



# Business Applications Partner News

## Weekly Partner Newsletter

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### Business Applications Partner News: January 8

Below you'll find a summary of recent business applications partner communications and announcements. Please read through and action on the **highlighted CTAs** accordingly to learn more.

#### Business Applications All-Up

##### **IMPORTANT:** [Dynamics 365/Power Platform Partner Hub frozen until January 18](#)

The Dynamics 365 and Power Platform Partner Hub pages are paused for updates until January 18 pending a site refresh.

##### [Business Applications Cloud Week for Partners: March 18-22, 2024](#)

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. [Register now.](#)

##### [Updates to the ISV Success for Business Applications benefits datasheet](#)

In an effort to align the ISV Success experience across all cloud offerings, we've adjusted our available benefits. Our datasheet reflects these updates. [See the updated sheet here.](#)

##### [Scale Business Operations - Cohort sales guide](#)

This guide is designed to help partners understand what customer outcomes are important when executing the Scale Business Applications Solution Play and provides resources and guidance to prepare for effective conversations with SMB customers about how these solutions are best positioned to support SMB business needs and priorities. [Download the guide here.](#)

#### Dynamics 365

##### [AIM Partner Catalog](#)

The new AIM Partner Catalog lists Dynamics 365 Finance & Supply Chain partners that claim capability and capacity of AIM Assessment and/or Dynamics AX migration. Use the catalog to look for AIM Modernization Centers that can help you execute assessments and/or migrate your customers. You can also nominate yourself to be included in the catalog. [Download the catalog](#) and/or [nominate yourself to be included.](#)

##### [AIM Business Central Deployment Offer Delivery Kit](#)

This kit includes a delivery guide to support partners in understanding how to leverage and position the AIM Migration Deployment Plan activity, a scenarios modeler for use by partners to provide a high-level overview of customers costs and partner profitability, and the AIM Migration Deployment Plan POE template (a document that attests that an SOW between partner and customer has been signed and that criteria to receive MCI funding has been met.) [Download the kit here.](#)

[Join the conversation: Assessment and Migration \(F&O\) Yammer](#)

Join the AIM Assessment and Migration (F&O) Yammer group and engage with FastTrack experts! Leverage this channel to ask questions around the AIM Assessment for Dynamics AX customers. Looking for additional resources? [Join the group now and check out the \*\*AIM with FastTrack deck and demo\*\* for an end-to-end walkthrough.](#)

## Power Platform

### Tech Talk: December 14, 2023 – Applied Skills & Talent Sourcing

Microsoft Applied Skills is a new interactive credential available to take on Microsoft Learn. On this call, we discussed how to leverage the new credential as part of the learner journey for new-to-Power Platform people. We also shared an innovative approach to sourcing and developing non-traditional talent. [Watch the recording here.](#)

## AI ad Copilot

### Microsoft Copilot Studio implementation guide

Using Microsoft's Success by Design framework, this step-by-step guide will help you and your customers make the Microsoft Copilot Studio implementation journey smoother, faster and successful. [Download the guide here.](#)

## Reminders – register for the upcoming events!

### Webinars

- [Jan. 10 and Feb. 14 FY24 Business Applications Partner Incentives Overviews](#): Join to learn how you can integrate partner incentives into your business strategy to grow your business and deliver excellent customer value.
- [Jan. 18 Partner Activities Monthly Office Hours](#): The Partner Activities team is hosting monthly learning series through January 2024 to inform partners about our Pre-Sales and Post-Sales engagements, as well as answer any questions partners may have.
- [AIM with Microsoft Partners January – Jan. 31 SMB Partner Webinar](#): In this session, the team will walk through the AIM with Microsoft migration program. We will cover some new offers and program components along with address common partner and customer questions.

### Trainings

- [Jan. 16-18 SMB Sales Bootcamp](#): A multi-day partner event focused on the SMB Solution Plays across all of the Microsoft Cloud.
- [Jan. 16-Feb. 27 FY24 High Volume Advanced Acceleration Program](#): Sign up for updated online courses to effectively package SMB offers, scale your practice, and focus your go-to-market strategy with shorter sales cycles.
- [Jan. 23-Jan. 25 Reimagine Processes Automation with AI and Power Automate Workshop](#): Learn to build different types of flows with Microsoft Power Automate, use Copilot features, and use flows with Microsoft Teams and Dataverse.
- [Jan. 25 and Mar. 21 FY24 Customer Success Series](#): Learn from our customer success experts about the approach, methodology, insights, and best practices to support your customers' challenges and grow your cloud business.
- [Jan. 30-Feb. 1 Microsoft Copilot Partner Bootcamp](#): Join this bootcamp, open to all role types, to learn more about our AI capabilities from both business and technical aspects, with an overview of each Microsoft Copilot solution.

## Resources

- [Power Platform Partner Hub](#)
- [Dynamics 365 Partner Hub](#)
- [Business Applications - Microsoft Partner Community](#)
- [Power Platform for Partners - Microsoft Community Hub](#)
- [Business Applications Partner Resource Guide](#)