



# Business Applications Partner News

## Weekly Partner Newsletter

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### Business Applications Partner News: April 22

In this communication you'll find a summary of recent business applications partner updates and resources. Please read through and action on the **highlighted links** accordingly to learn more.

Make sure to sign up for the [Dynamics 365](#) and [Power Platform](#) **monthly partner newsletters** to bring concise, consolidated communications about the most critical program, go-to-market, incentives, and skilling updates directly to your inbox.

### Business Applications

#### Partner playbooks, newsletters, and guides

Microsoft offers a range of enablement opportunities to help you stay up to date on technical knowledge and deepen your understanding of how technology can help your organization evolve and transform. The partner playbooks, newsletters, and guides help provide an understanding of the enablement offerings that are available to support organizations and employees on skilling.

[Review the resources today.](#)

#### Starting April 24: FY24 High Volume Acceleration Program (Advanced)

Join us for the upcoming FY24 High Volume Acceleration One to Few personalized program, provided by Microsoft and presented in partnership with Neural Impact. Over 200 partners have implemented the acceleration best practices they learned in this High Volume Program to gain greater success over the past three years. [Learn about the program and register now.](#)

### Dynamics 365

#### Partner Alert: Announcing new features in Dynamics 365 Field Service and Supply Chain Management

Microsoft is introducing traceability for **Dynamics 365 Supply Chain Management**, coming to preview in the near future. We are also introducing new capabilities for **Copilot in Dynamics 365 Field Service** that help service managers and technicians efficiently find information, resolve issues, all while keeping customers updated at every step of the process. [Read the partner alert for more details and check out the new Dynamics 365 Supply Chain Management demo now.](#)

#### Partner case study: Leapwork brings testing efficiencies to Dynamics 365 partners

Leapwork offers an AI-powered visual test automation platform that helps customers increase the efficiency of rolling out new Dynamics 365 and Power Platform releases, allowing customers like Mattress Firm to reduce manual testing by 80-90%. [Read the full case study for more details.](#)

#### New FastTrack customer nomination instructions

There is a new procedure for submitting FastTrack nominations, and guidance is now available on the partner hub. Some updates include nominations starting from the Implementation Portal with you creating a project. If your project is eligible for nominations, that will happen in the portal as well. Project profiling is also a new part of the process. This provides additional details that are helpful in understanding the implementation. [Review the nomination instructions now.](#)

## Power Platform

### Power Platform Forrester Study

Are you a CSP partner with a Power Platform practice? If so, please participate in this anonymous survey with Forrester Consulting. Share your perspective to inform future GTM programs and investments. [Take the survey now.](#)

### Upzoids sparks transformation at All Pro Electrical using Power Pages

Founded two years ago, Upzoids has already increased its staff sixfold to address growing demand for low-code services. Power Pages is a key driver for this growth, enabling Upzoids to help customers like All Pro Electrical, who needed a way to rapidly implement self-service time reporting, expense reimbursement, and more for its non-domain-joined employees. [Read the full case study for more details.](#)

### April 11 Tech Talk: Power Pages Site Copilot

In the latest Tech Talk, Nagesh Bhat, Senior Product Manager and Saumitra Nanda, Principal PM Manager presented Power Pages Site Copilot. The Power Pages Site Copilot feature facilitates natural language conversations between site visitors and the website. It empowers creators to privately develop and test Copilot functionality before site launch, abstracting complexities of creation and hosting. This ensures precise responses aligned with website content, while upholding Power Pages' authentication and authorization model. [Watch the recording and get started with the adoption tools.](#)

## Reminders – register for upcoming events!

### Partner Events

- [May 2 Supply Chain Management Premium partner webinar](#): Join us for this session to learn about the partner opportunity, value proposition, and go-to-market resources available to you.
- [May 9 SMB Partner Hour](#): Attend the May 9 Partner Hour to hear what's new for partners that are interested in the Business Applications SMB space.
- [May 16-17 Directions Asia](#): Directions Asia is focusing on bringing state-of-the-art keynotes and sessions about how the SMB market can unlock their full technological potential with ERP, CRM, and Cloud solutions in the form of the Microsoft Power Platform, Microsoft Dynamics 365 Business Central, and Azure.
- [May 21-23 Microsoft Build](#): During this event, you will explore the latest innovations in code and application development—and gain insights from peers and experts from around the world.
- [May 30 Webinar - The Partner Opportunity with Microsoft Copilot Studio](#): Join this session to explore the partner opportunity with Copilot Studio, including understanding the conversational AI market, when to choose Copilot Studio, how to go to market, and use cases and customer scenarios.
- [Microsoft AI Training Roadshows](#): These in-person events include product demonstrations, AI deployment success stories, and hands-on experiences to help you deep-dive into the skills needed to drive successful AI implementations.

### Trainings

- **THIS WEEK!** [April 24 \(Day 2\) Q3 CSP Masters Copilot Sales & Technical Bootcamps](#): Microsoft will focus on helping partners get started with Copilot for Microsoft 365; how to build a practice, land your first sale and deploy and manage your first Copilot customer.
- [April 30 \(PDT\), June 11 \(IST\) \(BST\): Dynamics 365 Supply Chain Management – Demand Planning Workshop](#): Understand Dynamics 365 Supply Chain Management demand planning features for enabling organizations to predict demand with AI and machine learning models that also use external data sources, reducing excess inventory and increasing working capital.
- [May 13-15 \(PDT\) | May 15-17 \(IST\) \(BST\) SMB Sales Bootcamp](#): The SMB Sales Bootcamp is a multi-day partner sales event that will cover key sales and business development topics aimed to help grow partner capabilities to successfully sell the Microsoft Cloud to SMB customers.

## Resources – stay connected to receive the latest Business Applications updates

### All-up Business Applications

- [Partner Sales Enablement Hub](#)
- [Business Applications Depth Trainings](#)

- [Partner Alerts](#)
- [Partner playbooks, newsletters, and guides](#)
- [Business Applications - Microsoft Partner Community](#)
- [Business Applications Partner Resource Guide](#)

## Dynamics 365

- [Dynamics 365 Partner Pulse Newsletter opt-in](#)
- [Dynamics 365 Partner LinkedIn Channel](#)
- [Dynamics 365 Partner Hub](#)
- [Dynamics 365 FastTrack Architecture Insights | Microsoft Learn](#)

## Power Platform

- [Power Platform Partner Pulse Newsletter opt-in](#)
- [Power Platform Partner LinkedIn Channel](#)
- [Power Platform Partner Hub](#)
- [Power Platform for Partners - Microsoft Community Hub](#)

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