

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 Cloud & Hosting Partner Online Meeting

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

Episode: 154



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


Enterprise SKU with Teams end-of-sale exemption for CSP customers

For existing CSP customers, the Microsoft 365/Office 365 Enterprise SKUs with Teams to which they have active subscriptions prior to April 1, 2024, remain eligible for renewal, seat add, and transition/upgrades. From Microsoft 365/Office 365 Enterprise SKUs with Teams to which they have active subscriptions that include a Microsoft 365/Office 365 suite with Teams 365 only (previous site subscriptions for the excluded SKUs) and the SKUs will remain eligible for renewal, seat add, and transition/upgrades (to include partial seat transitions/upgrades).



Power BI Premium per capacity SKUs (P-SKUs) are being retired and customers should transition to Microsoft Fabric SKU at the time of their next renewal. The Power BI Premium product capabilities will not change.





Viva Glint is an enterprise-wide license.

June 1 – Viva Glint standalone SKUs to be added to the CSP Pricelist Preview.

July 1 – Viva Glint standalone SKUs go General Availability through CSP Program.

November 2023 – Microsoft introduced Microsoft Planner at Ignite.

April 8, 2024 – Microsoft announced the release of Planner App in Teams.

April 30, 2024 – Microsoft announced the name change of Project Plan 1 to Microsoft Planner Plan 1 and introduced Planner in M365.

April 30, 2024 – Microsoft also announced the preview of Copilot in Planner.

Additional information on the Power BI Premium per capacity transition to Fabric, please see link: [https://aka.ms/BI-Premium-to-Fabric](#)

Dynamics 365 Sales Enterprise	U.S.
Dynamics 365 Sales Device	U.S.
Dynamics 365 Sales Premium	U.S.
Microsoft Relationship Sales (MRS)	U.S.
Dynamics 365 Customer Service Enterprise	U.S.
Dynamics 365 Customer Service Device	U.S.
Dynamics 365 Field Service	U.S.
Dynamics 365 Field Service Device	U.S.
Dynamics 365 Finance	U.S.
Dynamics 365 Supply Chain Management	U.S.
Dynamics 365 Commerce	U.S.
Dynamics 365 Human Resources	U.S.
Dynamics 365 Project Operations	U.S.
Dynamics 365 Operations - Device	U.S.

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

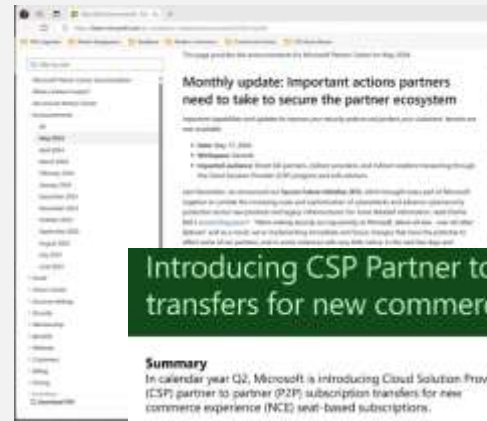
CSP Partner Community Q&A Call

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](#)



Introducing CSP Partner to Partner (P2P) subscription transfers for new commerce

Summary

In calendar year Q2, Microsoft is introducing Cloud Solution Provider (CSP) partner to partner (P2P) subscription transfers for new commerce experience (NCE) seat-based subscriptions.

Authorized partners selling NCE CSP subscriptions can now transfer new-commerce seat-based subscriptions from one partner to another.

Details

We are pleased to introduce a new capability that allows CSP Direct B2B and Indirect Providers to transfer CSP NCE seat-based subscriptions from one partner to another. This update extends the existing Azure plan functionality and is based on valuable feedback from our partner community.

Current partners can move customer subscriptions mid-term to a future/new partner due to various reasons such as such as mergers

Next Steps

*Share this information with the appropriate stakeholders in your organization.

*Familiarize yourself with the transfer process presented in the [CSP Technical Training Calls](#).

*Review the [learn article](#) covering the process for P2P

*Review the [Partner FAQ](#) for answers to your questions.

*Resources

- [CSP Partner Journey Map](#)
- [CSP Partner Launch Calendar](#)
- [CSP Technical Training Call - March](#)
- [CSP Technical Training Call - April](#)
- [Partner FAQ](#)
- [Learn Article](#)

Public Sector Enablement on New Commerce

Overview:

GA Date	Launch Scope
March 1	Public offers live as NCE
April 1	GCC offers available
May 1	Final wave

Key Milestones for PubSec:

Key milestone	Previously announced	Revised date
New subscription purchase must be on new commerce	May 1, 2024	August 1, 2024
Microsoft led migration for Public Sector	July 1, 2024	No earlier than September 1, 2024
End of legacy incentives	December 31, 2024	March 31, 2025

April 2024 - Partner Center [www.partnercenter.com](#)

New commerce [p.lds.microsoft.com/new-commerce](#)

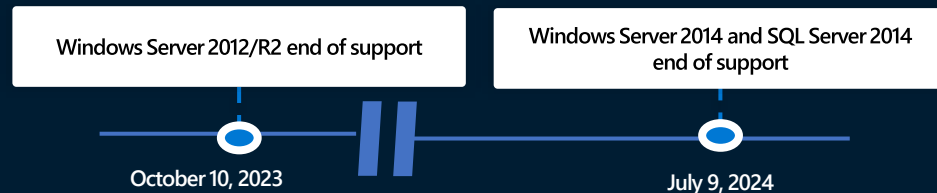
End of support overview and options

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	View Grid will be generally available through Cloud Solution Providers (CSPs) on July 1, 2024	June 1
General	Launching Extended Security Updates (ESU) 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 BI 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	Incentive 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 issue	May 2
General	Launching Extended Security Updates (ESU) for SQL Server 2014	May 1

Earnings: Provide insights on earnings and payments for all incentives programs

Claim features:

- Make claims & track claim status (support ticket for the associated claim)
- Make claims & track claim status by Payment Method (only pending claim)
- Make claims & track claim status by Payment Method (only pending claim)



Deep Dive Topic 1: How to create tickets from Earnings

If Partner needs help for the Earnings workspace pages, they can create a support ticket from the Earnings workspace.

1. Go to the top of the page - there is ? (help)
2. Click **Help** - Support (links in Workspace select **Earnings** in Topic select either **Earnings (Overview)**, **Payments (Overview)** or **Revenue (Overview)**. Then you can select sub-topics



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 IT	April 25, 2024 10:00 AM Australia/Sydney
FY24 Microsoft Commerce Incentives (MCI) Overview - ANZ/EMEA IT	April 25, 2024 1:00 AM Australia/Sydney
FY24 H2 Copilot Partner Incentives Overview - APAC IT	February 28, 2024 12:00 PM Australia/Sydney
FY24 H2 Copilot Partner Incentives Overview (EMEA/ANZ) IT	February 29, 2024 3:00 AM Australia/Sydney
FY24 Modern Work Partner Incentives Overview - APAC IT	February 27, 2024 12:00 PM Australia/Sydney
FY24 Modern Work Partner Incentives Overview IT	February 27, 2024 3:00 AM Australia/Sydney
FY24 Security Partner Incentives Overview - APAC IT	February 25, 2024 12:00 PM Australia/Sydney
FY24 Security Partner Incentives Overview IT	February 21, 2024 3:00 AM Australia/Sydney
FY24 Business Applications Partner Incentives Overview - APAC IT	February 22, 2024 12:00 PM Australia/Sydney
FY24 Business Applications Partner Incentives Overview IT	February 22, 2024 3:00 AM Australia/Sydney
FY24 Azure Partner Incentives Overview - APAC IT	February 21, 2024 12:00 PM Australia/Sydney

The image displays three overlapping screenshots of Microsoft Commerce Incentives (MCI) documents. The top screenshot is the 'How to use the Microsoft Commerce Incentives policy guide', which includes a navigation diagram and a table of contents. The middle screenshot is an 'Azure Migrate & Modernize Partner-led: Infrastructure and Database Migration with Microsoft Defender for Cloud' plan, showing a table with columns for 'Partner Role in MCI', 'Project Name', 'Project Start', 'Project End', 'Project Status', and 'Project Type'. The bottom screenshot is a 'Business Applications - Dynamics 365 Business Central Deployment Plan', detailing project goals, partner roles, and a table of project metrics.

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



Modern
work



Business
applications



Infrastructure



Digital and
app innovation



Data & AI



Security

The most trusted and comprehensive cloud

Highlights from Build

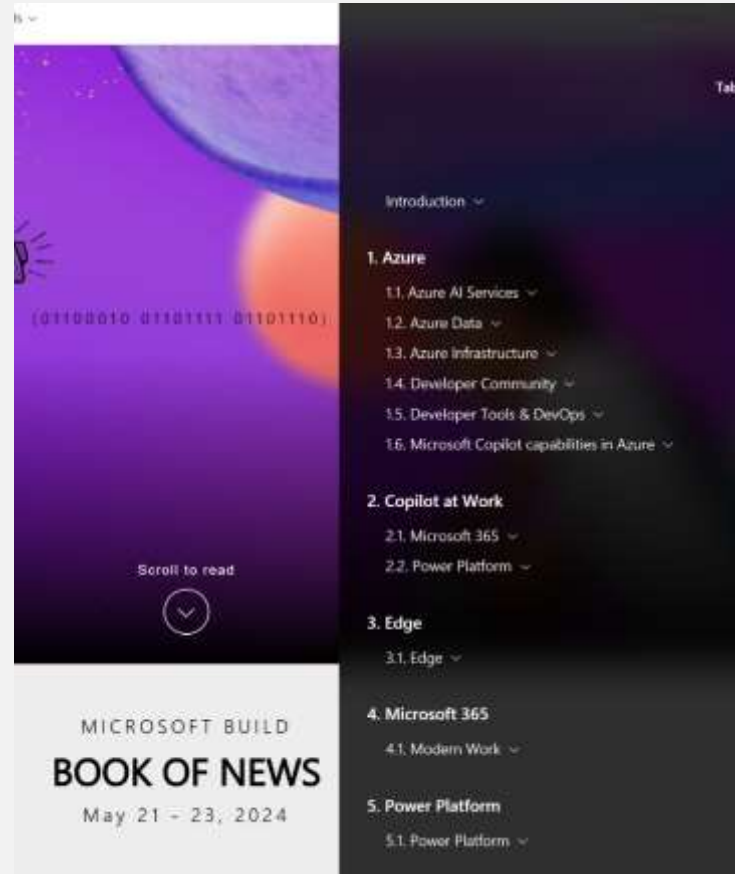
Resources

[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

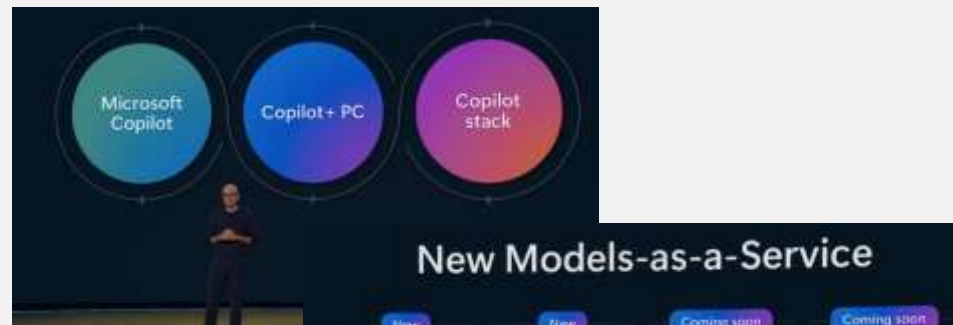
Satya Keynote

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



New Models-as-a-Service



Day 2

Scott Keynote

GitHub Copilot : customer and developer stories; increased productivity

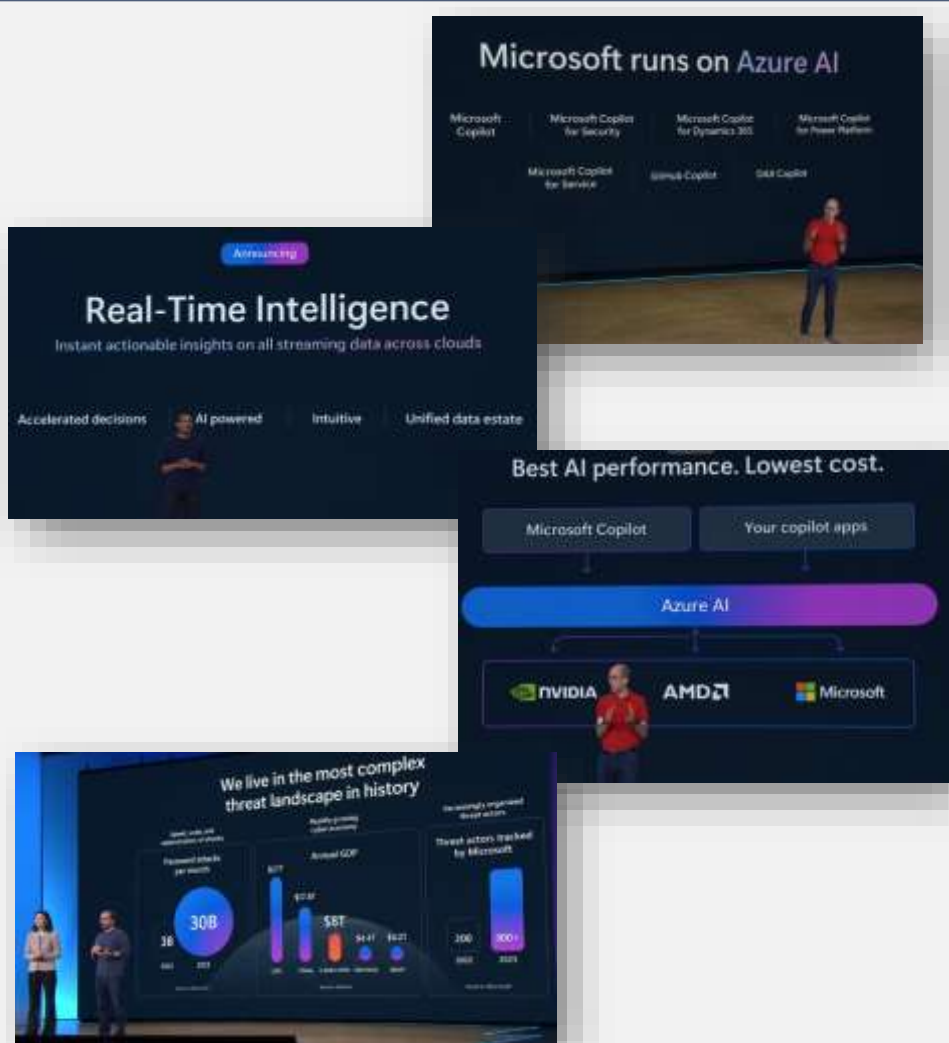
Copilot Studio w/ Charles : demonstration and customer stories

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

Microsoft

Demonstrate security readiness to win customer trust

Customers value partners whose security and integrated solutions can help keep their people, data, devices, and applications safe from breaches and complex cyberattacks.

When your employees take security hygiene practices, assess your security knowledge, and build more secure solutions, customers can confidently choose you to help them achieve all the important business goals and meet security.

[Security and Compliance Report & Dashboard](#)

Protect your business. Protect your customers.

From a cloud-based game to healthcare and capital cities, best security practices can help protect 95% of cyberattacks.

Maintaining security best practices—known as security hygiene—remains the easiest way to:

- Protect your entire digital estate.
- Strengthen the security of our entire Microsoft ecosystem.
- Complete a security-minded market where customers prefer the partners who demonstrate expertise.

Activate on security hygiene with these practices:

- Take an individualized approach (2023)**
Security solutions and resources are available for every organization, from a small family-run company to a large enterprise. Microsoft offers a range of solutions and support that help businesses of all sizes meet their security needs.
- Apply Zero Trust principles**
Adopting the principles of Zero Trust helps reduce the risk of an attacker gaining access to sensitive data. Microsoft offers a range of solutions and support that help businesses of all sizes meet their security needs.
- Use extended detection and response (XDR) and artificial intelligence**
Microsoft's XDR solutions provide a comprehensive view of your organization's security posture, helping you detect and respond to threats faster than ever before.
- Designate a security team**
Designating a security team helps ensure your organization has the right people and resources in place to manage your security posture and respond to incidents.

[Learn more about Zero Trust](#) | [Learn more about XDR](#) | [Learn more about AI](#) | [Learn more about Security](#)

Strengthen your security posture to grow your business

As the cyber threat landscape evolves, business decisions makers across industries are shifting priorities to comprehensive and secure solutions. Strengthen your security hygiene not only protects your business, but it also makes you more likely to emerge as a leading industry.

The security opportunity at a glance:

- 72% of IT and security leaders are using advanced security solutions to help protect their business.
- 80% of organizations consider security a top priority when making business decisions.
- 50% of organizations report that security is a key factor in their decision to choose a vendor.

Together, all the solutions you deploy, an investment in your own security is an investment in your customers' security—The organizations you go to partner who can deliver secure and integrated solutions for their organizations.

Join Microsoft Exceed for security skills

Exceed for Security is an AI-powered tool designed to assist the work of teams to secure your organization by detect and protect against threats and build more secure solutions.

With our three-part, on-demand Exceed for Security training, you can build skills to:

- Reduce overall cyber risk.
- Secure and add value for your customers.
- Stand out in the market.

[Learn more about Exceed for Security](#) | [Learn more about Exceed for Security](#)

Frequently asked questions:

- What are the benefits of the Exceed for Security training?
 - It provides a comprehensive overview of security best practices and provides practical guidance.
 - It is available in multiple languages and can be accessed on-demand.
- How do I access the Exceed for Security training?
 - It is available on the Microsoft Exceed for Security platform.
- What are the next steps to the security opportunity?
 - Microsoft offers a range of solutions and support to help you secure your business.
- How do I get started with security?
 - Microsoft offers a range of solutions and support to help you secure your business.

Updates

Copilot for Microsoft 365 - Microsoft Community Hub

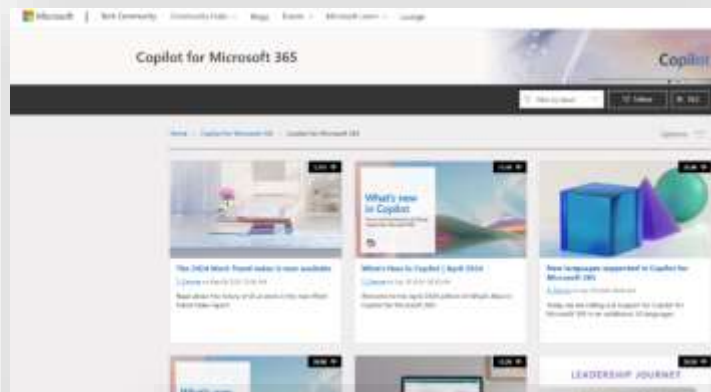
What's New in Copilot for Microsoft 365


What's new in Teams Calling, Meetings and Devices

<https://aka.ms/whatsnewcmd>

10 more AI terms everyone should know

Reasoning, Inference, SLM, ...



A man in a white shirt is seen from behind, standing on a modern staircase with large glass windows. The scene is brightly lit, suggesting a high-rise building or a modern office environment. The text "They say it's impossible to lower production costs" is overlaid on the image.

They say it's impossible to lower production costs

News, Views and Venues

30 days in 30 seconds

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

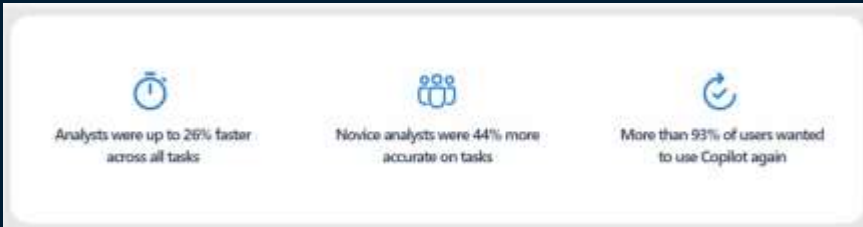
[The Australian organisations looking to generative AI to boost security operations - Microsoft Australia News Centre](#)

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)

2024 Work Trends Index Annual Report
from Microsoft and LinkedIn

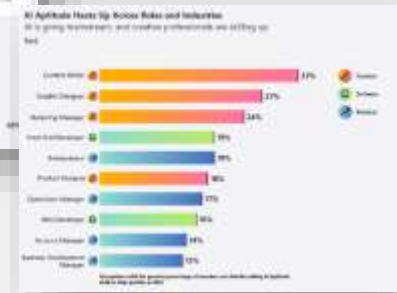
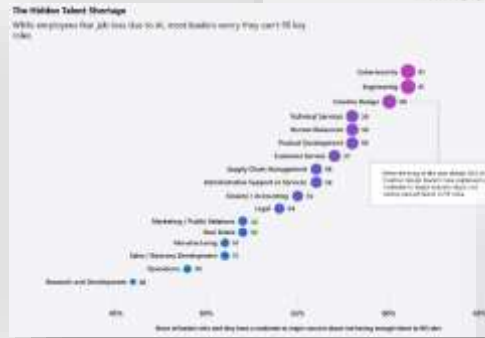
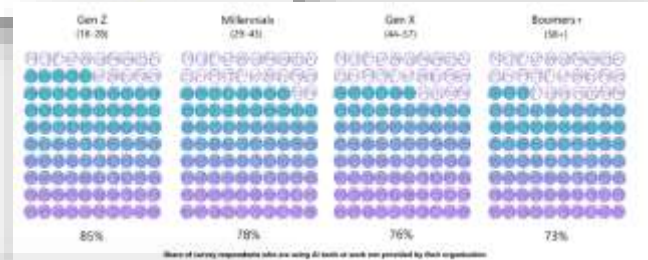
AI at Work Is Here. Now Comes the Hard Part

Employees want AI leaders are looking for a path forward.

Explore the findings:

- 1 Employees want AI at work—and they want to be compensated for it.
- 2 Our employees do want the bar set higher for AI at work.
- 3 The top of the AI profession will be the most sought after.

WorkLab | LinkedIn



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

Sales & Pre-Sales

Sales & Pre-sales Enablement for Partners

Whether you are new to sales or want to dive deeper into a specific Microsoft solution area, there are training options that fit your knowledge level, role, and, most importantly, your schedule. This hub provides resources to build a flexible learning journey across the depth and breadth of our partner sales and pre-sales training programs.

Register now to enroll in upcoming events and to view available on-demand content.

Registration

[Already registered?](#)

* Denotes Required

First Name *

Last Name *

Email *

Country *

Please select ...

Company *

Job Title *

Please select ...

Can Microsoft share my contact information and event information with my employer? *

Upcoming Events

- **Microsoft Low Code Sales Bootcamp:** October 17-19, 2023 (PDT) & October 18-20, 2023 (IST)
- **FY24 Solution Play Sales Bootcamp:** *Date Change:* November 28-30, 2023 (PST) & November 29-December 1, 2023 (GMT, IST)
- **SMB Sales Bootcamp:** December 5-7, 2023 (PDT) & December 6-8, 2023 (GMT, IST)

This live event will be available in the Partner Sales Enablement Hub on-demand within 10 business days after the events have concluded.

On-Demand Training:

To simplify discoverability of on-demand content, we have centralized on-demand videos in the Sales Enablement Hub.

Microsoft Copilot Partner Bootcamp

- Day 1 - Azure
- Day 2 - Business Applications
- Day 3 - Modern Work & Security

Microsoft FY24 Solution Play Enablement for Sales & Pre-Sales (coming soon)

This campaign's content

Showing 1-12 of 12 assets



Microsoft Cloud Executive Enablement Series

On-demand sales enablement series.

2023-09-06



Microsoft Business Applications Low Code Sales Bootcamp

Oct 17-19, 2023.

2023-09-08



Microsoft 365 CSP Masters Sales Bootcamp

On-demand bootcamp content.

2023-10-09



Microsoft Solution Play Sales Bootcamp

Nov 28-30, 2023.

2023-09-08



Microsoft SMB Sales Bootcamp

Dec 5-7, 2023.



Microsoft Copilot Partner Bootcamp

On-demand bootcamp content.



Microsoft Azure Sales Bootcamp

On-demand Azure sales bootcamp.



Business Applications Sales Bootcamp

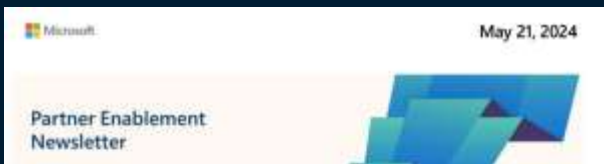
On-demand Business Applications sales bootcamp.

[Sales bootcamps and enablement series Collection](#)

[Partner Sales Enablement Hub \(on24.com\)](#)

Partner Enablement Newsletter

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



[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, and 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

Rein, 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 Workflows

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 10-20, 2024

MS, SMB, RT

[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 third-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

9am

[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: OAN-HQOU

Sales Bootcamp

Help learners become proficient at starting sales conversations, solving customer challenges, eliciting 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

Cloud Endpoints Sales Bootcamp

Windows 365: Selling Windows in the Cloud

Fueling CX Transformation: Uplifting Sales and Marketing with D365

CI Webinar

Connected Sales and Marketing with Customer Insights - Bootcamp

Series

[Register here](#)

[Register here](#)

[Register here](#)

[Register here](#)

[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 intensive 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 skill requirements.

MB-430: Microsoft Dynamics 365 Business

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 - Refresh

[Register here](#)

Partner Enablement Newsletter Highlights

Copilot for Microsoft 365 Pre-Sales,
Deployment, and Adoption Bootcamp
June 18-20, 2024 [Register here](#)

Microsoft Fabric Partner Bootcamp
June 11-13 via this [link](#)

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

Azure OpenAI Workshop
June 18-20 and register [here](#)

New on demand training! Copilot for
Microsoft 365 Data Security Champion
On-demand via [here](#) with Access code
ALLP-TC DK

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)

	Azure	Business Applications	Modern Work	Security
May	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)
	Certification	Modular Training (On-demand)	Modular Training (On-demand)	Modular Training (On-demand)
	Delivery Enablement	Microsoft Fabric Workshop (May 6-9, PDT)  Azure OpenAI Workshop (May 7-9, PDT/BST/AST)  Migrate & Secure Workloads to Azure Workshop (May 13-16, IST) Build and Modernize AI Apps Workshop (May 28-31, PDT/BST/AST) 	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 Sales Bootcamp: Copilot for Microsoft 365 (May 8, PDT) Modern Work Cloud Week (May 13-17) 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/AST)  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)
June	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)
	Certification	Azure Cloud Week (June 10-14, CST/BST/PDT) 	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/AST)  Azure OpenAI Workshop (June 18-20, PDT/BST/AST) AKS Workshop (June 18-20, IST) Build and Modernize AI Apps Workshop (June 24-27, PDT/BST/AST)	For technical & sales roles: Accelerate Business Process Automation Using Microsoft Power Platform Workshop (June 4-7, BST/AST) Dynamics 365 Supply Chain Management: Demand Planning Workshop (Jun 11, BST/AST)	Copilot for Microsoft 365 Pre-sales, Deployment, & Adoption Bootcamp (June 18-20, PDT/BST/AST)  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 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 help you stay informed in case you missed any important information, we've selected the top highlighting 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.

[PSTN](#) | [MNO Capabilities](#) | [Copilot](#) | [Cloud Endpoints](#) | [Connect, Collaborate](#) | [Microsoft Exchange](#) | [Frontline Worker](#) | [Secure Productivity](#) | [CSP/SMB](#) | [Microsoft Events](#) | [On-Demand Events](#) | [Resources](#)

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 be ready before the deadline. Don't miss the opportunity to vie for awards that showcase your skill built on Microsoft Cloud and technologies.

[Visit the Partner of the Year Awards webpage](#) to learn more about the awards, access the nomination 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 Microsoft partners, whether you're building, selling, or going to market with Microsoft, this conference will 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 accelerate

Copilot news

New Copilot for Microsoft 365 Adoption Accelerators available

Two new Copilot for Microsoft 365 Partner Accelerators were announced on March 1. Immerse your customers in AI innovation and help them unlock creativity, boost productivity, and refine skills with Copilot for Microsoft 365 Adoption Accelerators. Designed to optimize technical readiness and customer adoption, these engagements come in Medium and Large. Medium requires customers to create 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 contributions to the business growth of Copilot – and helped customers achieve new levels of creativity, efficiency and quality of work by enabling them to identify high-value use-case scenarios and/or develop 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 Copilot 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 [multi-app 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 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](#)

The collage features several key elements:

- Work Trend Index 2024:** A world map showing global trends, with a URL <http://aka.ms/wti24>. It notes "31,000 people across 31 countries" and "Labour hiring trends from LinkedIn".
- IDC MarketScape Award:** A text box stating "Microsoft named a Leader in IDC MarketScape for Modern Endpoint Security across Enterprise, Midsize, and Small Businesses".
- Copilot Implementation Leadership Journey:** A diagram showing the flow from "Copilot implementation" and "Partner Value" to "User Enablement" and "Technical Readiness".
 - User Enablement:** Prepares organization and employees for the AI transformation journey.
 - Technical Readiness:** Addresses technical deployment and optimization, including governance, security, compliance, and management.
 - A central note: "Readiness support each other for maximum value and ROI".
 - A "Leadership journey" banner is at the bottom.
- Copilot for Microsoft 365 Adoption Resources:** A webpage snippet with the URL aka.ms/CopilotM365/Adoption. It lists resources:
 - Copilot Success Kit
 - Scenario Library
 - Prompting resources
 - Resources by user

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](#)

Azure Stack HCI provides a cloud-native hybrid solution based on a modern subscription and an efficient hyper-converged infrastructure

Modern infrastructure to deploy cloud-native solutions anywhere



Target Customer

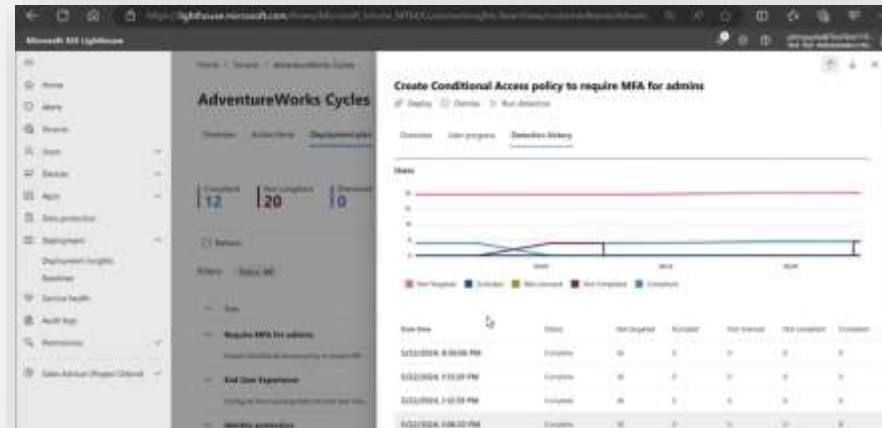
Distributed edge sites

- **Target Opportunities:**
 - **Optimal Deployment Size:** Sites with 1-6 nodes per site, scalable to 16 nodes per cluster
 - **Diverse Locations:** Ideal for organizations with 100s of distributed locations. Think beyond traditional datacenters, retail outlets, manufacturing sites, hotel ships, railway bases, etc.
 - **Infrastructure Modernization:** Transition from legacy systems like Windows Server Hyper-V to more efficient solutions.
 - **Integrated Efficiency:** Leverage the combined power of HCI, AAS, and Windows Server for maximum efficiency across all locations.
 - **Edge Computing:** Deploy containerized applications closer to users and data sources. This reduces latency and enables real-time analytics.
- **Not Azure Stack HCI Focus:**
 - Do not Position Azure Stack HCI for disconnected or multi-tenancy (Position Win-Server)
 - Sovereign Cloud is not our primary focus (Position Win-Server)
 - Targeting large-scale datacenter migrations.

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

What to expect from adversaries
AI-empowered attacks we are already seeing from threat actors

Address generation | Customizing exploits | Phishing and social engineering | Command and control communication

Automated vulnerability discovery | Password cracking | Deep fakes

Key innovations and recent announcements

Security-specific generative AI

Most advanced general models | OpenAI | Microsoft Security | Ingressible AI infrastructure | Cyber-trained model

Copilot for Microsoft 365 Customer Stories

How can Microsoft Purview help address risks of data oversharing?

Data oversharing: Users access Project Obsidian via Outlook for Microsoft 365 and Exchange

1. Create DLP policies for labeled files to prevent data publication with Data Loss Prevention.
2. Apply sensitivity labels on the SharePoint site library and also apply labels on...

Essential Eight and SOCI
Achieving regulatory compliance in the era of AI

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)

The screenshot shows the 'Academies' section of the Microsoft Partner Resources website. The page features a search bar at the top, followed by a navigation menu with categories like 'Academy Resources', 'Academies', and 'Partner Showcase'. The main content area is titled 'Academies' and includes a welcome message, a description of the academies, and a list of featured academies with their respective dates and topics. The academies listed are AI & ML Academy, Azure Data Academy, Developer Velocity Academy, and Dynamics 365.

Microsoft | Partner Resources

Search this site...

Academies

Welcome to **Academies** Each Academy is crafted for a specific technology or solution, such as AI/ML, security, and analytics. Within each academy, you'll find a collection of expert-level sessions, demonstrations, and other critical resources centered on the chosen topic.

Explore the **Microsoft Partner Showcase** The Partner Showcase features technical briefings with Microsoft Partners and their innovative solutions, join Microsoft CxOs and Partners from around the world to get their perspectives on the tech industry and go hands on with their solutions.

Microsoft Partner Showcase — Embedded Analytics Accelerator January 24, 2024
Microsoft Partner Showcase — Embedded Analytics January 15, 2024

AI/ML Academy

Welcome to the AI and ML Academy (A&M) This academy includes 6 modules, each diving into different aspects of AI/ML solutions, leveraging Azure AI services like Azure Cognitive Services, Azure Machine Learning, and DevOps integration. Our latest content:

AI & ML Academy — Azure OpenAI March 06, 2024
AI & ML Academy — Synthetic Data Generation February 06, 2024

Azure Data Academy

Welcome to the Azure Data Academy! Explore skills for database technologies on Azure, encompassing SQL Server, ODBC, and Cosmos DB. While the primary focus of the **Modern Analytics Academy** is analytical data engineering, the **Azure Data Academy** directs its focus toward more operational and transactional aspects. Our latest content:

Microsoft Partner Showcase — Firewall June 19, 2023
Build Windows Database Security January 06, 2023

Developer Velocity Academy

Welcome to the Developer Velocity Academy! Learn how to improve the efficiency and innovation of software development teams by using the right tools, processes, and culture to remove friction and barriers. Our latest content:

Azure Monitor: Diagnostic Settings August 26, 2023
Building and Billing an Azure Application Insights Customized August 26, 2023

Dynamics 365

Welcome to the Dynamics 365 Academy, your comprehensive deep dive into everything Dynamics and Power Platform. The Dynamics 365 Academy adopts a service-oriented organizational approach, simplifying Dynamics and Power Platform's comprehensive domain. Our latest content:

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



Digital Marketing Content OnDemand

Weekly update



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 number of posts in your launched campaigns that you've not yet scheduled. Second, it allows you to see the number of posts you already scheduled and also reschedule if you find that you've scheduled too many on one day. Click into any day to see the number 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

- **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

Find the marketing resources you need

The Microsoft Cloud Partner Program is making it easy for you to find professional, personalized marketing resources that will help you to make your business. Save time, save money, and get the tools and support you need to reach your customers.

Marketing resources



Certified Letter

Promote your capabilities with a letter that certifies your partnership with Microsoft.

[Get writing >](#)



Campaigns

Use customizable marketing and sales content.

[Explore campaigns >](#)



Web Content

Keep your website up to date with customer-facing dynamic content. Visit our new and improved content syndication experience.

[Explore Web Content >](#)



Become a US SMB Insider

Connect with us through email, call and social and get information and resources to help you reach your SMB customers.

[Get the story >](#)



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
- AWW: 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

Meetups <https://www.meetup.com>

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

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

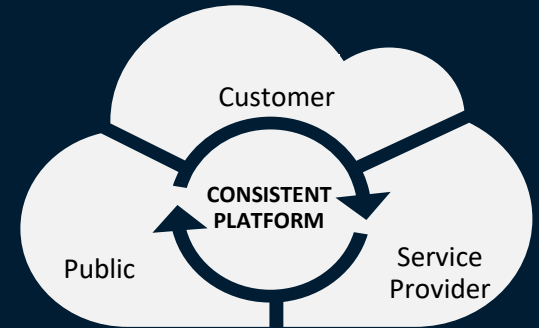
Tuesday July 23 1:00-2:00 Sydney time

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>