



Business Applications Partner News

Weekly Partner Newsletter

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Business Applications Partner News: January 16

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.

[New Dynamics 365 Partner and Microsoft Power Platform Partner channels now available on LinkedIn](#)

New [Dynamics 365 Partner](#) and [Microsoft Power Platform Partner](#) channels are now available on LinkedIn! Make sure to follow both pages to stay updated on the latest and greatest Business Applications Partner News. **Follow the [Dynamics 365](#) and [Power Platform](#) partner pages now.**

[Q3 Catalyst Partner Training registration open Jan. 18](#)

The Microsoft Catalyst training is an on-demand course focused on the 'how' (IDEA framework execution) of Microsoft Catalyst. Partners will complete bite-size video modules, immersive activities, and quizzes, while gaining access to templates and resources through the online training platform. Learners should expect to commit at least three hours to complete the training. **Register for the next training session [on January 18 here](#) (course launches on Jan 22).**

Power Platform

[Tech Talk: Introducing Approval Kits](#)

The Power Platform Approvals Kit was announced in public preview in December 2023. This session covers this exciting new feature and how it can be used for you and your customers. The team explores the key capabilities of the Approvals Kit, including its ability to streamline and automate approval processes across the Power Platform using low code prepackaged solutions. **[Watch the recording here.](#)**

AI ad Copilot

[Partner Alert: Announcing new Copilot features in Dynamics 365 Customer Insights](#)

On January 11, 2024, Microsoft announced new Copilot in Dynamics 365 Customer Insights features that will transform daily marketing workflows. The features will go into early access public preview on February 29, and become generally available in the third quarter of calendar year 2024. **[Read the full Partner Alert here.](#)**

[Partner Blog: CongruentX Copilot for Sales blog](#)

[CongruentX](#) is using Copilot for Sales to help clients like SRB Capital get more value out of their CRM investments, delivering 6-7 hours weekly time savings for sellers by removing manual note-taking tasks and a 67% increase in deal close with faster meeting follow-up. [Read the full blog here.](#)

Shaping the future of retail with AI and Dynamics 365 - Microsoft Dynamics 365 Blog

At the National Retail Federation (NRF) Big Show, Microsoft introduced new Copilot capabilities for Dynamics 365 applications that will help retailers optimize marketing campaigns, e-commerce merchandising, and supply chain operations. New Copilot capabilities for **Dynamics 365 Customer Insights** help retail marketers bring campaigns to market faster, and new Copilot capabilities for **Dynamics 365 Supply Chain Management** provide AI-powered guidance for demand planning, streamlining procurement, and enhancing supply chain visibility. [Read the full blog here.](#)

Reminders – register for the upcoming events!

Webinars

- **THIS WEEK!** [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.
- [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.
- [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

- **THIS WEEK!** [Jan. 16-18 SMB Sales Bootcamp](#): A multi-day partner event focused on the SMB Solution Plays across all of the Microsoft Cloud.
- **THIS WEEK!** [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](#)