Express Install + Autopilot for Microsoft Teams Rooms (MTRoW)

Express Install: — A streamlined deployment model for Teams Rooms, ideal for SMB and mid-market customers.

The Goal: — The goal of Express Install is to dramatically simplify and accelerate the deployment of Microsoft Teams Rooms by eliminating the need for complex AV setups, room modifications, or on-site IT support. It enables organizations—especially SMBs and mid-market customers—to transform small and focus rooms into fully functional Teams Rooms in under an hour using certified plug-and-play devices. This approach supports scalable, cost-effective rollouts and helps customers modernize meeting spaces quickly and consistently.

Key Benefits:

- **Fast Setup:** Install in under an hour—no AV specialists required.
- **No Room Modifications:** No ceiling cable runs or wall-mounted displays.
- **Certified Devices:** Logitech, Jabra, and others offer plug-and-play kits.
- **Flexible Mounting:** Tabletop stands, carts, or simple wall mounts.

Best For:

- Focus rooms, huddle spaces, and small meeting rooms.
- Customers upgrading from BYOD setups.
- Rapid scaling across distributed offices.

AutoPilot: — A zero-touch provisioning solution that automates Teams Rooms setup using Windows Autopilot and Autologin.

The Goal: — The goal of Autopilot for MTRoW is to enable zero-touch provisioning by automating the setup, configuration, and sign-in process for Teams Rooms devices. It allows IT teams and partners to pre-register devices so they automatically configure themselves upon first power-up—no manual intervention required. This ensures faster, more consistent deployments across locations, reduces setup time from days to hours, and supports scalable rollouts with minimal IT overhead.

Key Benefits:

- **Zero IT Touch:** Devices auto-configure and sign in when powered on.
- **Consistent Setup:** Standardized configuration across all rooms.
- **Remote Management:** Works with Teams Rooms Pro licenses for ongoing updates and monitoring.
- **Partner-Ready:** Supported by TD SYNNEX and other distributors for scalable fulfillment

Use Cases:

- Multi-site rollouts
- Partner-led deployments
- Fast refresh cycles for aging Teams Rooms hardware

Winning Strategy:

By combining Express Install with Autopilot, organizations can achieve a truly turnkey Teams Rooms deployment experience—fast, consistent, and scalable. Express Install simplifies the physical setup, while Autopilot automates the software provisioning and sign-in process. Together, they eliminate traditional deployment barriers, reduce time-to-value, and empower partners and customers to modernize meeting spaces with minimal effort.

Microsoft Teams

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Room Readiness & Infrastructure
"Do you have small or focus rooms that aren't currently equipped for video meetings?"
"Are you looking for a solution that doesn't require ceiling cable runs or wall-mounted displays?"
"Would a plug-and-play setup with minimal room modification be valuable to your team?"

Deployment Speed & Resources
"How quickly are you looking to deploy Teams Rooms across your locations?"
"Do you have internal AV or IT resources available for room installations?"
"Would a simplified install process help you scale faster or reduce deployment costs?"

Customer Profile Fit
"Are you currently using BYOD setups in any of your meeting spaces?"
"Are you supporting remote or hybrid workers who need reliable room-based collaboration?"
"Do you have multiple locations or satellite offices that need a consistent meeting experience?"

Lifecycle & Scalability
"How often do you refresh or repurpose meeting spaces?"
"Would a repeatable, standardized deployment model help your IT team or partners?"

Objection	How to Overcome It
"We don't have AV resources to install Teams Rooms."	That's exactly what Express Install is designed for. It eliminates the need for AV specialists—just plug in certified devices and you're ready to go in under an hour.
"We don't want to modify our rooms."	No problem—Express Install avoids ceiling cable runs and wall-mounted displays. It works with tabletop kits or carts, so you can deploy without construction or rewiring.
"We're a small team with limited IT support."	Express Install paired with Autopilot enables zero-touch provisioning. Devices arrive pre-configured and sign in automatically—no on-site IT needed.
"We're already using BYOD setups."	Express Install is a great upgrade path from BYOD. It delivers a consistent, secure Teams Rooms experience with minimal effort and better meeting quality.
"We don't have the budget for a full AV build."	Express Install is a cost-effective alternative. It reduces installation time and labor costs, and works with affordable, certified hardware from partners like Logitech.
"We need to deploy across multiple locations."	That's where Express Install shines. It's scalable and repeatable—perfect for rolling out Teams Rooms quickly across distributed offices.

- [Express Install for Microsoft Teams Rooms](#)

- [Windows Autopilot and Autologin for Teams Rooms on Windows](#)

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