Microsoft Cloud & Hosting Partner Online Meeting

Visit the Australia and New Zealand Partner Community at http://aka.ms/anzpz for content for this and future Online Meetings

Visit Community OneDrive at http://aka.ms/chpom for past episodes and "Summary of Episodes" document to more easily find past content.

Thanks for waiting and the meeting will start soon, and please make sure you mute ☺

Whilst waiting please take a look at the http://news.microsoft.com

Microsoft

Navigating the Microsoft Copilot Advantage with Dell Technologies

Innovate

connect
FRONTIER
Copilot+PC

Microsoft Cloud & Hosting Partner Online Meeting

ANZ Partner Community http://aka.ms/anzpz

Episode: 154

Microsoft

Agenda

Commerce and Operations Update

Highlights from Build

News, Views and Venues

Training, Learning and Readiness

** See pre-approved deck with hyperlinks in ANZ Partner Community http://aka.ms/anzpz

Commerce and Operations Updates

Operations Readiness

Readiness by Licensing School

CSP Program and Licensing Insights

May 29

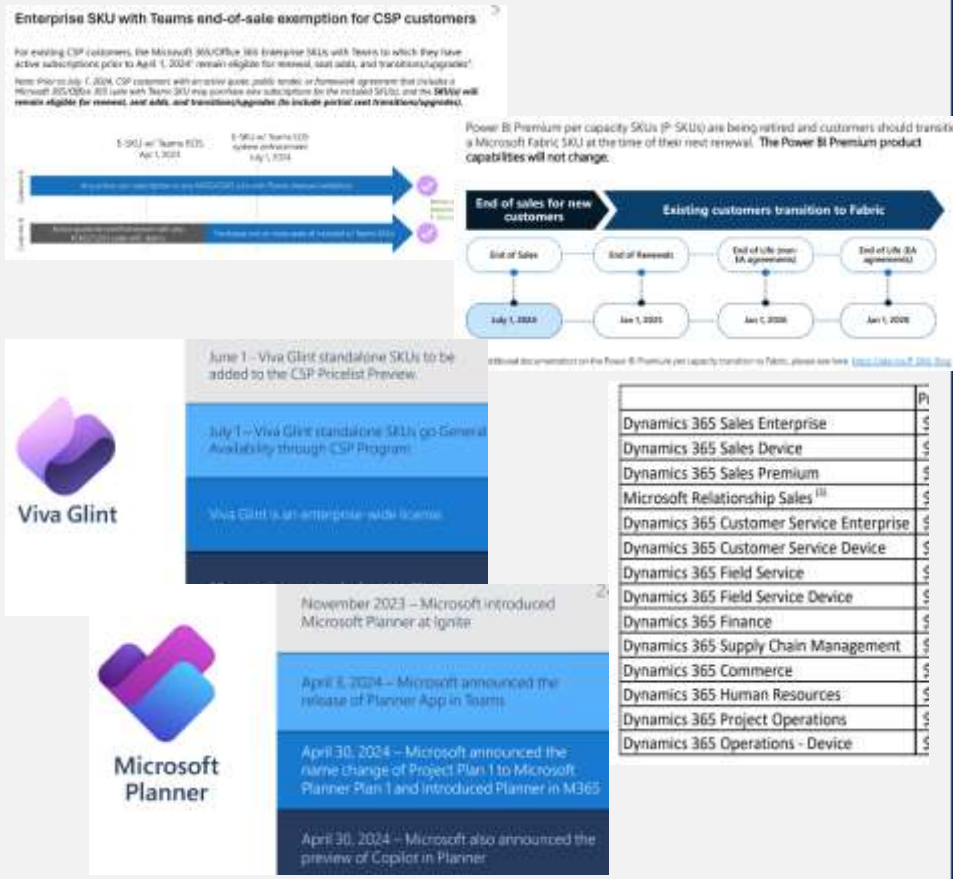
- Clarification of Microsoft/Office 365 No Teams
- End Of Sale for Power BI Capacity, transition to MS Fabric : extensive Q&A about transition
- Viva Glint : Viva Glint operates on Microsoft's capacity license model, which means licenses are not assigned to individual users but are available as a shared pool
- Legacy Microsoft Azure Reserved Instances price list change : Partners can source Azure reserved instances pricing by accessing the new commerce Azure plan reservations price list available in Partner Center and Azure portal
- Public Sector migration timeline : Sync for all on August 1
- Dynamics Price Increase : October 1, 2024
- Microsoft Planner : Detailed comparison between Planner in M365, Planner Plan 1, Project Plan 3 and Plan 5 included in presentation
- SQL 2014/Azure Arc ESU : EOL is July 9, 2024; Azure Arc ESU available May 1, 2024; Detailed timeline presented; Worked through scenarios including On-premise, Hosted with SPLA, Authorized Outsourcer; Options for End of Support Workloads
- Q&A

Next call in July, no call in June

Register to watch recordings and register for future Updates and Spotlights

Commercial Licensing Readiness list of past topics

to search (CTRL+F) with link to relevant recording



Training and Readiness

CSP Technical Training | APIs, Integration, Flows

June 6 Cancelled

Next Session July 11, 1:00am Sydney time

Register to watch recordings and for future sessions

Training and Readiness

CSP Partner Community Q&A Call

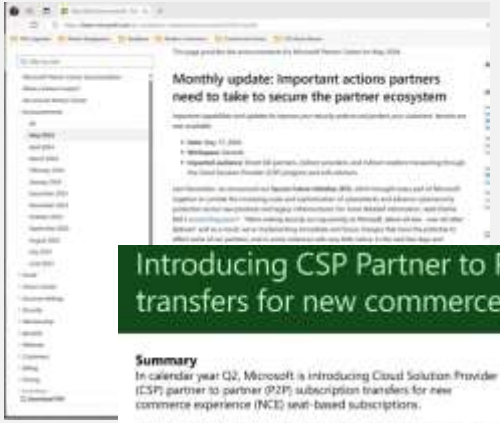
May 23

- Launches
  - Enhancing Security in the Partner Ecosystem : Mandatory MFA July 1, Security Workspace in Partner Center
  - Introducing CSP Partner to Partner (P2P) subscription transfers for new commerce
  - Copilot for M365 [EDU] - Student 18+
  - NCE - Introduction of PubSec Offers & MS-led migration

- Top of Mind
  - Dynamics 365 Business central offers enabled for ISVs to sell through CSP Partners
  - Legacy Microsoft Azure Reserved Instances price list change effective June 1, 2024

Next session June 19 6:00am or 6:00pm Sydney

[Register to watch recordings and for future sessions]



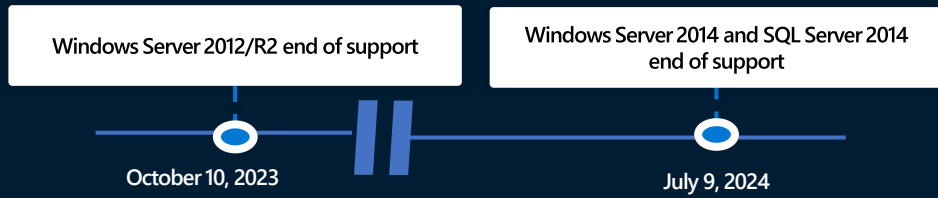
End of support overview and options

For Windows Server 2012/R2 and Windows Server 2014 / SQL Server 2014

What it is?

End of support means the end of security updates for a particular OS or application. This leaves a customer exposed to security risks and compliance concerns if they don't take action.

Extended security updates gives customers additional security patches for up to three years while they consider their modernization options



End of Support Options

Microsoft is here to help with a variety of options – only Azure offers free extended security updates and save even more on costs with Azure Hybrid Benefit

Option 1

Move to Azure (virtual machines, Azure Stack, Azure VMware Solution) and get 3 additional years of extended security updates at no cost.

Modernize with Azure SQL Managed instance to never patch again, in Azure or with Arc-enabled SQL MI for the same versionless SQL on-premises.

Option 2

Upgrade to Windows Server 2024 and SQL Server 2024 to take advantage of the latest capabilities,

Option 3

Connect to Azure Arc to deploy paid extended security updates on-premises and get access to additional Azure services.

New Extended Security Updates (ESUs) enabled by Azure Arc
Manage, secure, and govern your SQL Server estate with Azure Arc Registration Page recording
Azure Arc Presentation - 12.12.23 (linkedin.com)

Did you see?

[Partner Center announcements | Microsoft Learn]

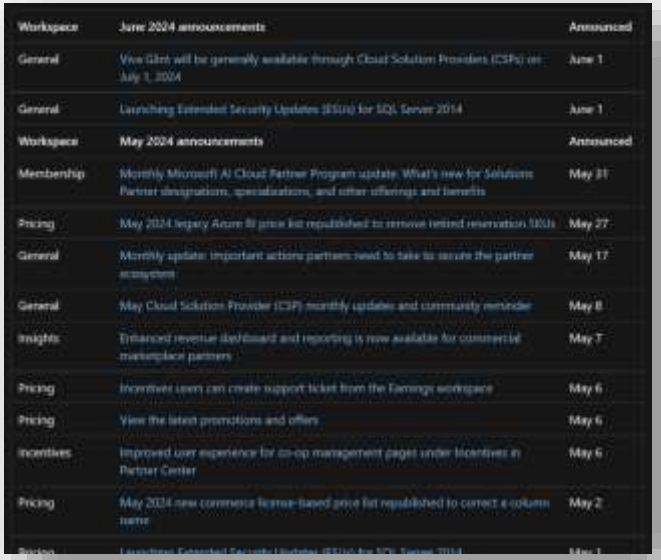
Worth a look

- ESU for SQL Server 2014
- Microsoft AI Cloud Partner Program Updates
- Enhanced Revenue Dashboard

FY24 MCI – Partner Center Earnings Workspace | May 30

- Overview on Earnings Workspace
- Deep Dive Topics
  - How to create tickets from Earning workspace
  - How to get details for Payment information
  - How to find lever information for Earnings
  - How to get Coop and Claim information
  - How to check Balance earning opportunity for engagements with earnings cap
  - Sign-up for Co-pilot
  - Special campaign
- Feedback form

Q&A Session



Workspace	June 2024 announcements	Announced
General	Viva Glint will be generally available through Cloud Solution Providers (CSPs) on July 1, 2024	June 1
General	Launching Extended Security Updates (ESUs) for SQL Server 2014	June 1
Workspace	**May 2024 announcements**	**Announced**
Membership	Monthly Microsoft AI Cloud Partner Program update: What's new for Solutions Partner designations, specializations, and other offerings and benefits	May 31
Pricing	May 2024 legacy Azure RI price list republished to remove retired reservation SKUs	May 27
General	Monthly update: important actions partners need to take to secure the partner ecosystem	May 17
General	May Cloud Solution Provider (CSP) monthly updates and community reminder	May 8
Insights	Enhanced revenue dashboard and reporting is now available for commercial marketplace partners	May 7
Pricing	Incentives users can create support ticket from the Earnings workspace	May 6
Pricing	View the latest promotions and offers	May 6
Incentives	Improved user experience for co-op management pages under Incentives in Partner Center	May 6
Pricing	May 2024 new commerce license-based price list republished to correct a column name	May 2
Pricing	Launching Extended Security Updates (ESUs) for SQL Server 2014	May 1

Incentives Webinars

April 25 10:00am Sydney time recording now available for FY24 H2 MCI Overview and AMM Partner-Led updated April 1. Also announced Sign up for Partner Center Copilot preview – Questions without a ticket

	Event Title	Date/Time
	FY24 Microsoft Commerce Incentives (MCI) Overview - APAC	April 25, 2024 10:00 AM Australia/Sydney
	FY24 Microsoft Commerce Incentives (MCI) Overview - AMER/EMEA	April 25, 2024 1:00 AM Australia/Sydney
	FY24 H2 Copilot Partner Incentives Overview - APAC	February 29, 2024 12:00 PM Australia/Sydney
	FY24 H2 Copilot Partner Incentives Overview EMEA/AMER	February 29, 2024 3:00 AM Australia/Sydney
	FY24 Modern Work Partner Incentives Overview - APAC	February 27, 2024 12:00 PM Australia/Sydney
	FY24 Modern Work Partner Incentives Overview	February 27, 2024 3:00 AM Australia/Sydney
	FY24 Security Partner Incentives Overview - APAC	February 23, 2024 12:00 PM Australia/Sydney
	FY24 Security Partner Incentives Overview	February 23, 2024 3:00 AM Australia/Sydney
	FY24 Business Applications Partner Incentives Overview - APAC	February 22, 2024 12:00 PM Australia/Sydney
	FY24 Business Applications Partner Incentives Overview	February 22, 2024 3:00 AM Australia/Sydney
	FY24 Azure Partner Incentives Overview - APAC	February 21, 2024 12:00 PM Australia/Sydney

Questions

Open

- Resellers > contact your Microsoft Distributor

EA

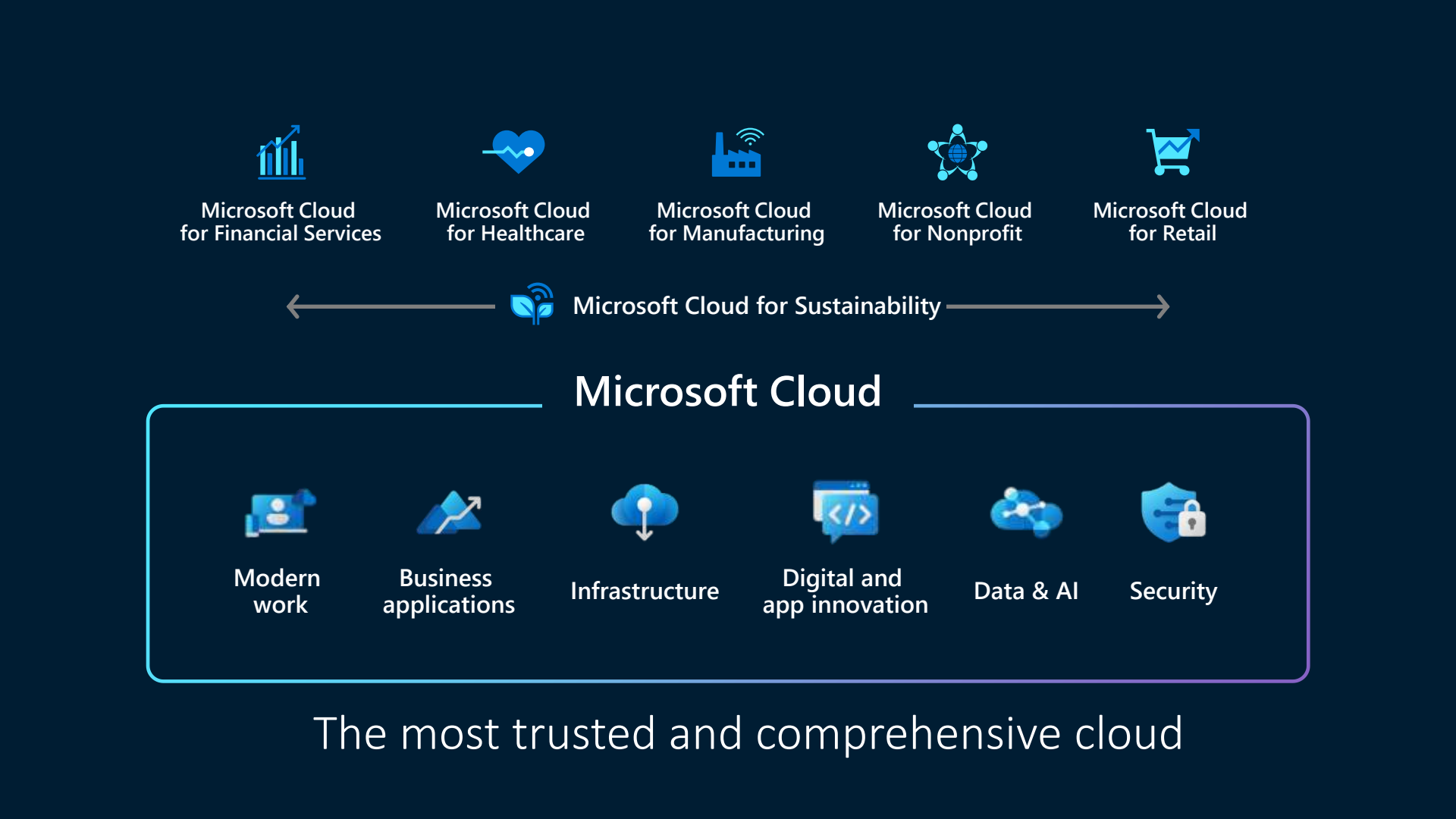
- Licensing Solution Providers

SPLA

- SPLA Partner > contact your SPLA Reseller
- SPLA Reseller please use CLT

CSP

- CSP Indirect Reseller > contact your CSP Indirect Provider
- CSP Indirect Provider and CSP Direct please raise tickets in Partner Center Support


Microsoft Cloud for Financial Services
Microsoft Cloud for Healthcare
Microsoft Cloud for Manufacturing
Microsoft Cloud for Nonprofit
Microsoft Cloud for Retail
Microsoft Cloud for Sustainability
Microsoft Cloud
Modern work
Business applications
Infrastructure
Digital and app innovation
Data & AI
Security
The most trusted and comprehensive cloud

Highlights from Build

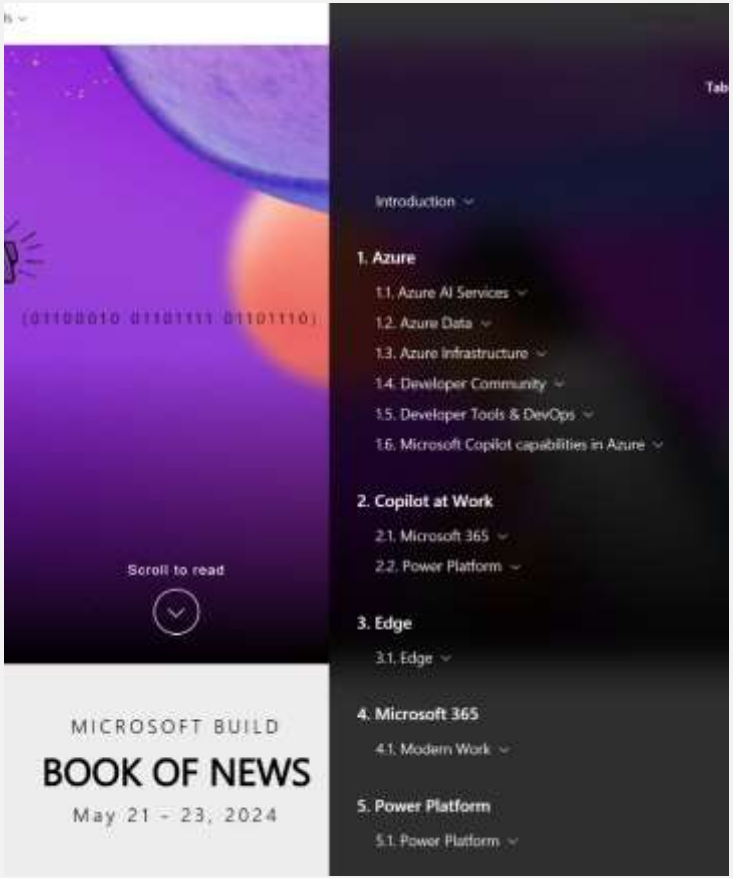
Resources

[Microsoft May 2024 events](#) | Build

[Microsoft Build 2024 Book of News](#)

[Microsoft Build 2024 Hero Announcements](#)

[90 Second Highlights on youtube](#)



Highlights from Microsoft Build

Microsoft Build 2024

Day 1

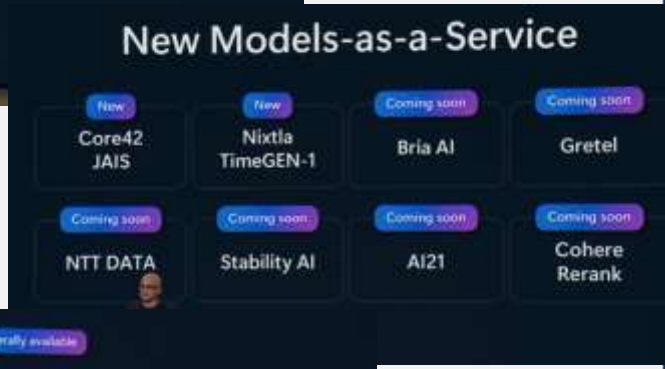
Satya Keynote

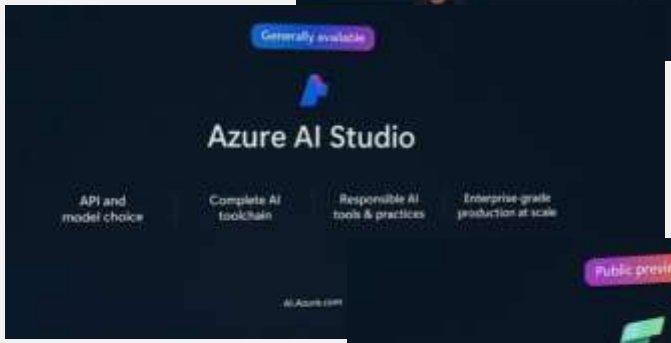
Copilot+PC : 40+ Models; What Win32 was to GUI, Copilot runtime is to AI

Azure Infra: More DCs – Thailand, Malaysia, ..; 100% renewable by 2025;Nvidia partnership; MAIA AI focused; Cobalt ARM; 50,000+ using Azure Open AI; Online Shopping with voice and switch of Language; New models

Developer : Khan Academy Partnership in Education; Azure AI Studio GA; Fabric adoption and RT Intelligence; Github Copilot 50,000+ organizations; Github extensions; Natural Language development

Copilot: Team Copilot; Agents via Copilot Studio for long running processes





Day 2

Scott Keynote

Github Copilot : customer and developer stories; increased productivity

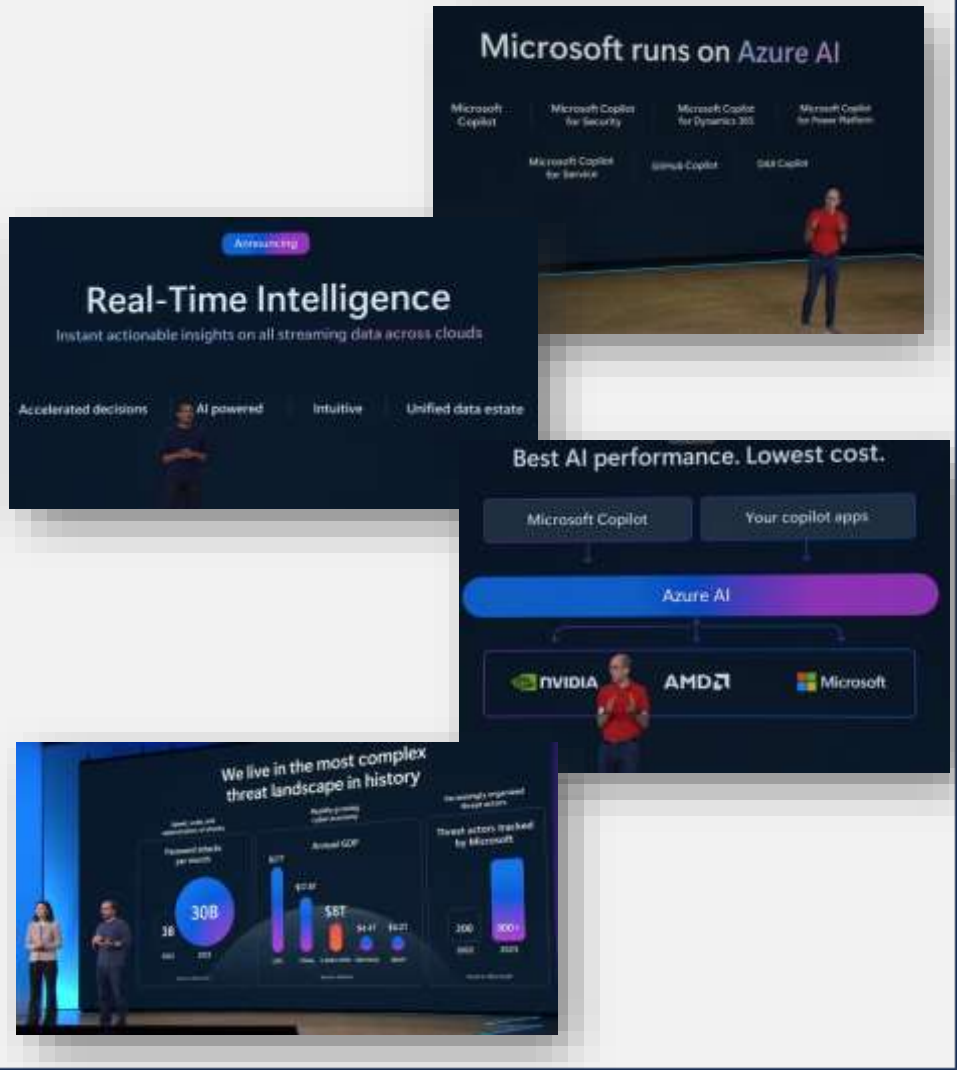
Copilot Studio w/ Charles : demonstration and customer stories

Azure Open AI : 50,000+ companies and customer stories; Azure AI Engineering; GPT4o GA; OpenAI using CosmosDB, Azure Search, Azure AI Studio; Demonstrations

Data : Fabric customer stories w/ reference to OneNZ; OneLake connection to multi-cloud, Databricks, Snowflake and more

Infra : Chips, Foundation, Industry tuning, Azure Marketplace for Cosell w/ Microsoft;

Safety and Security : Tracking, Microsoft response, Credential Attacks; Secret scanning; Reference to SolarWinds; Importance of Training



What were your highlights?

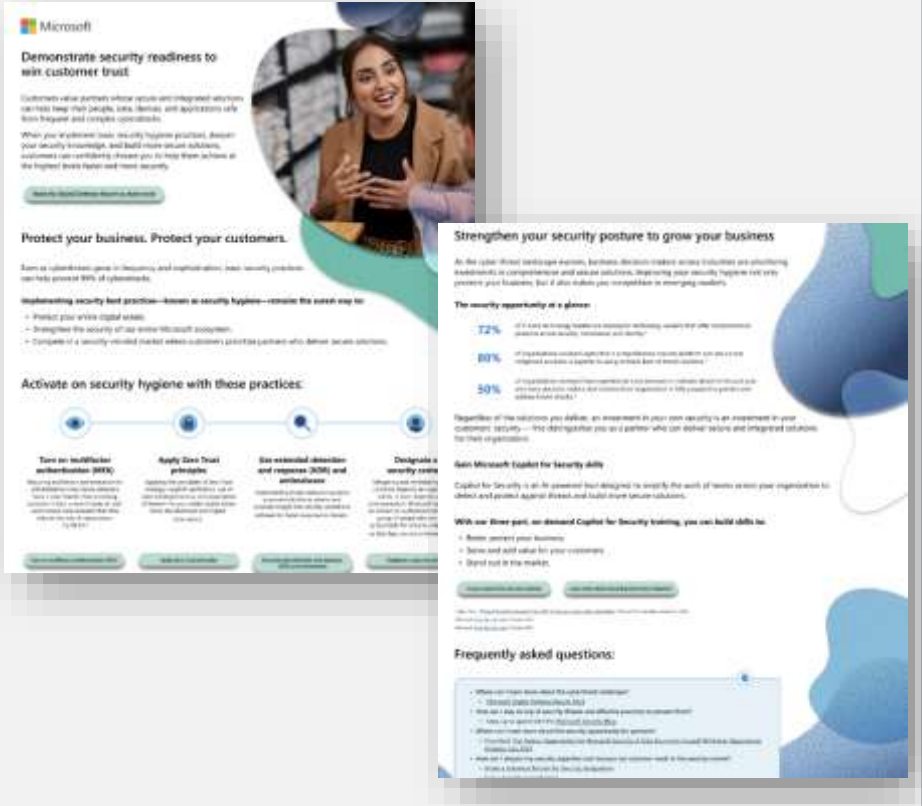
Updates to Past Meetings

Updates

Securing our future together blog post by Nicole Dezen

- Security by design, by default, operations
- Three steps to protect your organizations and customers
- Enhancing protection: Updates on Microsoft's Secure Future Initiative | Microsoft Security Blog

See Security best practices and opportunities One Pager in Community OneDrive



Updates

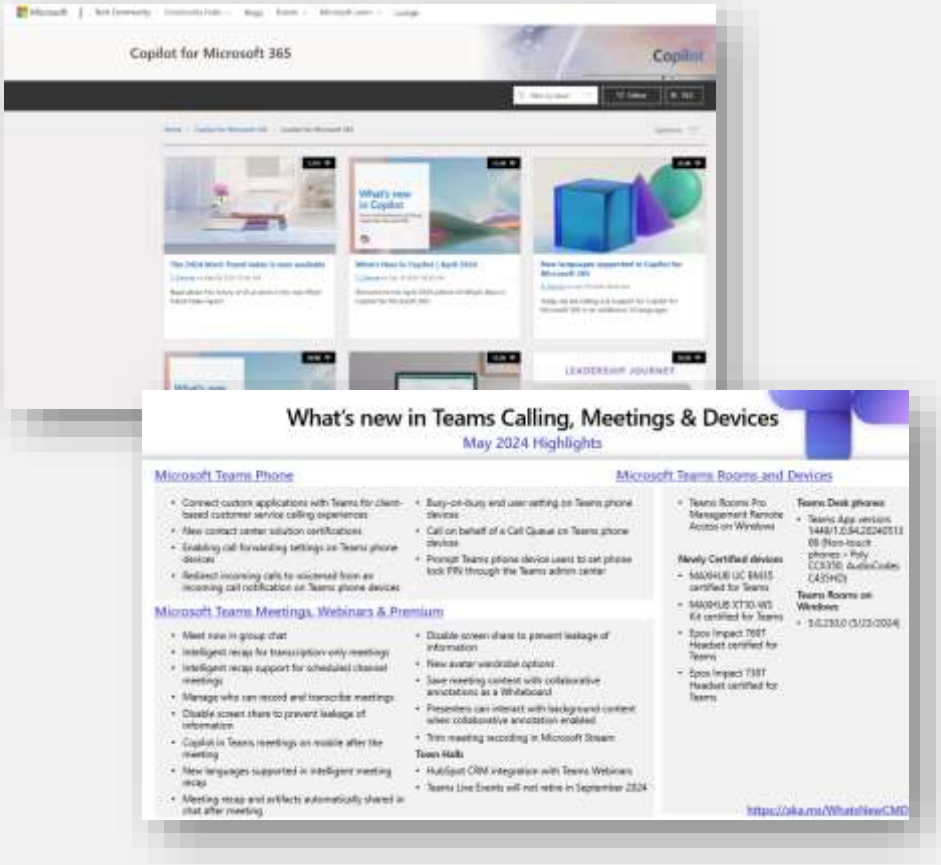
[Copilot for Microsoft 365 - Microsoft Community Hub]

What's New in Copilot for Microsoft 365

What's new in
Teams Calling, Meetings and Devices
https://aka.ms/whatsnewcmd

[10 more AI terms everyone should know]

Reasoning, Inference, SLM, …



They sa s impossible to lower pr tion costs

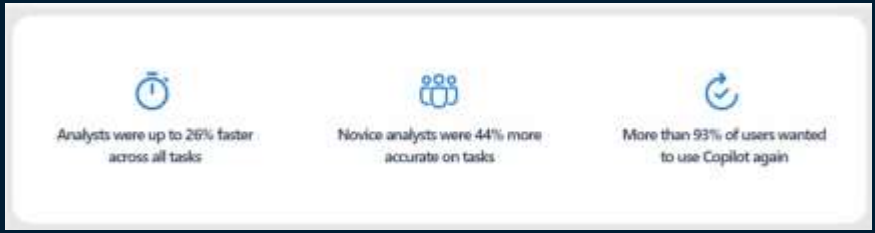
News, Views and Venues

30 days in 30 seconds

[Partners key to unlocking Microsoft Copilot's value to NZ businesses | Reseller News]

[The Australian organisations looking to generative AI to boost security operations - Microsoft Australia News Centre]

AustralianSuper, Powerlink Queensland and TAL among the first to explore Copilot for Security



[Introducing GPT-4o: OpenAI's new flagship multimodal model now in preview on Azure | Microsoft Azure Blog]

[Microsoft enters 'groundbreaking' Māori data sovereignty deal that could have global implications - NZ Herald]

[Microsoft's new Copilot AI agents act like virtual employees to automate tasks - The Verge]

Copilot+ PC Announcement | May 20

See the Windows Event blog

Watch the event replay

Review our partner opportunity blog including the devices we announced today, as well as testimonials and quotes from our top device and channel partners.

Security and commercial features coming to Copilot+ PCs

Introducing the ultimate Copilot+ PCs – The all-new Surface Pro and Surface Laptop

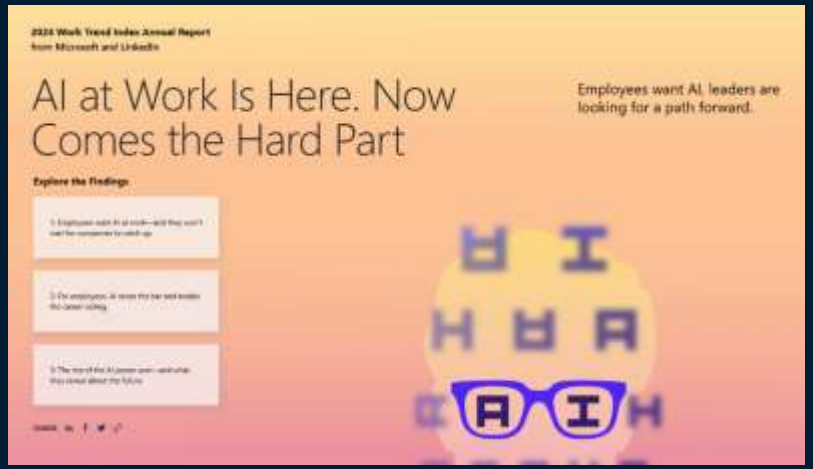
FEATURED DEVICES - Trend Details

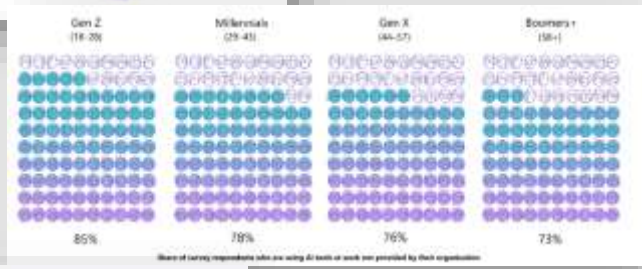
Promo Video on youtube

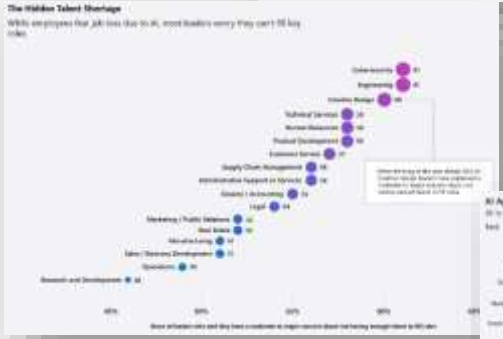
Satya WSJ Interview

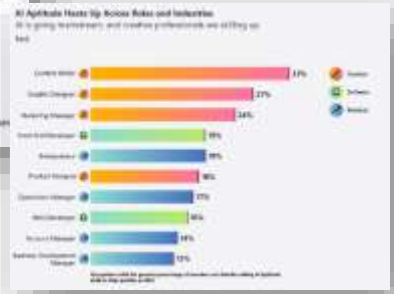
Work Trends Index | May 2024

[WorkLab: Hard Data, Compelling Stories, Vital Insights (microsoft.com)]









News

Updated offers for Azure VMware Solution

- Microsoft offers 2x Go Big ACO for migrations from VMC on AWS to Azure VMware Solution, up to $240k.
- Stack this on the expanded field empowerment (now including the AV64).
- The Azure VMware Solution 5-yr RI has been extended to December 31, 2024.
- [Microsoft and Broadcom to support license portability for VMware Cloud Foundation on Azure VMware Solution | Microsoft Azure Blog]

Microsoft Options for VMWare Migration

Move to Cloud		Stay on-premise		IaaS "multi-tenant"
Stay on VMware	**Go "Native"**	**Hardware Refresh**	**Retain Hardware**	**CIS**
Azure VMware Solution (AVS)[1] Offer up to 5-year Reserved Instances and BYOL VFC	**Azure** Migrate and Modernise[2] and benefit from Cloud Native capabilities	**Azure Stack HCI** Virtualise workloads and run cloud native apps on-premises	**Azure Stack HCI** Update with Azure Stack HCI and associated hardware dependencies[3]	**Core Infra Suite** SPLA and migrate to Windows Server, System Center, Hyper-V [4]

1. Azure VMware Solution and Microsoft and Broadcom to support license portability for VMware Cloud Foundation on AVS
2. Azure Migrate and Modernize
3. Check with Hardware Provider for ability to convert to Azure Stack HCI
4. "Microsoft options for VMWare Migration" session part of the http://aka.ms/WindowsServerSummit2024 run in late March

Digital

Asia AI Connect: Accelerate your AI Transformation

When: Thursday, 13 June 2024 | 2:00PM to 3:00PM AEST (GMT +10) | 4:00PM - 5:00PM NZST (GMT+12)

Where: Online

Join us to hear from **Charles Ross, Principal, Policy & Insights at Economist Impact** who will bring an Asia Pacific lens and share regional trends and market data around AI adoption and the leadership imperatives essential for successful AI driven business transformation.

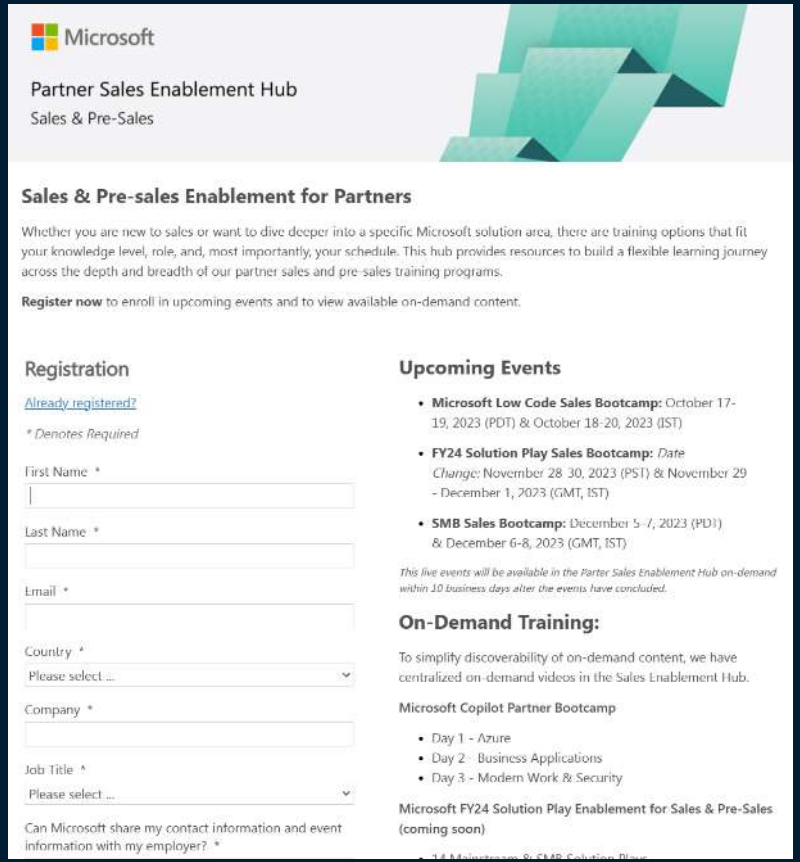
In this session we will explore the impact and insights from some of the early adopters of Copilot for M365. Our panel will include **Hafizan Habeeb Rahman, General Manager, Enterprise Modernisation, PETRONAS, Jade Rosocha, General Manager, Infrastructure, Operations and Service Excellence, TAL and Dr Shama Buch, Vice President, Generative AI Medical Content, Cactus Communications**, who will share their insights into their Copilot adoption journey and its impact on productivity, innovation and competitiveness.

Discover real-world examples from other Asia organisations on how Copilot for Microsoft 365 is driving productivity, innovation, and collaboration.

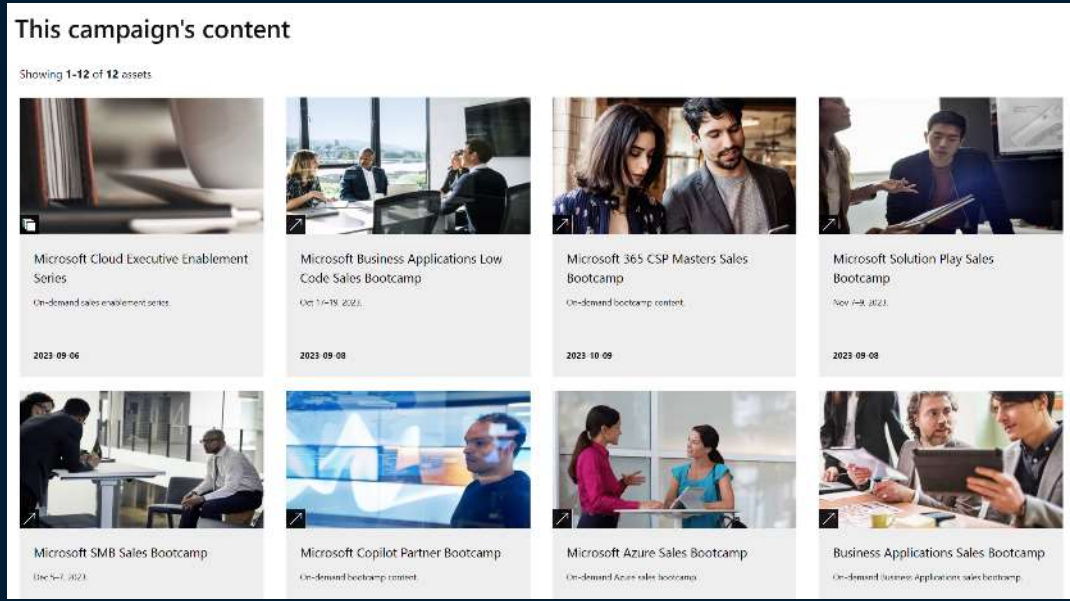
Dive into Microsoft's latest Work Trends Index, a global research report that explores Asia trends about the use of generative AI.

Hear about Forrester's Total Economic Impact (TEI) study into how companies are measuring Copilot effectiveness in their organisations.

Register Now



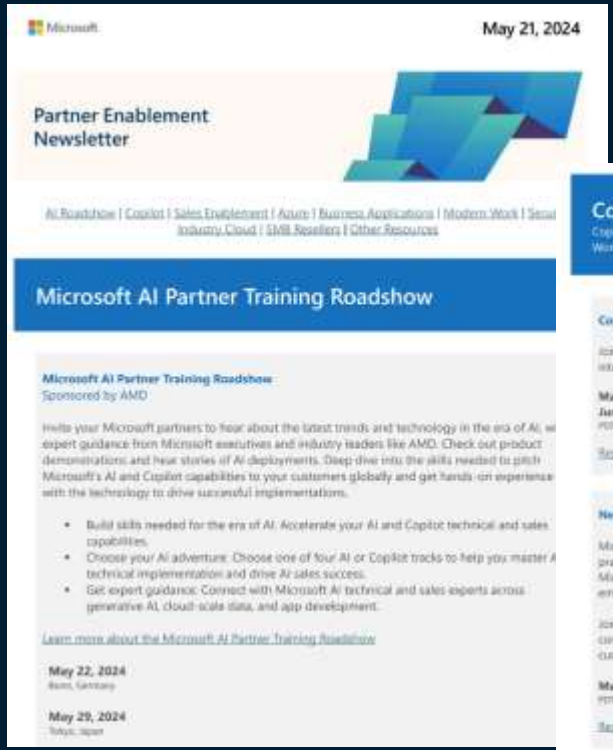
[Partner Sales Enablement Hub (on24.com)]



[Sales bootcamps and enablement series Collection]

Partner Enablement Newsletter

Download from https://partner.microsoft.com/training


Microsoft

May 21, 2024

Partner Enablement Newsletter

AI Roadshow | Copilot | Sales Enablement | Azure | Business Applications | Modern Work | Security | Industry Cloud | SMB Resellers | Other Resources

Microsoft AI Partner Training Roadshow

Microsoft AI Partner Training Roadshow

Sponsored by AMD

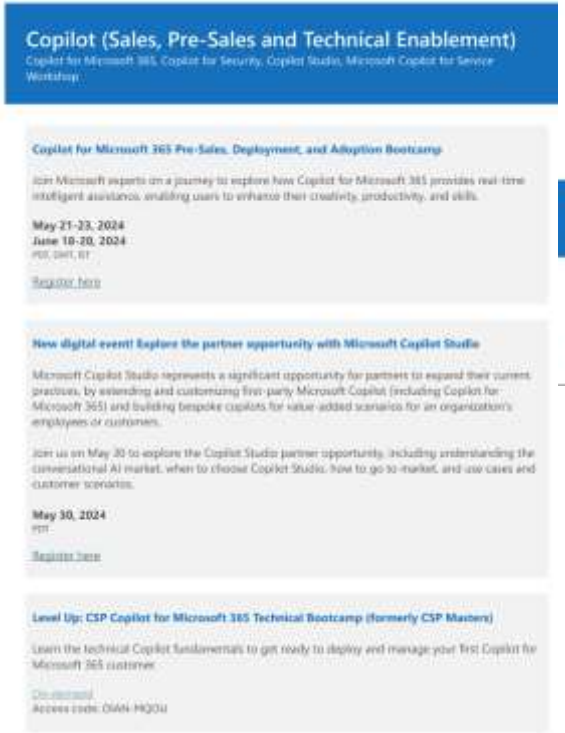
Invite your Microsoft partners to hear about the latest trends and technology in the era of AI, with expert guidance from Microsoft executives and industry leaders like AMD. Check out product demonstrations and hear stories of AI deployments. Deep dive into the skills needed to pitch Microsoft's AI and Copilot capabilities to your customers globally and get hands-on experience with the technology to drive successful implementations.

- Build skills needed for the era of AI. Accelerate your AI and Copilot technical and sales capabilities.
- Choose your AI adventure. Choose one of four AI or Copilot tracks to help you master AI technical implementation and drive AI sales success.
- Get expert guidance. Connect with Microsoft AI technical and sales experts across generative AI, cloud-scale data, and app development.

Learn more about the Microsoft AI Partner Training Roadshow

May 22, 2024
Berlin, Germany

May 29, 2024
Tokyo, Japan


Copilot (Sales, Pre-Sales and Technical Enablement)

Copilot for Microsoft 365, Copilot for Security, Copilot Studio, Microsoft Copilot for Service Workshop

Copilot for Microsoft 365 Pre-Sales, Deployment, and Adoption Bootcamp

Join Microsoft experts on a journey to explore how Copilot for Microsoft 365 provides real-time intelligent assistance, enabling users to enhance their creativity, productivity, and skills.

May 21-23, 2024
June 18-20, 2024
PDT, GMT, IST

Register here

New digital event! Explore the partner opportunity with Microsoft Copilot Studio

Microsoft Copilot Studio represents a significant opportunity for partners to expand their current practices, by extending and customizing first-party Microsoft Copilot (including Copilot for Microsoft 365) and building bespoke copilots for value-added scenarios for an organization's employees or customers.

Join us on May 30 to explore the Copilot Studio partner opportunity, including understanding the conversational AI market, when to choose Copilot Studio, how to go-to-market, and use cases and customer scenarios.

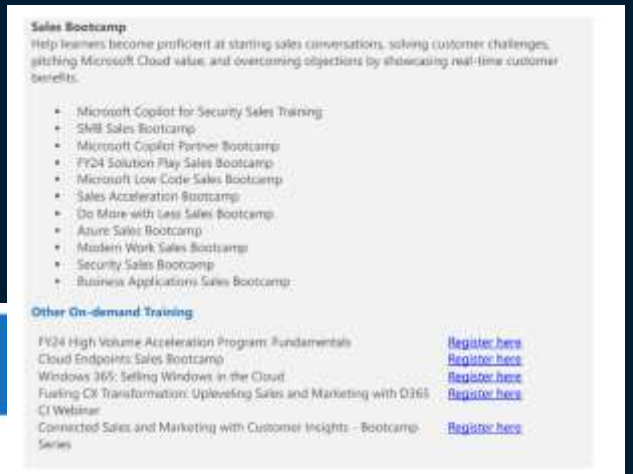
May 30, 2024
PDT

Register here

Level Up: CSP Copilot for Microsoft 365 Technical Bootcamp (formerly CSP Masters)

Learn the technical Copilot fundamentals to get ready to deploy and manage your first Copilot for Microsoft 365 customer.

On-demand
Access code: OIAN-MQDU

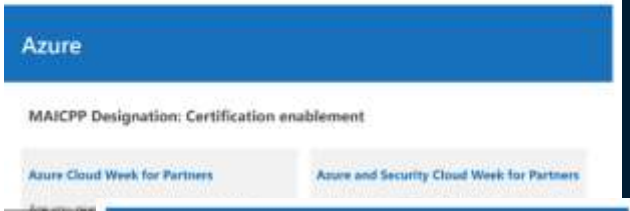

Sales Bootcamp

Help learners become proficient at starting sales conversations, solving customer challenges, pitching Microsoft Cloud value, and overcoming objections by showcasing real-time customer benefits.

- Microsoft Copilot for Security Sales Training
- SMB Sales Bootcamp
- Microsoft Copilot Partner Bootcamp
- FY24 Solution Play Sales Bootcamp
- Microsoft Low Code Sales Bootcamp
- Sales Acceleration Bootcamp
- Do More with Less Sales Bootcamp
- Azure Sales Bootcamp
- Modern Work Sales Bootcamp
- Security Sales Bootcamp
- Business Applications Sales Bootcamp

Other On-demand Training

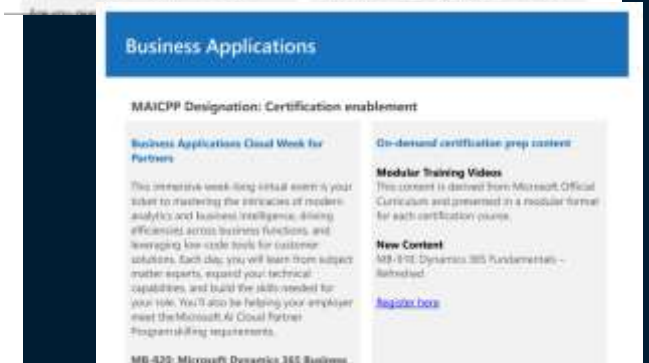
FY24 High Volume Acceleration Program Fundamentals	Register here
Cloud Endpoints Sales Bootcamp	Register here
Windows 365: Selling Windows in the Cloud	Register here
Fueling CX Transformation: Upleveling Sales and Marketing with D365 CI Webinar	Register here
Connected Sales and Marketing with Customer Insights - Bootcamp Series	Register here


Azure

MAICPP Designation: Certification enablement

Azure Cloud Week for Partners

Azure and Security Cloud Week for Partners


Business Applications

MAICPP Designation: Certification enablement

Business Applications Cloud Week for Partners

This immersive week-long virtual event is your ticket to mastering the intricacies of modern analytics and business intelligence, driving efficiencies across business functions, and leveraging low-code tools for customer solutions. Each day, you will learn from subject matter experts, expand your technical capabilities, and build the skills needed for your role. You'll also be helping your employer meet the Microsoft AI Cloud Partner Program skilling requirements.

On-demand certification prep content

Modular Training Videos

This content is derived from Microsoft Official Curriculum and presented in a modular format for each certification course.

New Content

MB-910: Dynamics 365 Fundamentals - Refreshed

Register here

MB-920: Microsoft Dynamics 365 Business

Partner Enablement Newsletter Highlights

Copilot for Microsoft 365 Pre-Sales, Deployment, and Adoption Bootcamp
- June 18-20, 2024 Register here

Level Up: CSP Copilot for Microsoft 365 Technical Bootcamp (formerly CSP Masters)
- On-demand with Access code OIAN-MQOU

New on demand training! Copilot for Microsoft 365 Data Security Champion
- On-demand via here with Access code ALLP-TCDK

Microsoft Fabric Partner Bootcamp
- June 11-13 via this link

Azure OpenAI Workshop
- June 18-20 and register here

Partner Enablement Calendar

See https://assetsprod.microsoft.com/mpn/en-mt/microsoft-partner-training-calendar.pdf

Partner Training Calendar: May – June 2024

With live translation audio in 11 languages*

*Japanese | Korean | Chinese (Simplified & Traditional) | French | German | Italian | Portuguese (European & LATAM) | Spanish (European & LATAM)

May

	Azure	Business Applications	Modern Work	Security
Sales	Level Up Copilot Sales Champion On-demand, Access code: (MOKC-MCJB)	Level Up Copilot Sales Champion On-demand, Access code: (MOKC-MCJB) For technical & sales roles: High Volume Acceleration- Advanced (May 22, PDT)	Level Up Copilot Sales Champion On-demand, Access code: (MOKC-MCJB) CSP Masters Sales Bootcamp: Copilot for Microsoft 365 (May 6, PDT)	Level Up Copilot Sales Champion On-demand, Access code: (MOKC-MCJB)
Certification	Modular Training (On-demand)	Modular Training (On-demand)	Modern Work Cloud Week (May 13-17)	Modular Training (On-demand)
Delivery Enablement	Microsoft Fabric Workshop (May 6-9, PDT) Azure OpenAI Workshop (May 7-9, PDT/BST/IST) Migrate & Secure Workloads to Azure Workshop (May 13-16, IST) Build and Modernize AI Apps Workshop (May 28-31, PDT/BST/IST)	Microsoft Cloud for Retail (May 13-15) For technical & sales roles: Accelerate Business Process Automation Using Microsoft Power Platform Workshop (May 28-31, PDT) Explore the partner opportunity with Microsoft Copilot Studio (May 30)	CSP Masters Pre- and Post-Sales Technical Bootcamp: Copilot for Microsoft 365 (May 9, PDT) Copilot for Microsoft 365 Pre-sales, Deployment, & Adoption Bootcamp (May 21-23, PDT/BST/IST) Explore the partner opportunity with Microsoft Copilot Studio (May 30) Level Up Copilot for Microsoft 365 Data Security Technical Champion (On-demand- Access code: ALLP-TCDK)	Fortify Your Data Security with Microsoft Purview Workshop (May 7-9, BST/PDT/IST) Microsoft Defender for O365, Identity & Cloud Apps (May 13-15, BST/PDT) Migrating to Microsoft Sentinel Bootcamp (May 20-21, BST)

June

	Azure	Business Applications	Modern Work	Security
Sales	Level Up Copilot Sales Champion On-demand, Access code: (MOKC-MCJB)	Level Up Copilot Sales Champion On-demand, Access code: (MOKC-MCJB)	Level Up Copilot Sales Champion On-demand, Access code: (MOKC-MCJB)	Level Up Copilot Sales Champion On-demand, Access code: (MOKC-MCJB)
Certification	Azure Cloud Week (June 10-14, CST/BST/PDT)	Modular Training (On-demand)	Modular Training (On-demand)	Security Cloud Week (June 24-28, CST/BST/PDT)
Delivery Enablement	For technical & sales roles: Microsoft Fabric Partner Bootcamp (June 11-13, PDT/BST/IST) Azure OpenAI Workshop (June 18-20, PDT/BST/IST) AKS Workshop (June 18-20, IST) Build and Modernize AI Apps Workshop (June 24-27, PDT/BST/IST)	For technical & sales roles: Accelerate Business Process Automation Using Microsoft Power Platform Workshop (June 4-7, BST/IST) Dynamics 365 Supply Chain Management- Demand Planning Workshop (Jun 11, BST/IST)	Copilot for Microsoft 365 Pre-sales, Deployment, & Adoption Bootcamp (June 18-20, PDT/BST/IST) Converged Communications Partner Technical Bootcamp 2024 (June 18-20, PDT) Level Up Copilot for Microsoft 365 Data Security Technical Champion (On-demand- Access code: ALLP-TCDK)	Microsoft Defender for Endpoint Workshop (June 10-12, BST/PDT/IST)

Microsoft 365 Partner Community

Explore the partner opportunity with Microsoft Copilot Studio

- Run on May 30 and recording available

Get a sneak peek at the agenda for the Microsoft Partner FY25 GTM Launch Event!

- Copilot Sessions; Tracks for Business Apps, CSP, Co-sell, Services, …

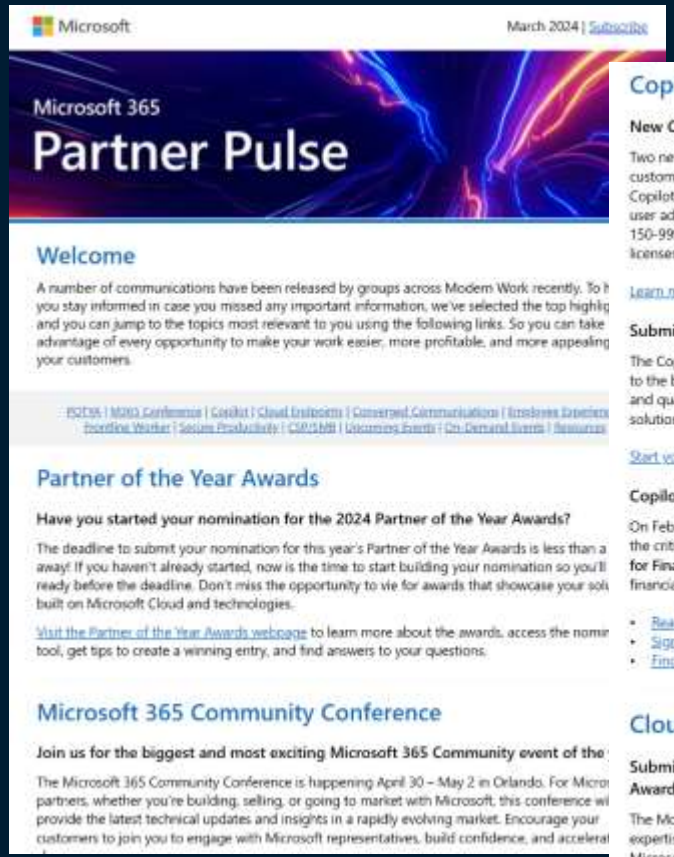
Streamline your workflow: simplify everyday tasks with Microsoft 365 Lighthouse

- Session 3 : June 27, 10:00am Sydney time
- Register and watch prior two session recordings here

Explore the Copilot Studio partner opportunity

- Recording available here

Microsoft 365 Partner Pulse



Microsoft March 2024 | Subscribe

Microsoft 365
Partner Pulse

Welcome

A number of communications have been released by groups across Modern Work recently. To h
you stay informed in case you missed any important information, we've selected the top highlig
and you can jump to the topics most relevant to you using the following links. So you can take
advantage of every opportunity to make your work easier, more profitable, and more appealing
your customers.

Partner of the Year Awards

Have you started your nomination for the 2024 Partner of the Year Awards?

The deadline to submit your nomination for this year's Partner of the Year Awards is less than a
away! If you haven't already started, now is the time to start building your nomination so you'll
ready before the deadline. Don't miss the opportunity to vie for awards that showcase your solu
built on Microsoft Cloud and technologies.

Visit the Partner of the Year Awards webpage to learn more about the awards, access the nomir
tool, get tips to create a winning entry, and find answers to your questions.

Microsoft 365 Community Conference

Join us for the biggest and most exciting Microsoft 365 Community event of the

The Microsoft 365 Community Conference is happening April 30 – May 2 in Orlando. For Micro
partners, whether you're building, selling, or going to market with Microsoft, this conference wi
provide the latest technical updates and insights in a rapidly evolving market. Encourage your
customers to join you to engage with Microsoft representatives, build confidence, and accelera

Copilot news

New Copilot for Microsoft 365 Adoption Accelerators available

Two new Copilot for Microsoft 365 Partner Accelerators were announced on March 1. Immerse y
customers in AI innovation and help them unlock creativity, boost productivity, and refine skills v
Copilot for Microsoft 365 Adoption Accelerators. Designed to optimize technical readiness and c
user adoption, these engagements come in Medium and Large. Medium requires customers to c
150-999 Copilot for Microsoft 365 licenses. Large requires 1000-3000 Copilot for Microsoft 365
licenses.

Learn more and access Copilot for Microsoft 365 Adoption Accelerator content

Submit your nomination for the Copilot Partner of the Year Award

The Copilot Award recognizes and celebrates the partners who have made outstanding contribu
to the business growth of Copilot – and helped customers achieve new levels of creativity, efficie
and quality of work by enabling them to identify high-value use-case scenarios and/or developin
solutions that empower end-users to achieve more by leveraging Copilot.

Start your nomination for the Copilot Partner of the Year Award

Copilot for Finance now in public preview

On February 29, Microsoft introduced a solution to help finance teams reclaim time and stay on
the critical decisions that can impact business performance. Now in public preview, **Microsoft Co
for Finance** is a new Copilot experience for Microsoft 365 that unlocks AI-assisted competencies
financial professionals, right from within productivity applications they use every day.

- Read the blog post to get details about the announcement
- Sign up for the public preview
- Find resources to help you get started

Cloud Endpoints news

Submit your nomination for the Modern Endpoint Management Partner of the Year Award

The Modern Endpoint Management Partner of the Year Award recognizes a partner with proven
expertise in helping customers modernize their endpoint and device management estates with
Microsoft Intune and Windows 11 Enterprise, streamlining operations at lower cost. Successful entries
demonstrate how partners have created innovative service offerings while delivering unique business
value to customers.

Start your nomination for the Modern Endpoint Management Partner of the Year Award

Frontline Worker news

Submit your nomination for the Modern Workplace for Frontline Workers Partner of the Year Award

The Modern Workplace for Frontline Workers Partner of the Year Award honors a partner that has seen
substantial growth in helping customers transform their workplaces by addressing the needs of the
frontline workforce. This award will recognize the partner who has paid special attention to frontline
workers and demonstrated an increase in frontline productivity, engagement, upskilling, and
community building, and a decrease in associated costs for frontline workers.

Start your nomination for the Modern Workplace for Frontline Workers Partner of the Year Award

Secure Productivity news

Submit your nomination for the Secure Productivity Partner of the Year Award

New for 2024, the Secure Productivity Partner of the Year Award honors a partner who has shown
expertise in delivering unique business value to help customers make the most of their investments in
Microsoft 365 solutions. Take advantage of this opportunity to showcase how you helped your
customers adopt or strengthen their Zero Trust security framework, streamline their endpoint
management practices, and enhance productivity and collaboration within the organization.

Start your nomination for the Secure Productivity Partner of the Year Award

CSP/SMB news

NEW! Announcing click-through Copilot demos for CSP partners

Our new prebuilt Copilot simulations are available to showcase Copilot capabilities across multiple
interfaces in key Microsoft 365 apps. With flexibility to run in smaller one-to-many engagements or
large webcast events, these guided click-through simulations are available to support the **Get Copilot
Ready CSP Briefing** and are optimized for a two-screen experience.

- To learn more, download the demo guide.
- Learn more about CSP Briefings and download the Get AI Ready CSP Briefing kit at the CSP
  Briefing landing page.

Toll-free numbers for Microsoft Teams now supported on NCE

The new commerce experience (NCE) now supports the ability to acquire toll-free numbers for
Microsoft Teams. Previously, customers would need to subscribe to Communication Credits to be able

View and subscribe

Did you see?

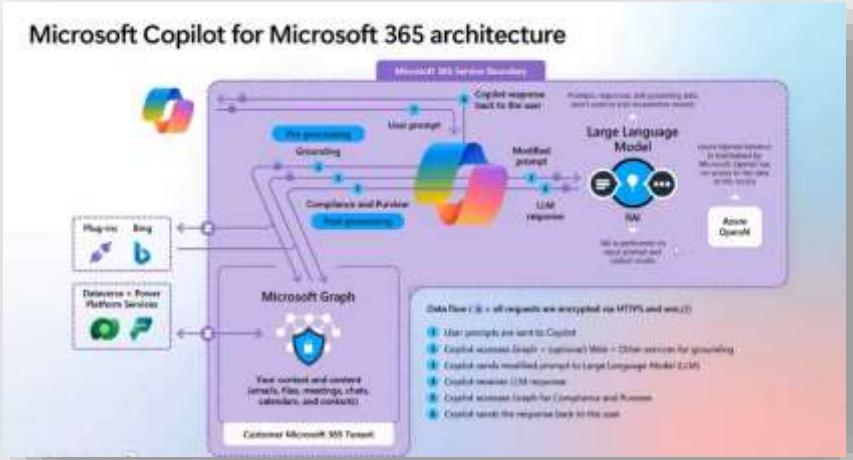
May 9 | CSP Masters Sales Bootcamp: Copilot for Microsoft 365 – APAC (M365v624EXT

Two hours

May 10 | CSP Masters Technical Bootcamp: Copilot for Microsoft 365 – APAC (M365v625EXT)

- Four hours
- Deep dive into how Copilot works
- Click-thru demos
- In depth demonstration of Microsoft Purview
- Microsoft Graph Connector Pricing and Entitlements with Copilot
- Customizing with Copilot Studio and plugins

http://readiness.transform.Microsoft.com

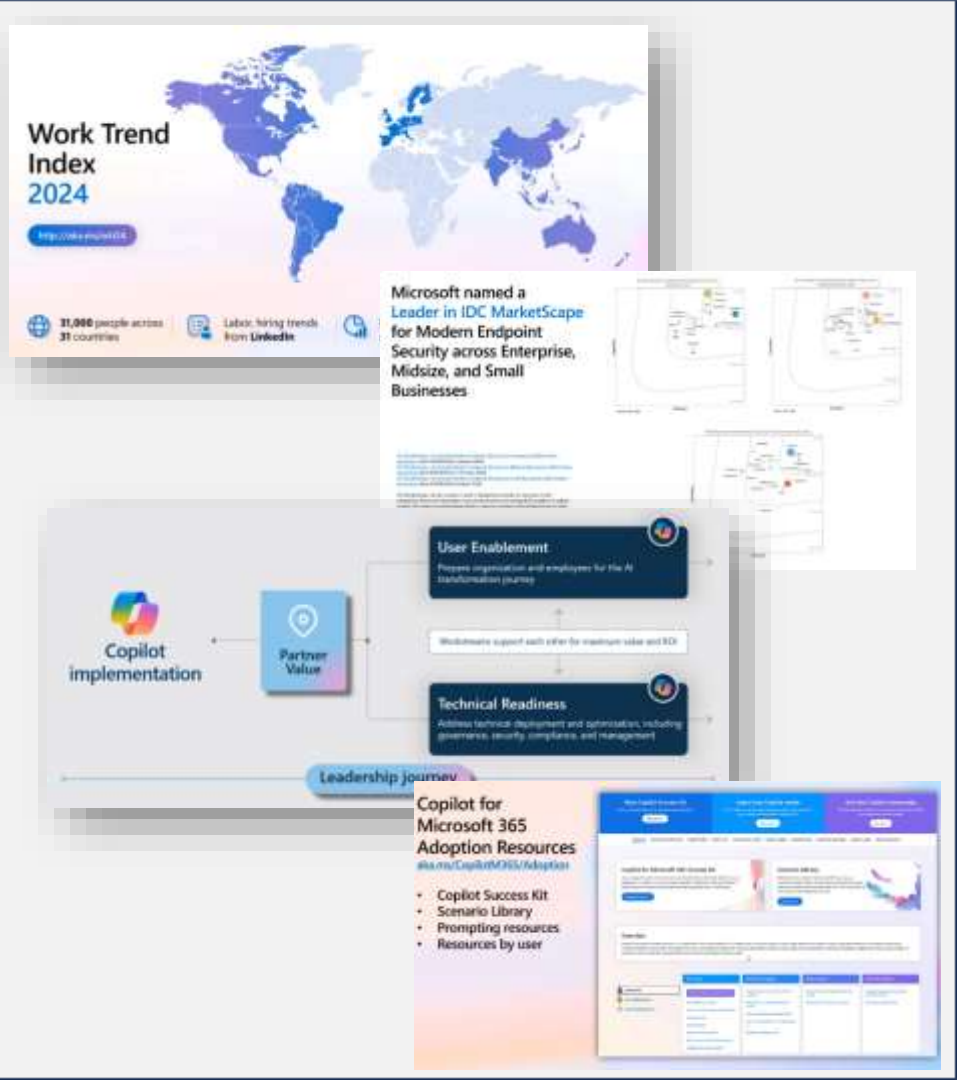


Did you see?

May 17 | Microsoft 365 Product Connect for CSPs | Q4 Virtual

- Reminder about Teams licensing changes
- 10% discount for Dynamics 365 Business Central valid in ANZ but not all countries
- Registration open for “CSP Partner-led GTM Track” [formerly known as Inspire Pre-day]
- SMB Update : WTI Update w/ SMB focus
- What’s new in M365 Business Premium and Defender for Business : now in all 3 IDC Leader Wave. Automate Attack Disruption added. ConnectWise RMM and PSA integration.
- Updates to ClipChamp and Stream
- Copilot for Microsoft 365 Updates http://aka.ms/CopilotRoadmap
  - Usage reporting
  - Data residency and Multi-geo
  - Restricted Sharepoint Search
- http://aka.ms/CopilotM365/Adoption
- New Level Up Badges
- CSP Partner resources Summary page [very busy slide]

Recording available here

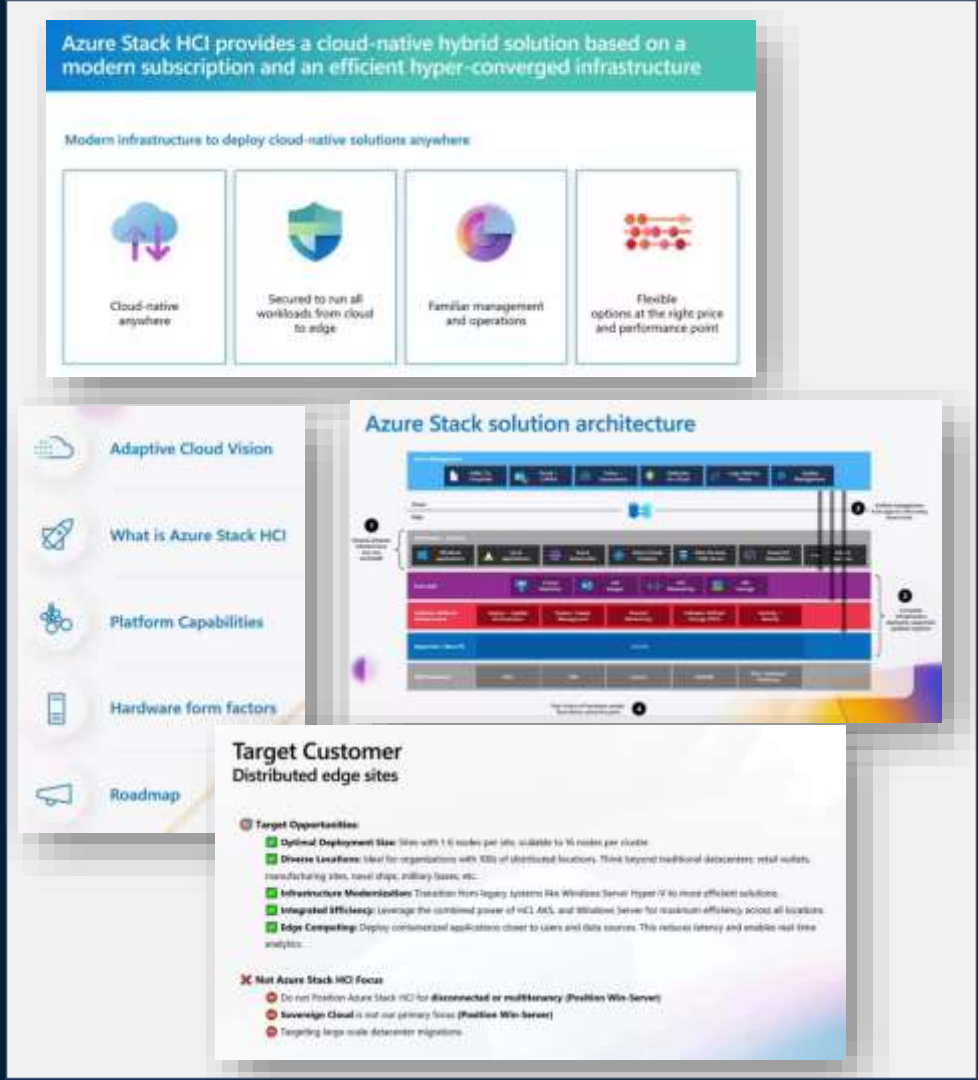


Did you see?

May 17 | Microsoft and Intel introduce Azure Stack HCI for partners – Option 2 (VIRT597EXT)

- Key Enablers – VMWare / Broadcom and demand for AVD on-premise
- Recent Customer Wins
  - Coles for “just enough hardware”
  - Replacements of Nutanix with AzHCI
- Technical Fundamentals
  - Gartner position Microsoft as Leader in Hybrid
  - Azure Migrate for VMWare to AzHCI
  - Solution Categories
    - Certain cases permit re-use of existing hardware
  - Roadmap inc. VMWare to HCI Migration tool
- Intel
- How to Sell Azure Stack HCI
  - Target Customers and Use Cases
  - Distributed, Modernize, Edge and not Multi-tenancy
  - Edge App Server, SQL, Kubernetes, AVD
  - More customer examples
  - Licensing Options
    - Exchange Windows Server for AzHCI cores – 1 core for 1 physical core
    - Extended Security Updates [ESU] free
  - Jumpstart HCIBox
    - Hands on without need for hardware
- Recap and Resources

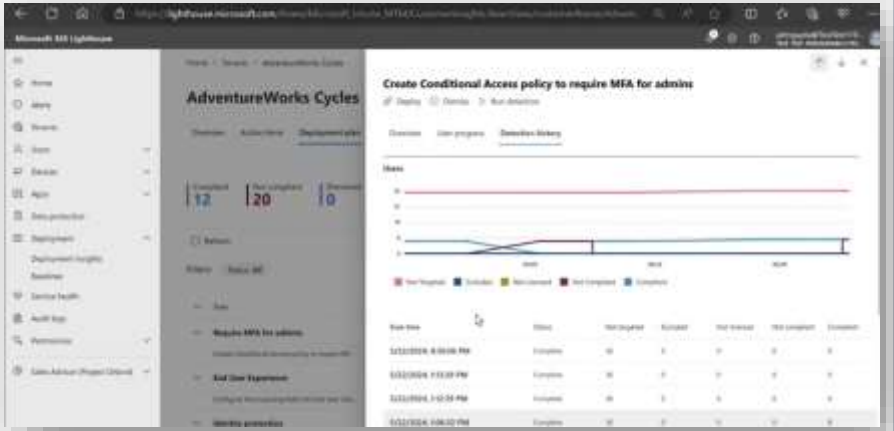
[Watch recording]



Did you see?

Session 2: Unlock efficiency and scale with Microsoft 365 Lighthouse APAC

- Recap of Session 1
- Focus on Security with demonstrations
- Summary
  - Leverage default baselines
  - Settings at Scale
  - Extensions



Microsoft Secure

2 hours

Hear about the new products and capabilities announced at Microsoft's flagship Secure event and what it means for you.

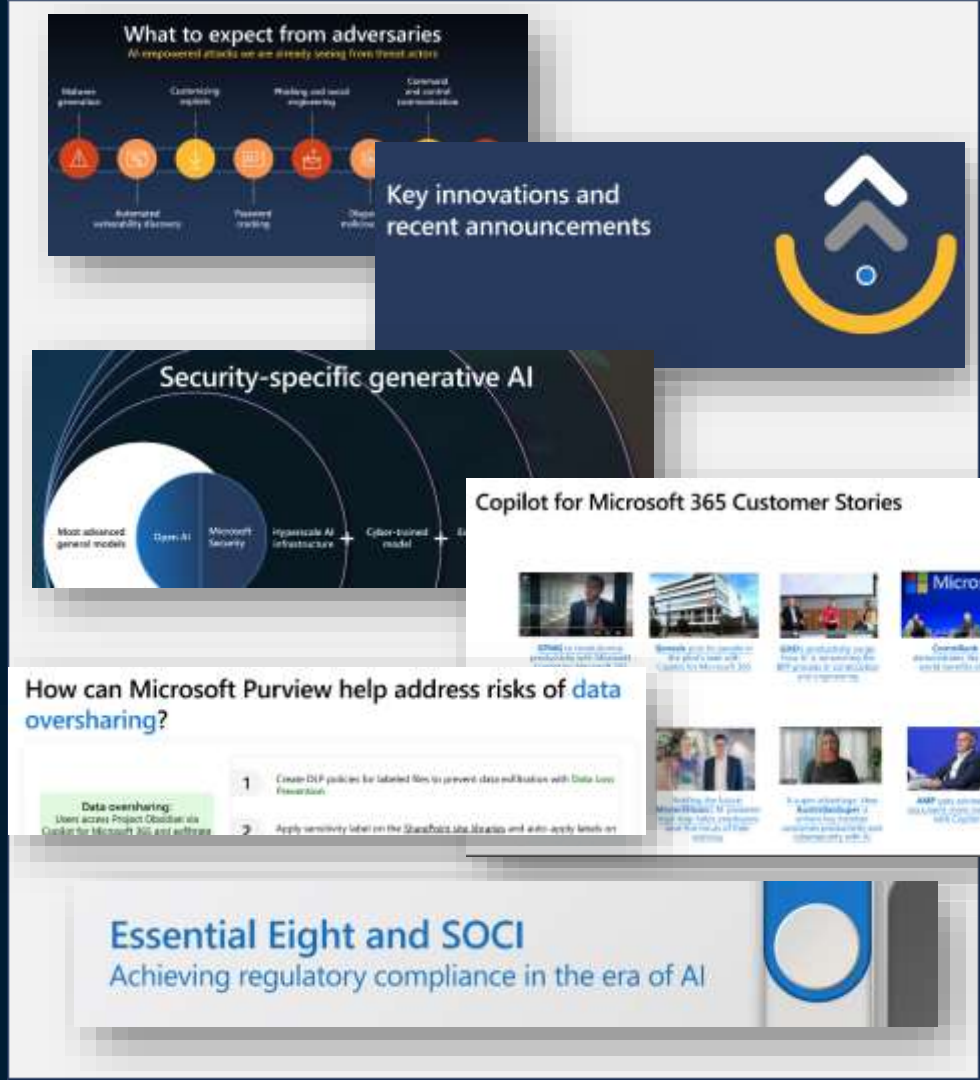
Take a closer look at some key use cases for Copilot for Microsoft 365 and the security features that allow you to adopt it with confidence.

Deep dive on Copilot for Security with practical tips and immersive demos.

Learn more about local regulatory compliance obligations and the steps you can take to improve your security posture.

Discover how AI is changing the future of employment by helping organisations attract and retain talent and augment their skills.

Watch On-Demand and download resources including slide presentation

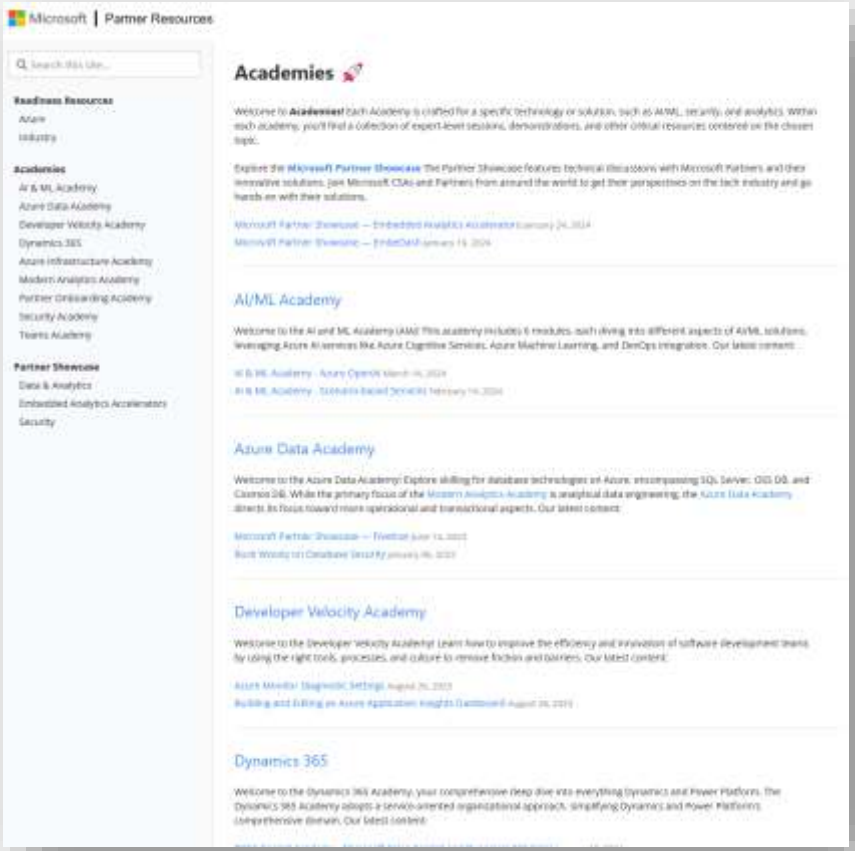


And remember these

Partner Portals for demonstrations, videos, PowerPoint presentations, webinars, learning and more

- Microsoft Power Platform Partner Portal
- Dynamics 365 Partner Portal
- Modern Work & Security for Partner (aka cloudpartners.transform)
- Azure for Partners
- Security Community

NEW - Academies (microsoft.github.io)



Coming Events

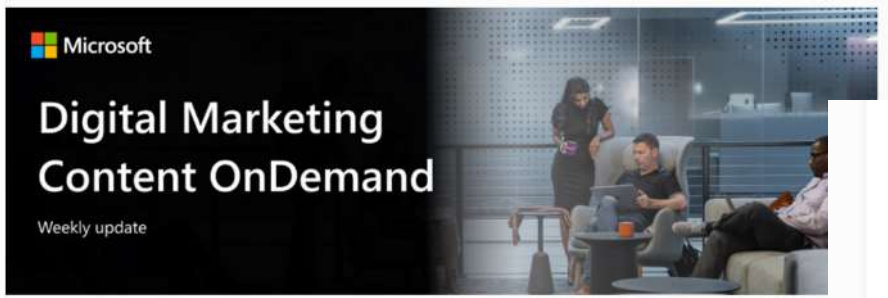
RSA Conference 2024 Recap: 60-Minute Deep Dive into Data Security

In just 60 minutes, brace yourselves for a rollercoaster of insights at the RSA Conference. First up, **Abbas Kudrati**, our very own Microsoft ASEAN Chief Cybersecurity Advisor, will spill the beans on his wild ride through this year's conference. And that's not all! **Nelson Yuen**, the dashing Microsoft Senior Global Black Belt for Data Security, will swoop in with a flurry of mind-blowing announcements about Microsoft Purview Data Risk and Compliance.

Wednesday June 19, 4:00-5:00pm Sydney time

Register now

Digital Marketing Content



Hi Philip Meyer,

TIP OF THE WEEK

Are you using the calendar on the main dashboard? It serves two purposes. First, it allows you to quickly see the numb
posts in your launched campaigns that you've net yet scheduled. Second, it allows you to see the number of posts y
already scheduled and also reschedule if you find that you've scheduled too many on one day. Click into any day to see th
of scheduled and available posts and click again on the content to reschedule as needed.

NEW AND REFRESHED CAMPAIGNS

- MICROSOFT SECURITY
  - **Defend against cybersecurity threats (12 weeks)**
    - *Available in English*
    - *More languages coming in late 2023*
- ISV CAMPAIGNS
  - **ISV Insurance Core Systems (12 weeks)**
    - *Available in English*
- MICROSOFT AZURE !
  - **Modernize SAP on the Microsoft Cloud**
    - *Available in English*
  - **Power Business Decisions with Cloud Scale Analytics (8 weeks)**
    - *Available in English*
    - *More languages coming in early 2024*
  - **Migrate and modernize Windows Server/SQL to Azure (12 weeks)**
    - *Available in English, Dutch, French, German, Portuguese, and Spanish*
- MICROSOFT DYNAMICS 365 & POWER PLATFORM
  - **Finance - Service Centric ERPs (12 weeks)**
    - *Available in English, Dutch, French, German, Portuguese, and Spanish*
- MICROSOFT 365
  - **Reimagine the employee experience with Microsoft Viva (12 weeks)**
    - *Available in English*
    - *More languages coming in mid-2023*
  - **Acquire new customers with Teams Essentials (12 weeks)**
    - *Available in English*
    - *More languages coming in late 2023*
  - **Increase Frontline Workers Operational Efficiency (12 weeks)**
    - *Available in English*
    - *More languages coming in June*
- MICROSOFT INDUSTRY SOLUTIONS
  - **Elevate the Shopping Experience: Retail Intelligent Stores**
    - *Available in English*

FEATURES & FUNCTIONALITY

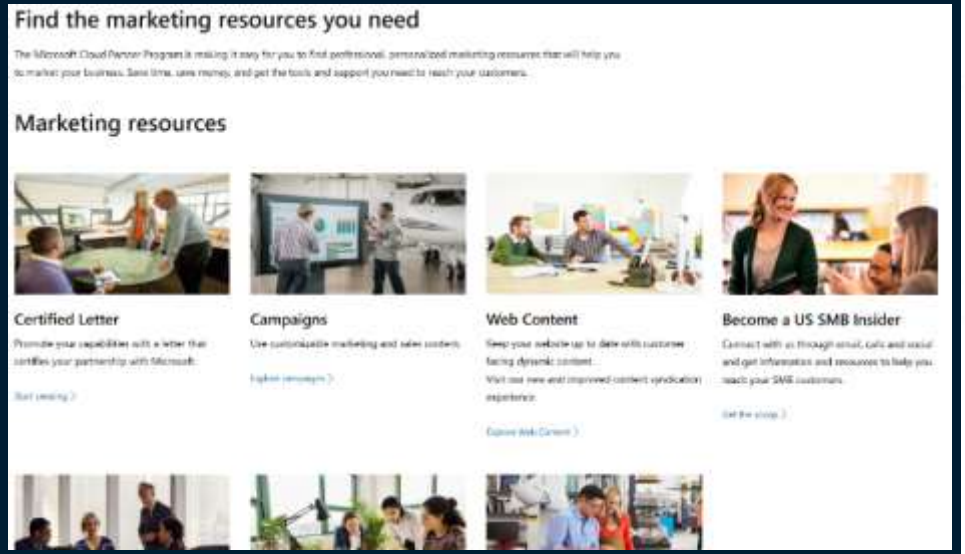
If you're just returning to DMC or just want a quick recap of the updates we've made since the January 2022 launch, you can find them under "Program Updates" of the Resources section of DMC, which can also be found by clicking the help icon on the top right.

This month, you'll be able to add your logo and contact information to select assets within DMC. Stay tuned.

EVENTS

Microsoft Inspire is scheduled for July 18-19, 2023. The event will take place digitally and is of no cost to attendees. Please save the dates and look for registration opening in the coming months.

Partner Marketing Center



Assets by Campaign

- Business Applications
- Business Intelligence
- Business Solutions
- Cloud Platform
- Cloud Services & Apps
- Cross-Product
- Data and AI
- Desktop Solutions
- Development Platform & Tools
- Embedded and IoT
- General Marketing Resources
- Intelligent Systems
- Modern Work
- Office Solutions
- Product Launch
- Server Solutions
- Windows & Devices

Cloud Platform

- [ ] AIW: Hybrid Cloud Solutions
- [ ] AVW: SAP on Azure
- [ ] Azure Do More With Less
- [ ] Azure Foundations Marketing Resources
- [ ] Cloud Solutions for Every Customer
- [ ] Data & AI Industry DREAM Demos & DREAM Demo in a Box
- [ ] MAIW: Database Modernization
- [ ] Marketing with Azure Marketplace and AppSource
- [ ] Migrate & Modernize Windows Server/SQL to Azure with AMMP Campaign
- [ ] Migrate to Azure VMware Solution
- [ ] Secure Multi-cloud Environment
- [ ] Win hybrid with Azure Arc and Azure Stack HCI

[Partner Marketing Center - Partner Blog]

Training, Learning and Readiness

“Anything is possible for a company when its culture is about **listening, learning, and harnessing individual passions and talents** to the company’s mission.”

*- Satya Nadella, **“Hit Refresh”***

Scale Accelerators | Data and Fabric

Data Landing Zones

- Are you looking to create a solid data foundation for your Azure environment? This session will we explore Azure Landing zones and how you can use them to get the most out of your data services on Azure.

Register here for June 13 2024

Scale Accelerators | Security

Microsoft Unified SOC and Microsoft Sentinel Update | June 13, 11:00am

- Microsoft Defender XDR -- Provides unified visibility, investigation, and response across endpoints, hybrid identities, emails, collaboration tools, cloud apps, cloud workloads and data,
- Microsoft Sentinel -- With visibility into the overall threat landscape, extending coverage to every edge and layer of the digital environment.
- Copilot for Security for Microsoft Unified SOC

Register here

Security Skilling Immersion Training Event

Prepare for today's increasing complex and sophisticated attacks at our upcoming Microsoft Security Immersion Training Event: **Shadow Hunter**

This free, half-day, virtual hands-on experience will help prepare you for today's increasingly complex and sophisticated attacks.

Shadow Hunter launches attendees into an **intense, real-world security breach simulation**. Get hands-on experience with Microsoft Security products and test your team's knowledge.

Players take on the **role of a security analysts** to find the attacker that has gained network access through a security camera in your office's building. Monitor risky workloads that may not be visibly there, such as Enterprise IoT and Hybrid cloud workloads. At the end of the day, protect workloads running on Azure, hybrid, and multi-cloud to save the day.

June 20, 9:00am – 1:00pm

Registration and more details here

Free Technical Cloud Training Events

Grow your technical skills with free cloud training tailored to all levels of learning across roles and technology solutions.

Explore training catalogue >

Across Azure, Azure AI, Azure Analytics, Infrastructure, Microsoft 365 Deployment, Teams, Security and Compliance, Dynamics 365, Power Platform and Surface

Click here to access the Free Technical Cloud Training Events

Azure Announcements

See Post for this Online Meeting in ANZ Partner Community
http://aka.ms/anzpz
"Azure Announcements" PDFs

Microsoft Azure Weekly Infrastructure Update – YouTube by John Savill

Microsoft

AZURE ANNOUNCEMENTS

Announcements Summary

This week there are **18** Announcements!

API Management
Updated Features – 1 Update
Blockchain Service
Preview Features – 1 Update
DevOps
Updated Features – 1 Update
Event Grid
Preview Features – 1 Update
IoT Central
New Features – 1 Update
IoT Hub
Preview Features – 1 Update
Maps
Preview Features – 1 Update
Monitor

Tech Links and Events

Join Microsoft TechCommunity
https://techcommunity.microsoft.com
Tech Summits, Blogs, Events, Academy and more

Visit Microsoft Reactor
Over 232 Learning sessions some In-person, some Streamed

Meetups https://www.meetup.com

Auckland	Wellington	Sydney	Melbourne	Adelaide	Brisbane	Perth
Modern Workplace User Group	.NET User Group	Azure User Group	Azure User Group	Microsoft IT Pro Community	Teams & Skype User Group	Teams & Skype for Business User Group
D365 Business Central	Data Mgmt and Analytics	Power BI User Group	Power BI User Group	Microsoft Copilot	Microsoft 365 Users Group	Data and Analytics User Group
Azure Meetup	Dynamics & Power Platform	SQL Server User Group	SQL Server User Group		Azure Data Services	Excel & Power BI
Microsoft 365 User Group	Microsoft 365 Meetup	Office 365 User Group	Office 365 User Group			Azure User Group
Women in Microsoft Business Apps	Excel and Power BI Group	Skype for Business & Microsoft Teams	Skype and Teams User Group			
North Shore .NET		SharePoint User Group	Azure Security User Group			
Dynamics 365 and Power Platform		Microsoft 365 Modern Mgmt	Azure Nights			
Artificial Intelligence Meetup			Microsoft 365 Technical			
			Microsoft Data Security & Privacy			

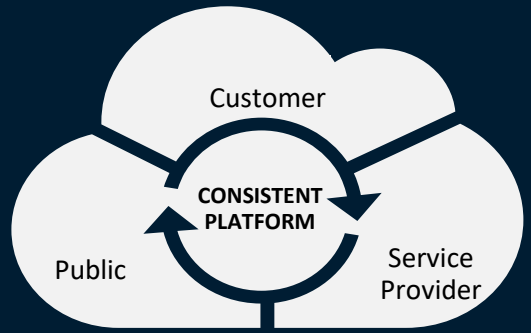
Poll

Please rate this Online Meeting

Next Online Meeting

Tuesday July 23 1:00-2:00 Sydney time

- Commerce and Operations Updates
- FY25 Solution Areas, Playbooks and maybe even Incentives
- News, Views and Venues
- Training, Learning and Readiness



Subscribe by emailing philme@microsoft.com

Thank YOU for Attending

Please email philme@microsoft.com to register for future cloud & hosting partner online meetings

Past content is available at “Australia and New Zealand Partner” Community at http://aka.ms/anzpz

Microsoft