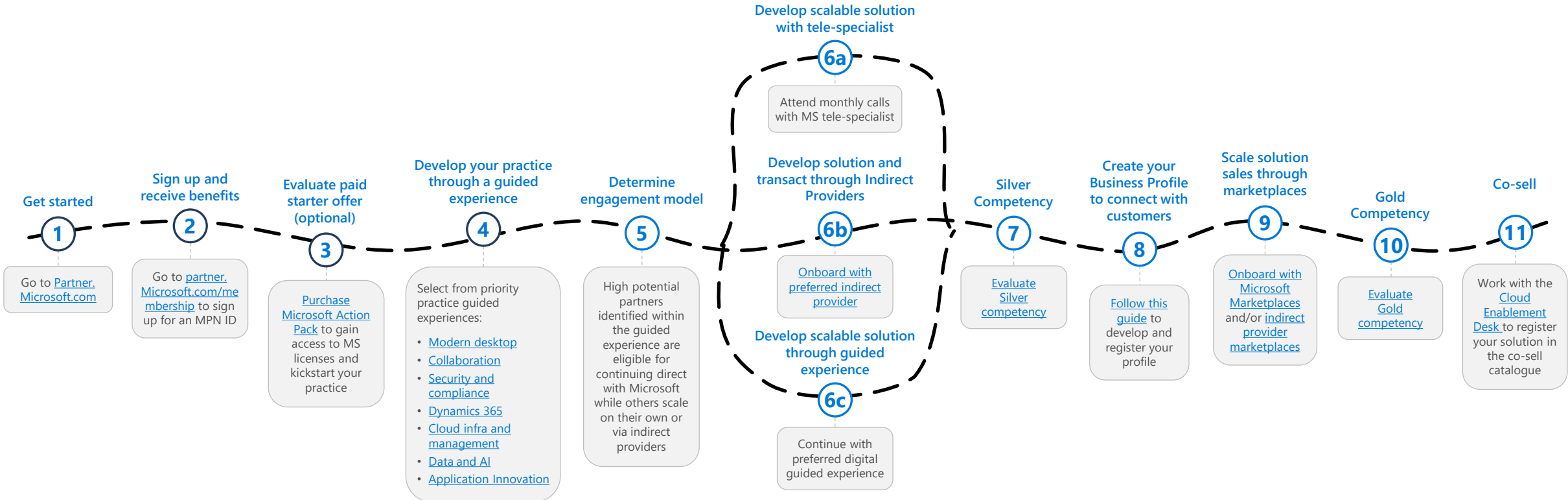


Expert MSP programs

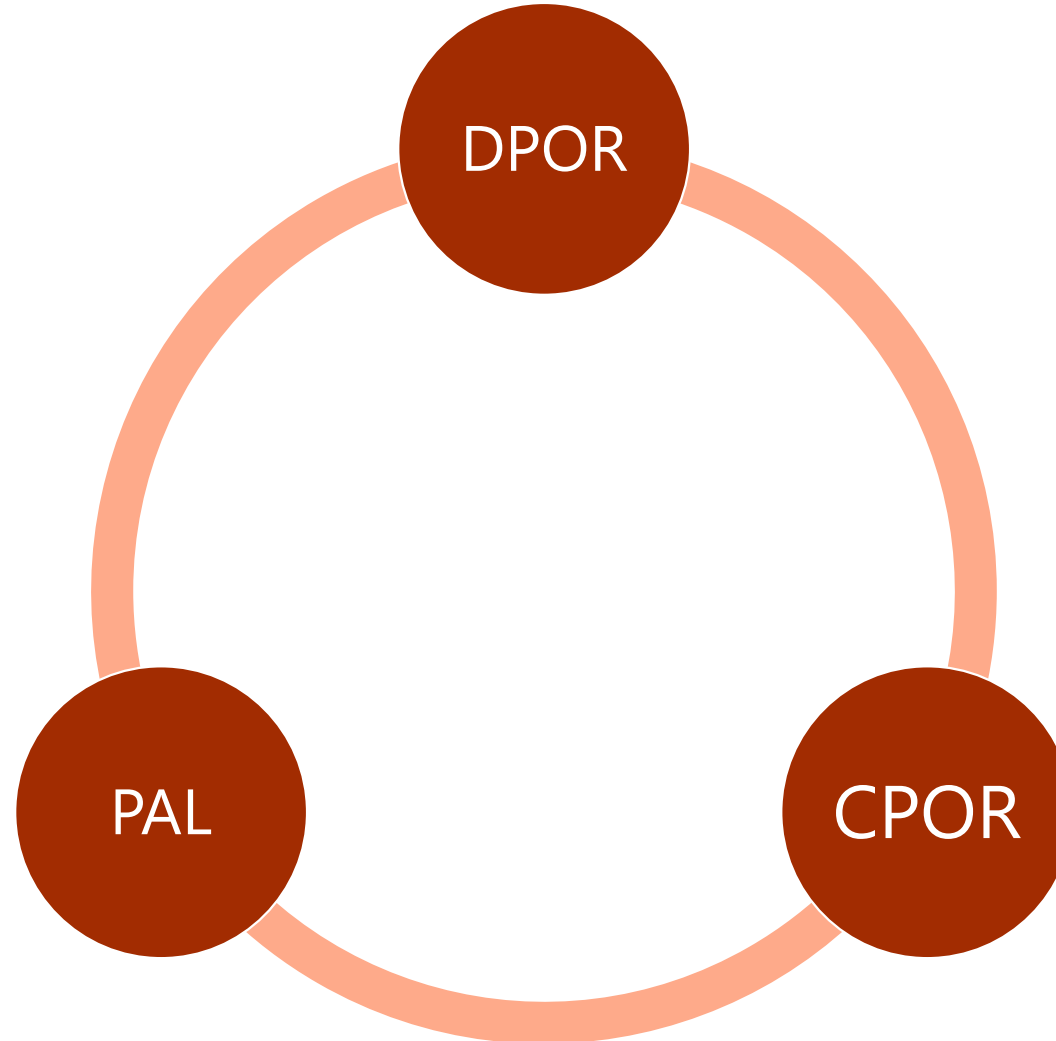
For our most capable MSP partners, these programs provide extra resources to help you drive digital transformation.

[Explore now >](#)

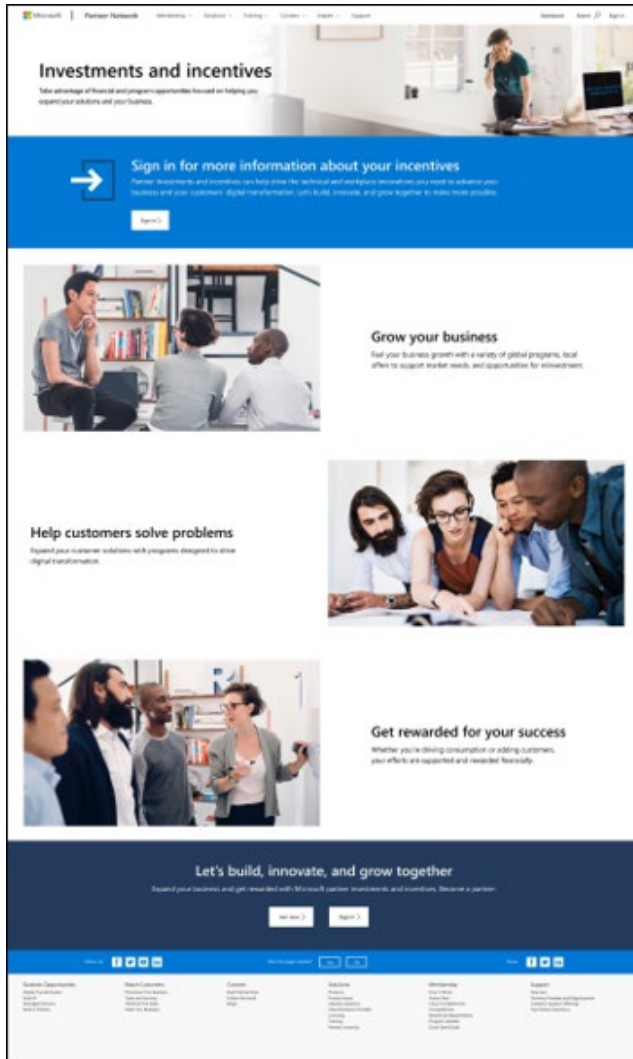
Microsoft development journey for partners



Make your contribution recognizable

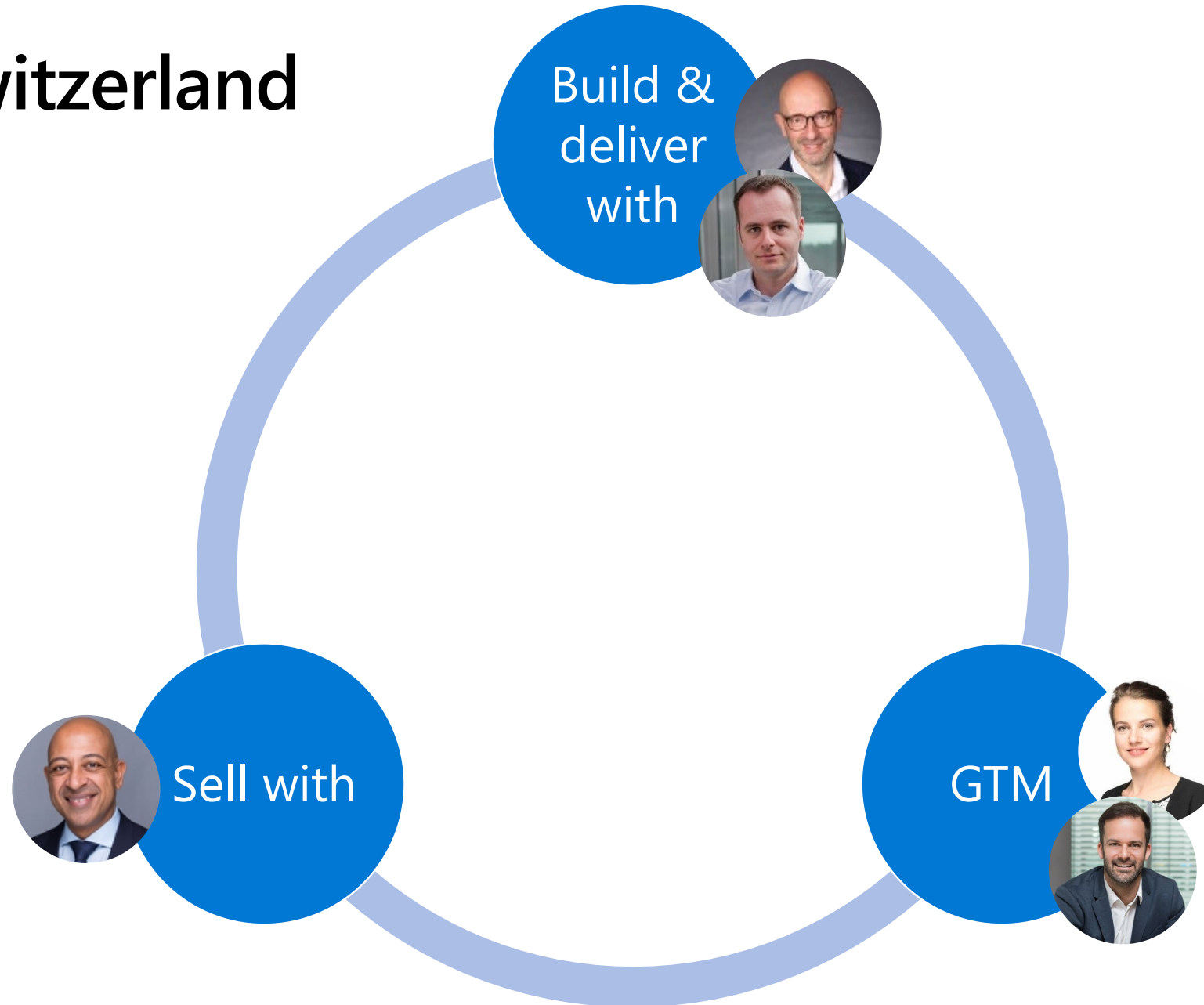


Resources



Microsoft partner website: <https://partner.microsoft.com>
Incentives page on the partner website: aka.ms/partnerincentives
Partner Center: <https://partner.microsoft.com/dashboard>

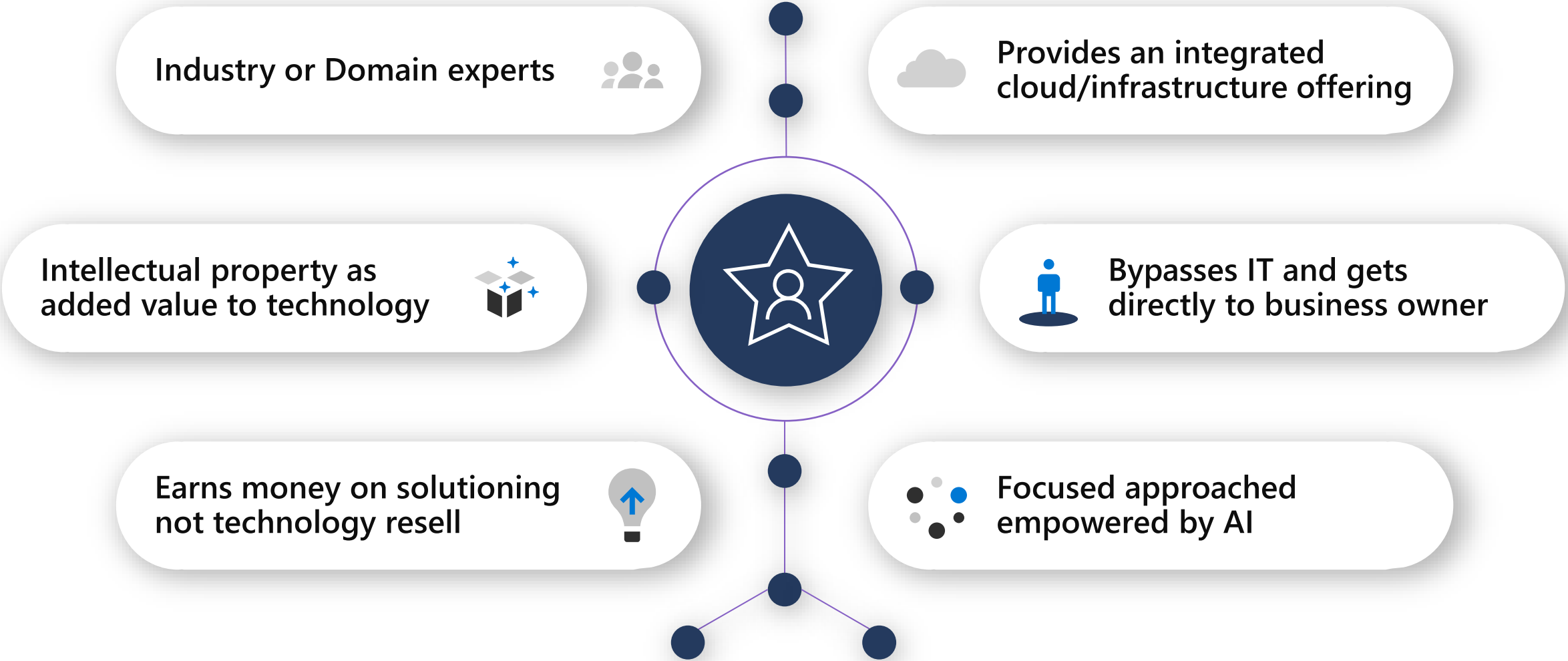
OCP in Switzerland



Partner differentiation

Be the answer to our customer's question!

Characteristics of a modern partner

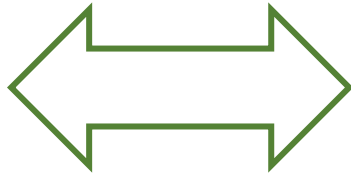
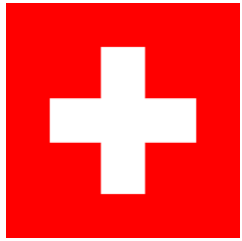


21st century partner

Source: Forrester Research 5/22/2017

Schrems II and Privacy Shield

National Technology Officer Microsoft Switzerland, Dr. Marc Holitscher



- Equal or higher level of data protection
- “Whitelist”

- No comparable level of data protection
- Mitigation:

- **Privacy Shield**

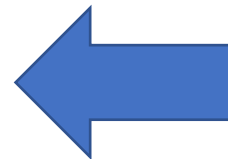
Match level of Swiss/EU data protection law

Access to data by US law enforcement (i.e. national security)

- **Standard Contractual Clauses (SCCs)**

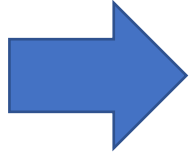
- Match level of Swiss/EU data protection law
- No assurances re access by law enforcement

- SCCs remain valid. Organizations must verify “on a case-by-case basis” that **supplementary measures** will guarantee the protection of personal data transferred
- Data transfers are suspended/prohibited, if it is impossible to honor the SCCs



How to respond

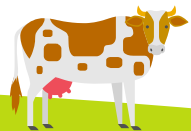
Swiss approach:



- rather pragmatic approach that honors the complexity of the situation
- private sector should go through their risk assessment and produce (creative) solutions
- Develop better understanding of what “supplemental measures” really are

“SCCs remain valid. Organizations must verify **“on a case-by-case basis”** that **supplementary measures** will guarantee the protection of personal data transferred.”

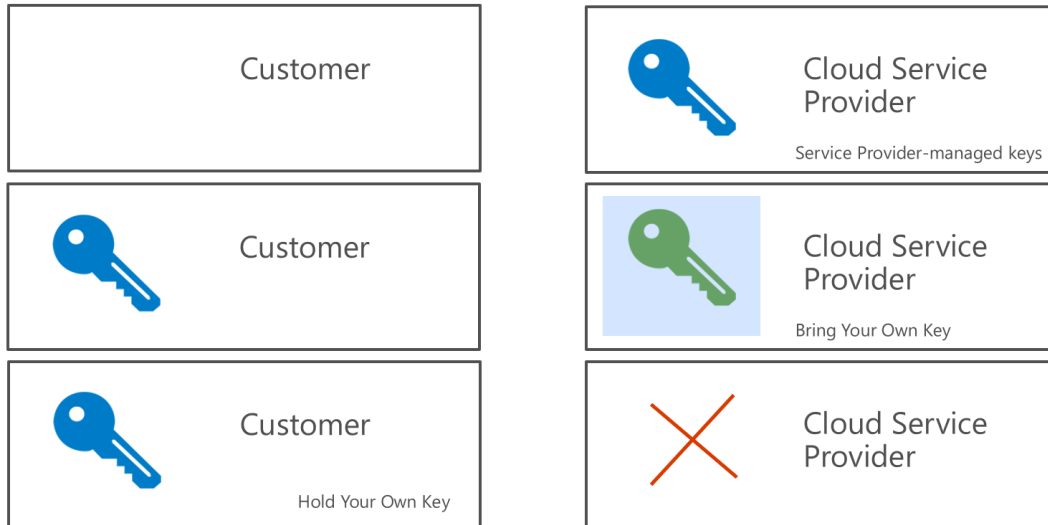
- **“case-by-case basis”**: conduct a risk-assessment
- **supplementary measures**: additional **contractual, technical and organizational measures** that mitigate the risk of undue exposure of personal data to US national security



Supplementary measures



Different flavors of encryption & key management




Contractual commitments

Microsoft | Microsoft On the Issues | The Official Microsoft Blog | The AI Blog | Transform

New Steps to Defend Your Data

Nov 19, 2020 | [Julie Brill - Corporate Vice President for Global Privacy and Regulatory Affairs and Chief Privacy Officer](#)

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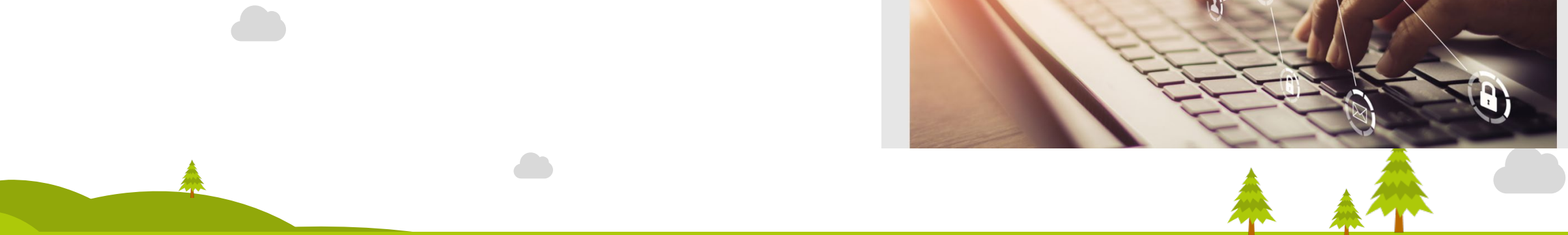
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Defend your data



November 2020 – Reference Copy

Additional Safeguards Addendum to Standard Contractual Clauses

By this Additional Safeguards Addendum to Standard Contractual Clauses (this “**Addendum**”), Microsoft Corp. (“**Microsoft**”) provides additional safeguards to Customer and additional redress to the data subjects to whom Customer’s personal data relates.

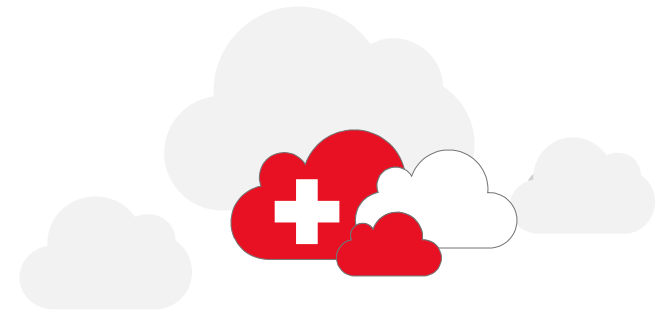
This Addendum supplements and is made part of, but is not in variation or modification of, the Standard Contractual Clauses in Attachment 2 of the Microsoft Online Services Data Protection Addendum (the “**Standard Contractual Clauses**”).

1. **Challenges to Orders.** In addition to Clause 5(d)(i) of the Standard Contractual Clauses, in the event Microsoft receives an order from any third party for compelled disclosure of any personal data that has been transferred under the Standard Contractual Clauses, Microsoft shall:
 - (a) use every reasonable effort to redirect the third party to request data directly from Customer;
 - (b) promptly notify Customer, unless prohibited under the law applicable to the requesting third party, and, if prohibited from notifying Customer, use all lawful efforts to obtain the right to waive the prohibition in order to communicate as much information to Customer as soon as possible; and
 - (c) use all lawful efforts to challenge the order for disclosure on the basis of any legal deficiencies under the laws of the requesting party or any relevant conflicts with the law of the European Union or applicable Member State law.

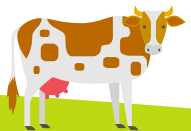
For purpose of this section, lawful efforts do not include actions that would result in civil or criminal penalty such as contempt of court under the laws of the relevant jurisdiction.

Notification of Data Subjects. Subject to Sections 3 and 4, Microsoft shall indemnify a data subject for damage to the data subject caused by Microsoft’s disclosure of personal data of the data subject under the Standard Contractual Clauses in response to an order from a non-Member State (“**Relevant Disclosure**”). Notwithstanding the foregoing, Microsoft shall indemnify a data subject for damage to the data subject under this Section 2 to the extent the data subject is not indemnified by the Member State or otherwise.

Principled approach



- We **do not** provide any government with direct and unfettered access to customer data.
- We **do not** provide any government with the ability to break encryption.
- We **do not** provide the government with encryption keys.
- Microsoft **does comply** with applicable law. A demand must follow applicable legal process.
- Microsoft **only responds** to requests for specific accounts/identifiers.
- Microsoft **does** review every legal demand to ensure it is valid.
- **Privacy is a fundamental human right.**



Focus on trust



Four fundamentals underlie Microsoft's privacy commitments to customers

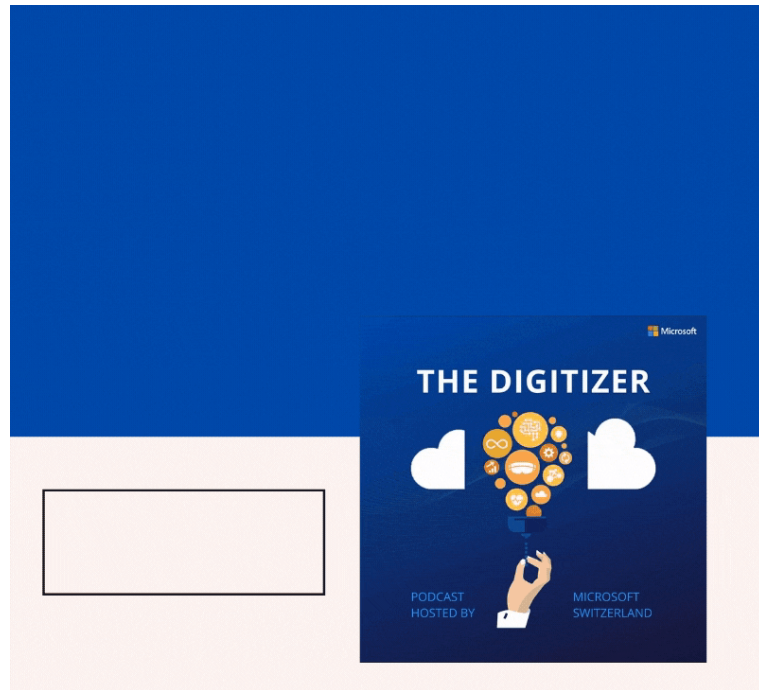
1. You control your data
2. You choose where your data is located
3. Microsoft secures your data at rest and in transit
4. Microsoft defends your data



Closing

OCP Lead Microsoft Switzerland, Thomas Winter

The Digitizer



The Digitizer

Thomas Winter, Philippe Maurrasse

Thomas Winter, Microsoft Switzerland Partner Lead, and Philippe Maurrasse, Microsoft Switzerland Channel Sales Lead, invite one Microsoft Partner in every episode to deep dive into their offering and how the joint value proposition benefits the customers.



More

The Hosts



Thomas Winter,
Microsoft Switzerland
OCP Lead



Philippe Maurrasse
Microsoft Switzerland
Sell-With Lead

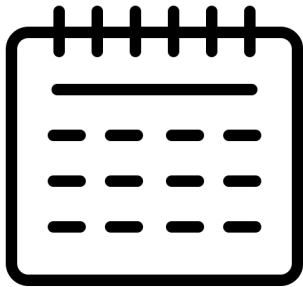
Want to be part of The Digitizer?
Reach out to our producer Dilan (a-dikara@microsoft.com)

Partner Townhalls

Next dates

All info here: aka.ms/chpartnertownhall

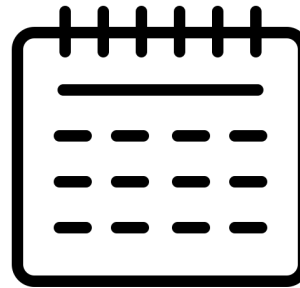
December



17th of December

13h30-15h00

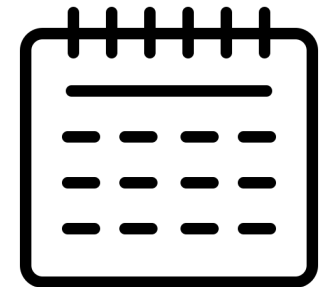
January



28th of January

09h30-10h30

February



25th of February

09h30-10h30