



Partner Skilling Playbook

Note: Content is current as of August 19, 2024. Skilling programs and dates will continue to be updated, please reference this playbook for all your training information.



A go-to skilling guide for partners

The Partner Skilling Playbook is a guide for understanding the skilling offerings available to help skill up partner organizations, wherever you are in your learning journey.

AI and cloud capabilities are enabling new opportunities and helping organizations of all sizes achieve their goals. In today's rapidly evolving landscape, embracing and harnessing this potential is a must if businesses want to thrive.

Wherever you are in your learning journey, Microsoft offers a range of skilling opportunities and content to help you stay current in your sales, pre-sales, or delivery roles and deepen your understanding of how technology can help organizations evolve and transform.

Note: the Partner Skilling Playbook is updated every month. Please make sure you're reading the latest version as identified on the title page. You can [download the latest version here](#).



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Calendar + skilling overview




Partner Skilling Calendar: August 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 |
|---------------------------------|---|---|--|---|
| Sales Skilling Bootcamps | <p><u>Accelerating AI Solutions</u>  Aug 27-30 (PDT, IST, BST)</p> | <p><u>Accelerating AI Solutions</u>  Aug 27-30 (PDT, IST, BST)</p> | <p><u>Accelerating AI Solutions</u>  Aug 27-30 (PDT, IST, BST)</p> <p><u>Better sell Copilot with M365 Business Case Builder</u>  Aug 21-22 (IST, BST, PDT)</p> | <p><u>Accelerating AI Solutions</u>  Aug 27-30 (PDT, IST, BST)</p> |
| Certification | | | | |
| Partner Project Ready Workshops | <p><u>Build and Modernize AI Apps on Azure</u>  Aug 19-23 (IST, BST, PDT)</p> <p><u>GitHub and GitHub Copilot</u>  Aug 19-23, (BST, IST, PDT)</p> <p><u>Build Governance and Security for Successful AI</u>  Aug 20-23 (IST, BST, PDT)</p> <p><u>Azure OpenAI</u>  Aug 26-30 (IST, BST, PDT)</p> <p><u>Microsoft Fabric Workshop: Modern Data Engineering with Fabric</u>  Aug 27-30 (IST, BST, PDT)</p> | <p><u>Contact Center Modernization Technical Deep Dives</u> Aug 13, 20, 27, Sept 3, 10 (PDT)</p> <p><u>Build Governance and Security for Successful AI</u>  Aug 20-23 (IST, BST, PDT)</p> <p><u>Copilot for Microsoft 365 Deployment and User Enablement</u>  Aug 27-29 (IST, BST, PDT)</p> | <p><u>Build Governance and Security for Successful AI</u>  Aug 20-23 (IST, BST, PDT)</p> <p><u>Copilot for Microsoft 365 Deployment and User Enablement</u>  Aug 27-29 (IST, BST, PDT)</p> | <p><u>Fortify your Data Security with Microsoft Purview</u> Aug 20-23 (IST, PDT)</p> <p><u>Build Governance and Security for Successful AI</u>  Aug 20-23 (IST, BST, PDT)</p> <p><u>Migrating your SIEM Solution to Microsoft Sentinel</u>  Aug 27-29 (IST, BST, PDT)</p> |

Partner Skilling Calendar: September 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 |
|---------------------------------|---|--|--|---|
| Sales Skilling Bootcamps | <p><u>Microsoft Copilot Bootcamp for Sellers</u> Sept 24-26</p> <p><u>Power your AI Transformation w/ Copilot +Copilot Stack</u>  Sept 3-6 (PDT, IST)</p> | <p><u>Microsoft Copilot Bootcamp for Sellers</u> Sept 24-26</p> <p><u>Power your AI Transformation w/ Copilot +Copilot Stack</u>  Sept 3-6 (PDT, IST)</p> | <p><u>Microsoft Copilot Bootcamp for Sellers</u> Sept 24-26</p> <p><u>Power your AI Transformation w/ Copilot +Copilot Stack</u>  Sept 3-6 (PDT, IST)</p> | <p><u>Microsoft Copilot Bootcamp for Sellers</u> Sept 24-26</p> <p><u>Power your AI Transformation w/ Copilot +Copilot Stack</u>  Sept 3-6 (PDT, IST)</p> |
| Certification | <p><u>Certification Week for Microsoft AI Cloud Partner Program: SMB Path for Solution Partner Designation</u> Sept 23-27 (IST, BST, PDT)</p> <p><u>Certification Week for Microsoft AI Cloud Partner Program - AI & Security</u> Sept 23-27 (China, Korea)</p> | <p><u>Certification Week for Microsoft AI Cloud Partner Program: SMB Path for Solution Partner Designation</u> Sept 23-27 (IST, BST, PDT)</p> | | <p><u>Certification Week for Microsoft AI Cloud Partner Program: SMB Path for Solution Partner Designation</u> Sept 23-27 (IST, BST, PDT)</p> <p><u>Certification Week for Microsoft AI Cloud Partner Program - AI & Security</u> Sept 23-27 (China, Korea)</p> |
| Partner Project Ready Workshops | <p><u>Azure OpenAI</u> Sept 23-27 (IST, BST, PDT)</p> <p><u>Microsoft Fabric Workshop: Data Insights with AI</u> Sept 9-11 (IST, BST, PDT)</p> <p><u>Microsoft Fabric Workshop: Real Time Intelligence</u> Sept 11-13 (IST, BST, PDT)</p> <p><u>Build and Extend AI-Powered Copilots with Copilot Studio</u>  Sept 24-27 (IST, BST, PDT)</p> | <p><u>Contact Center Modernization Technical Deep Dives</u> Aug 13, 20, 27, Sept 3, 10 (PDT)</p> <p><u>Build and Extend AI-Powered Copilots with Copilot Studio</u>  Sept 24-27 (IST, BST, PDT)</p> | <p><u>Data Security and Governance for M365 Copilot with Microsoft Purview</u>  Sept 10-11 (IST, PDT)</p> <p><u>Build and Extend AI-Powered Copilots with Copilot Studio</u>  Sept 24-27 (IST, BST, PDT)</p> | <p><u>Deploy and Optimize Sentinel</u>  Sept 4-6 (IST, BST, PDT)</p> <p><u>Data Security and Governance for M365 Copilot with Microsoft Purview</u>  Sept 10-11 (IST, PDT)</p> <p><u>Modern Security Operations</u>  Sept 9-11 (PDT, IST, BST)</p> <p><u>A Deep Dive into Implementing Copilot for Security</u>  Sept 17-20 (IST, BST, PDT)</p> <p><u>Build and Extend AI-Powered Copilots with Copilot Studio</u>  Sept 24-27 (IST, BST, PDT)</p> |


Partner Skilling Calendar: October 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 |
|---------------------------------|---|--|---|---|
| Sales Skilling | <u>Low Code Sales Bootcamp</u> Oct 8-10 (IST, BST, PDT) | <u>Low Code Sales Bootcamp</u> Oct 8-10 (IST, BST, PDT) | <u>Low Code Sales Bootcamp</u> Oct 8-10 (IST, BST, PDT) | <u>Low Code Sales Bootcamp</u> Oct 8-10 (IST, BST, PDT) |
| Certification | | <u>Certification Week for Microsoft AI Cloud Partner Program – Business Applications</u> Oct 14-18 (IST, BST, PDT) | | |
| Partner Project Ready Workshops | <p><u>Extend and Innovate SAP Bootcamp</u> Oct 1-3 (IST, BST, PDT)</p> <p><u>Core Migrate and Secure</u> Oct 8-10 (IST, BST, PDT)</p> <p><u>Microsoft Fabric Workshop</u> Oct 8-11 (IST, BST, PDT)</p> <p><u>Build or Buy? Driving conv. with Copilot</u> Oct 15-17 (IST, BST, PDT)</p> <p><u>Advanced Migrate & Secure Bootcamp</u> Oct 22-21 (IST, BST, PDT)</p> <p><u>GitHub and GitHub Copilot Workshop</u> Oct 21-23 (IST, BST, PDT)</p> <p><u>Build and Modernize AI Apps</u> Oct 21-24 (IST, BST, PDT)</p> <p><u>Azure OpenAI Workshop</u> Oct 29-31 (IST, BST, PDT)</p> | <p><u>Build or Buy? Driving customer conversations with Copilot and the Copilot stack</u> Oct 15-17 (IST, BST, PDT)</p> <p><u>Low Code App Modernization for Developers Workshop</u> Oct 23-24 (IST, BST, PDT)</p> | <p><u>Build or Buy? Driving customer conversations with Copilot and the Copilot stack</u> Oct 15-17 (IST, BST, PDT)</p> | <p><u>Build or Buy? Driving customer conversations with Copilot and the Copilot stack</u> Oct 15-17 (IST, BST, PDT)</p> <p><u>Threat Protection and Incident Response with Microsoft Sentinel</u> Dates coming soon</p> |


Partner Skilling Calendar: November 2024

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

| | Azure | Business Applications | Modern Work | Security |
|---------------------------------|---|--|---|---|
| Sales Skilling Bootcamps | <p><u>Microsoft Security Sales Bootcamp</u> <i>Nov 5-7 (IST, BST, PDT)</i></p> <p><u>SMB Sales Bootcamp</u> <i>Nov 12-14 (IST, BST, PDT)</i></p> | <p><u>Microsoft Security Sales Bootcamp</u> <i>Nov 5-7 (IST, BST, PDT)</i></p> <p><u>SMB Sales Bootcamp</u> <i>Nov 12-14 (IST, BST, PDT)</i></p> | <p><u>Microsoft Security Sales Bootcamp</u> <i>Nov 5-7 (IST, BST, PDT)</i></p> <p><u>SMB Sales Bootcamp</u> <i>Nov 12-14 (IST, BST, PDT)</i></p> | <p><u>Microsoft Security Sales Bootcamp</u> <i>Nov 5-7 (IST, BST, PDT)</i></p> <p><u>SMB Sales Bootcamp</u> <i>Nov 12-14 (IST, BST, PDT)</i></p> |
| Certification | | | <p><u>Certification Week for Microsoft AI Cloud Partner Program – Modern Work</u> <i>Nov 4-8 (IST, BST, PDT)</i></p> | <p><u>Certification Week for Microsoft AI Cloud Partner Program – Security</u> <i>Nov 4-8 (IST, BST, PDT)</i></p> |
| Partner Project Ready Workshops | <p><u>AVS Bootcamp</u> <i>Nov 5-7 (IST, BST, PDT)</i></p> <p><u>Microsoft Fabric Bootcamp</u> <i>Nov 5-8 (IST, BST, PDT)</i></p> <p><u>Build and extend AI-powered copilots with Copilot Studio</u> <i>Nov 12-14 (IST, BST, PDT)</i></p> <p><u>Build and Modernize AI Apps</u> <i>Nov 25-28 (IST, BST, PDT)</i></p> | <p><u>Build and extend AI-powered copilots with Copilot Studio</u> <i>Nov 12-14 (IST, BST, PDT)</i></p> <p><u>Automation Workshop</u> <i>Dates coming soon</i></p> <p><u>Copilot for Finance</u> <i>Dates coming soon</i></p> | <p><u>Better Sell Copilot with M365 Business Case Builder and more</u> <i>Nov 5 (IST, BST, PDT)</i></p> <p><u>Build and extend AI-powered copilots with Copilot Studio</u> <i>Nov 12-14 (IST, BST, PDT)</i></p> | <p><u>Build and extend AI-powered copilots with Copilot Studio</u> <i>Nov 12-14 (IST, BST, PDT)</i></p> <p><u>Fortify your Data Security with Microsoft Purview</u> <i>Dates coming soon</i></p> <p><u>Migrating your SIEM Solution to Microsoft Sentinel</u> <i>Dates coming soon</i></p> |

Partner Skilling Calendar: December 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 |
|---------------------------------|--|--|---|--|
| Sales Skilling | <u>Sales Go To Market Bootcamp</u> Dec 10-12 (IST, BST, PDT) | <u>Sales Go To Market Bootcamp</u> Dec 10-12 (IST, BST, PDT) | <u>Sales Go To Market Bootcamp</u> Dec 10-12 (IST, BST, PDT) | <u>Sales Go To Market Bootcamp</u> Dec 10-12 (IST, BST, PDT) |
| Certification | <u>Certification Week for Microsoft AI Cloud Partner Program – Azure</u> Dec 2-6 (IST, BST, PDT) Certification Week for Microsoft AI Cloud Partner Program - AI Dec 2-6 (Japan) Registration coming soon | | | |
| Partner Project Ready Workshops | <u>GitHub and Github Copilot Sales Bootcamp</u> Dec 3 (IST, BST, PDT) <u>Migrate SAP with RISE Bootcamp</u> Dec 3-5 (IST, BST, PDT) <u>Microsoft Fabric Workshop</u> Dec 3-6 (IST, BST, PDT) <u>Azure OpenAI Workshop</u> Dec 10-12 (IST, BST, PDT) <u>Core Migrate and Secure</u> Dec 10-12 (IST, BST, PDT) <u>Build Governance and Security for Successful AI</u> Dec 10-12 (IST, BST, PDT) | <u>Build Governance and Security for Successful AI</u> Dec 10-12 (IST, BST, PDT) <u>Business Performance Planning and Analytics</u> Dates coming soon <u>SAjP + Power Platform Workshop</u> Dates coming soon | <u>Copilot for Microsoft 365 Deployment & User Enablement Bootcamp</u> Dec 3-5 (IST, BST, PDT) <u>Build a foundation of secure productivity to get AI-ready</u> Dec 10-12 (IST, BST, PDT) <u>Build Governance and Security for Successful AI</u> Dec 10-12 (IST, BST, PDT) | <u>Build Governance and Security for Successful AI</u> Dec 10-12 (IST, BST, PDT) <u>Implementing Microsoft Defender for EndPoint</u> Dates coming soon <u>Identity & Access Management with Microsoft Entra</u> Dates coming soon |

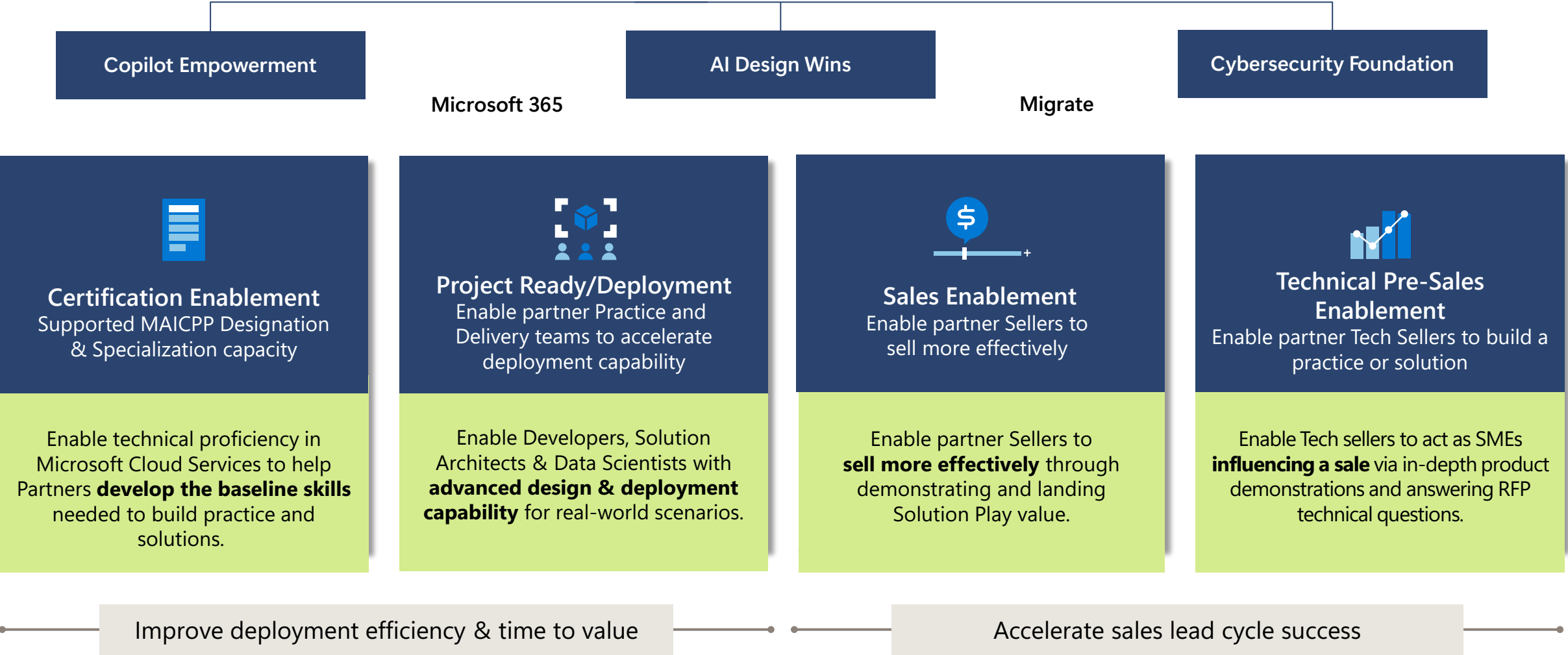
Regional events

| Date | Event | Location | Language | Registration |
|------------|--|----------------------------|--------------------|--------------------------|
| 9/19/2024 | Fortify your Data Security with Microsoft Purview | Shanghai, China | Simplified Chinese | Register |
| 9/19/2024 | Fortify your Data Security with Microsoft Purview | Johannesburg, South Africa | English | Register |
| 9/23/2024 | Migrate to Innovate | Gurgaon, India | English | Register |
| 9/23/2024 | Fortify your Data Security with Microsoft Purview | Sydney, Australia | English | Register |
| 9/30/2024 | Migrate to Innovate | Tokyo, Japan | Japanese | Register |
| 10/8/2024 | Build and Extend Copilots to Improve Business Productivity | Houston, TX | English | Register |
| 10/9/2024 | Fortify your Data Security with Microsoft Purview | Houston, TX | English | Register |
| 10/10/2024 | Migrate to Innovate | Houston, TX | English | Register |
| 10/15/2024 | Build and Extend Copilots to Improve Business Productivity | Chicago, IL | English | Register |
| 10/16/2024 | Fortify your Data Security with Microsoft Purview | Chicago, IL | English | Register |
| 10/17/2024 | Empowering Business Growth: Modernizing Data and Analytics with Microsoft Fabric in the AI Era | Chicago, IL | English | Register |
| 10/22/2024 | Build and Extend Copilots to Improve Business Productivity | Fort Lauderdale, FL | English | Register |
| 10/23/2024 | Fortify your Data Security with Microsoft Purview | Fort Lauderdale, FL | English | Register |
| 10/23/2024 | Migrate to Innovate | Seoul, Korea | Korean | Register |
| 10/24/2024 | Empowering Business Growth: Modernizing Data and Analytics with Microsoft Fabric in the AI Era | Seoul, Korea | Korean | Register |
| 10/24/2024 | Empowering Business Growth: Modernizing Data and Analytics with Microsoft Fabric in the AI Era | Fort Lauderdale, FL | English | Register |
| 11/5/2024 | Build and Extend Copilots to Improve Business Productivity | Vancouver, BC | English | Register |
| 11/6/2024 | Fortify your Data Security with Microsoft Purview | Vancouver, BC | English | Register |
| 11/7/2024 | Migrate to Innovate | Vancouver, BC | English | Register |
| 12/10/2024 | Build and Extend Copilots to Improve Business Productivity | Irvine, CA | English | Register |
| 12/11/2024 | Fortify your Data Security with Microsoft Purview | Irvine, CA | English | Register |
| 12/12/2024 | Empowering Business Growth: Modernizing Data and Analytics with Microsoft Fabric in the AI Era | Irvine, CA | English | Register |

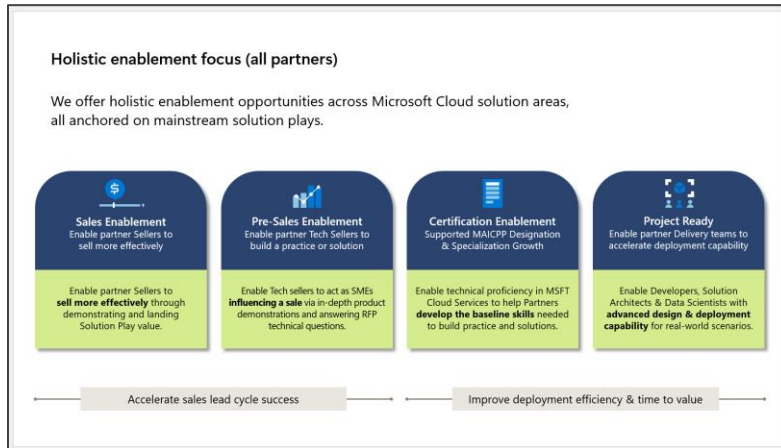
Microsoft Partner Technical and Sales Skilling

We offer holistic skilling opportunities across Microsoft Cloud solution areas, all anchored on mainstream solution plays.

Grow Technical and Sales capacity and deepen deployment capabilities



Partner skilling is anchored on driving solution area and solution play success



| SOLUTION AREA | SOLUTION PLAYS | |
|---|---|---|
| Azure | Infra | Migrate and Secure Windows Server SQL and Linux Estate ^{Updated} |
| | Data and ai | Migrate SAP |
| | | Innovate with HPC |
| | | Modernizing Mainframe ^{New} |
| | | Innovate with Azure AI Platform ^{New} |
| | | Unify Your Intelligent Data and Analytics Platform ^{Updated} |
| | | Migrate Oracle ^{Updated} |
| | | AI Driven Data Platform for Sustainability ^{New} |
| | | Build and Modernize AI Apps |
| | | Accelerate Developer Productivity |
| Accelerate Innovation with Integration Services | | |
| Security | Threat Protection ^{Updated} | |
| | Data Security ^{Updated} | |
| | Modern SecOps | |
| | Copilot for Security ^{New} | |
| | Multi Cloud Security | |
| Business Applications | Advanced Identity ^{Updated} | |
| | Innovate with AI in Low Code ^{Updated} | |
| | Accelerate Revenue Generation | |
| | Modernize Service | |
| | Modernize ERP ^{Updated} | |
| | Scale Business Operations ^{Updated} | |
| Modern Work | AI Powered Business with Copilot ^{Updated} | |
| | Drive Business Transformation with Copilot ^{New} | |
| | Secure Productivity | |
| | Converged Communications | |
| | Cloud Endpoints | |
| | Employee Experience | |
| | Frontline Workers | |
| | Modernize with Surface | |

Welcome to the Microsoft AI Cloud Partner Program




the capabilities required by our customers are evolving, and our partner programs are changing to meet that demand.

Learn more: [Microsoft AI Cloud Partner Program](#)

help
can

Distinguish yourself with Solutions Partner designations

| | | | | | | |
|---|---|--|---|---|---|---|
|  |  |  |  |  |  |  |
| Solutions Partner for Business Applications | Solutions Partner for Data & AI (Azure) | Solutions Partner for Digital & App Innovation (Azure) | Solutions Partner for Infrastructure (Azure) | Solutions Partner for Modern Work | Solutions Partner for Security | *Solutions Partner for Microsoft Cloud |
|  |  |  |  |  |  |  |

Designations aligned to the Microsoft solution areas recognize your broad technical capabilities and demonstrated success delivering technology solutions.

Benefits aligned to your Solutions Partner designation include product benefits, go-to-market services, co-sell eligibility, skilling and sales enablement resources, and customer-facing badges to help you market your expertise.

Specializations further validate deep technical expertise after you attain a Solutions Partner designation and set you apart from the competition.



Microsoft
Solutions Partner

Business Applications

Specialist
Low Code Application Development
Small and Midsize Business
Management

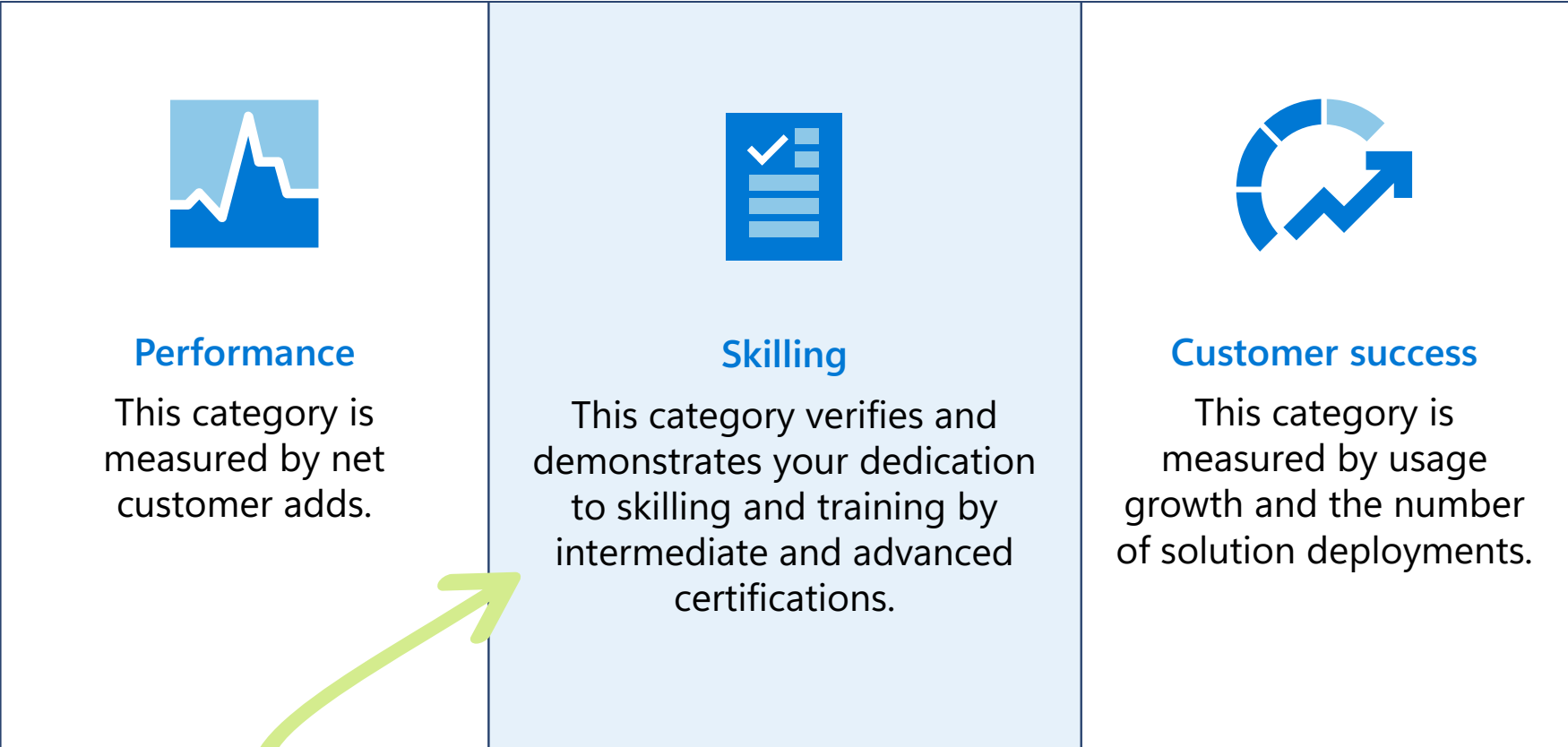
*Partners who attain all six Solutions Partner designations receive a Microsoft Cloud badge, recognizing your capabilities across the Microsoft Cloud.

How to attain a Solutions Partner designation

The [partner capability score](#) provides flexibility to demonstrate knowledge, skills, and experience across subcategories of performance, skilling, and customer success.

A minimum of **70** points must be earned, with points in each category.

There are **100** points possible in total across categories.



Microsoft Enablement initiatives and events support efforts in the Skilling subcategory

Skilling initiatives + events



Skilling initiatives and events

| Sales & Pre-Sales Partner Skilling Build solution play pipeline & convert sales opportunities | Certification skilling Build Microsoft AI Cloud Partner Program capability | Project Ready skilling Build project readiness |
|---|---|--|
| <p>Microsoft Sales Bootcamps are a multi-day sales training led by Microsoft sales specialists. In-depth sessions provide knowledge for selling Microsoft Cloud solution areas.</p> <p>Click for more information: Sales Bootcamps</p> | <p>Certification week for Microsoft AI Cloud Partner Program is a five-day event that helps prepare you for Microsoft advanced role-based certifications.</p> <p>Click below for more information:</p> <p> Azure Security </p> <p> Modern Work Biz Apps </p> | <p>Partner Project Ready Workshops offer intermediate to advanced training to help experienced technical professionals deepen their capability in specific lines of technology.</p> <p>Click below for more information:</p> <p> Azure Security </p> <p> Modern Work* Biz Apps </p> |
| <p>Microsoft Cloud Executive Enablement Series offers discussions hosted by senior leaders on the latest cloud trends and technologies.</p> <p>Click to view: Podcast Vodcast</p> | <p>Modular training is on-demand training for refreshing your knowledge of a topic or following a new learning path to expand your skills.</p> <p>Click below for more information:</p> <p>Modular Training Videos</p> | <p>Microsoft Level Up for Partners is an interactive, holistic, on-demand enablement program for partners with a Solutions Partner designation and is available with co-op funds.</p> <p>Level Up for Partners</p> |
| <p>Solution Play Sales Enablement & Solution Play Pre-Sales Enablement</p> <p>Click to view: On-demand</p> | | |
| <p>High-Volume Acceleration is training spanning all of sales and delivery for Business Applications Solution Area. Coming soon for FY25 High-Volume Acceleration – Fundamentals</p> | | |
| <p>Industry Cloud events are project-ready trainings aimed to help you get versed in specific Microsoft Industry Clouds. Microsoft Cloud for Retail & Microsoft Cloud for Sustainability (On Demand)</p> | | |
| <p>Microsoft AI Partner Training Day is an in-person global event series in person, exploring the latest trends and technology in the era of AI, with guidance from Microsoft executives and industry leaders. See the full calendar of events here: Microsoft AI Partner Training Day</p> | | |

Sales & Pre-Sales Partner Skilling offerings



Sales

Sales Bootcamps

This multi-day sales training led by Microsoft sales specialists focuses on providing advanced knowledge for selling the four Microsoft Cloud solution areas. Become proficient at starting sales conversations, solving customer challenges, pitching Microsoft cloud value, and overcoming objections by showcasing real-time customer benefits.

Capabilities Achieved: Build Solution Area pipeline and sell the Microsoft Cloud

Duration: Multi-(part)day live deliveries

Roles: Sellers, BDM's, Solution Sellers

Microsoft Cloud Executive Enablement Series (Podcast and Vodcast)

This series provide partners with a front row seat to discussions hosted by Microsoft senior leaders and experts on the latest cloud trends and technologies.

Gain a unique perspective on the business value of the Microsoft Cloud and ways to engage with customers.

Capabilities Achieved: Executive strategy for achieving business outcomes with the Microsoft Cloud

Duration: 15-30 minute on-demand videos

Roles: Executives, Sales Leaders, Sellers

Copilot Sales Champion

This new offering is built to advance sales knowledge and product evangelism across each Microsoft Copilot solution within our partner community. The Copilot for Microsoft 365 Sales Champion program is an on-demand and interactive learning path available on a "first come, first served" basis while seats are available.

Access Code: MOKC-MCJB



Presales

Solution Play Sales Enablement

Deeper training on the FY24 solution plays. Gain valuable information on industry, use cases, integration, and licensing and pricing.

Capabilities Achieved: Build solution play pipeline & sell the Microsoft Cloud

Duration: On-demand learning path

Roles: Sales and Pre-sales

Solution Play Pre-Sales Enablement

Depth use case and product knowledge training for FY24 solution plays. Gain valuable information on building customer case studies, responding to proposals, and proposing solutions.

Capabilities Achieved: Respond to RFPs and develop POCs to convert deals

Duration: On-demand learning path

Roles: Sales and Pre-sales

Certification Week for Microsoft AI Cloud Partner Program

Microsoft Certification Week for Microsoft AI Cloud Partner Program is a five-day event that helps prepare you for Microsoft advanced role-based certifications. This is one of the best ways to help your organization meet the skilling criteria needed to attain a Solutions Partner designation.

Who is it for?

Technical professionals who are ready to fill their skill gaps in Microsoft solutions and prepare for certification.

Why should you attend?

This modular five-day virtual training includes structured instructor-led training, hands-on labs, exam preparation, and live Q&A, available during the hours that best fit your busy schedule. The sessions include live chat moderation with subject matter experts, ready to answer your questions.

It focuses on the most important aspects of the certification exam curriculum, allowing you to include working billable hours in your day. Other benefits include:

- Streamlined format that prepares you for certification
- Keep pace with technical roles and requirements
- Flexible learning to fit your schedule and working hours
- Lab resources (available on a first come, first served basis)
- Sessions presented in English, with captions in 12 languages
- Three time-zone choices (PST/PDT, GMT/BST, CST)

Learn more:

[Azure](#)[Biz Apps](#)[Modern Work](#)[Security](#)

Modular training overview

Bite-sized videos

(30-45min) videos

On-demand videos

Access anytime

Diverse content

Certification, renewal and Sales content

Across expertise level

Fundamental to expertise training

Refresh key topics

Train on a module instead of a full course towards your project

Updated frequently

Refreshed and new content available

Why consume Modular Training?

Learning on your schedule!
No need to take one or more days off work to take a class. With on-demand training, you can train whenever you choose.

Refresh your knowledge! Having trouble with one section of an exam? With module-based training, you can focus on the subjects you need.

Access Microsoft official Curriculum in a single training platform and consume at your own pace

What is Modular Training?

Modular Training sessions are short, digestible videos designed to help new hires to experienced employees within the Microsoft AI Cloud Partner Program better prepare for their projects, get certified, and refresh previously attained knowledge.

These videos, or modules, leverage on-demand fundamentals and advanced role-based Microsoft Official Curriculum.

Am I eligible?

This content is available to you if you meet the below criteria:

1. Available to all partners
2. Available to technical and sales professionals
3. Keen interest to develop self-paced learning plan

How do I engage?

A monthly check in to the training platform is a minimum required touchpoint. You can scale up your engagement with the training from there based on your learning plan. Review the training platform and start your learning journey below.



[Get started with Modular Training Videos \(on24.com\)](https://on24.com)

On24 content catalog | offerings

Microsoft Official Curriculum – Technical Certification Training

| | | | | | | | | | |
|----------------------------|--------------------------------------|----------------------------|----------------------------|----------------------------|----------------------------|--------------------------------------|--------------------------------------|-------------------------------------|--------------------------------------|
| AZ-204 AZ-400 AZ-120 | AZ-104 AZ-305 AZ-900 AZ-801 | AI-102 DP-420 DP-203 | AI-900 DP-500 DP-100 | DP-300 DP-900 AI-050 | SC-900 SC-100 AZ-500 | MB-910 MB-920 PL-900 PL-300 | MB-300 MB-800 MB-500 PL-500 | MB-335 MB310 MB-260 MB-330 | MS-900 MS-700 MS-721 MS-203 |
| Digital & Applications | Infrastructure | Data & AI | | Security | Business Applications | | Modern Work | | |

Renewal – Technical Certification Training

| | | | | | | |
|----------------------------|--------------------------------------|--------------------------------------|--------|-----------------------------------|------------|-------------------|
| AZ-204 AZ-220 AZ-400 | AZ-104 AZ-120 AZ-305 AZ-700 | AI-102 DP-100 DP-203 DP-300 | PL-300 | SC-100 500 SC-200 SC-300 | AZ- SC-400 | MS-700 MS-4006 |
| Digital & Applications | Infrastructure | Data & AI | | Security | | Modern Work |

Sales Training

| Available now | | Coming soon | |
|--------------------------|------------------------------|-----------------------------|--|
| BA Sales Bootcamps | Exec Series | MS Copilot Partner Bootcamp | |
| Security Sales Bootcamps | MW Sales Bootcamps | BA Low Code Sales Bootcamp | |
| Azure Sales Bootcamps | Solution Play Sales Bootcamp | SMB Sales Bootcamp | |

Microsoft certification renewal

Keep your certification current simply by passing the online renewal assessment on Microsoft Learn.

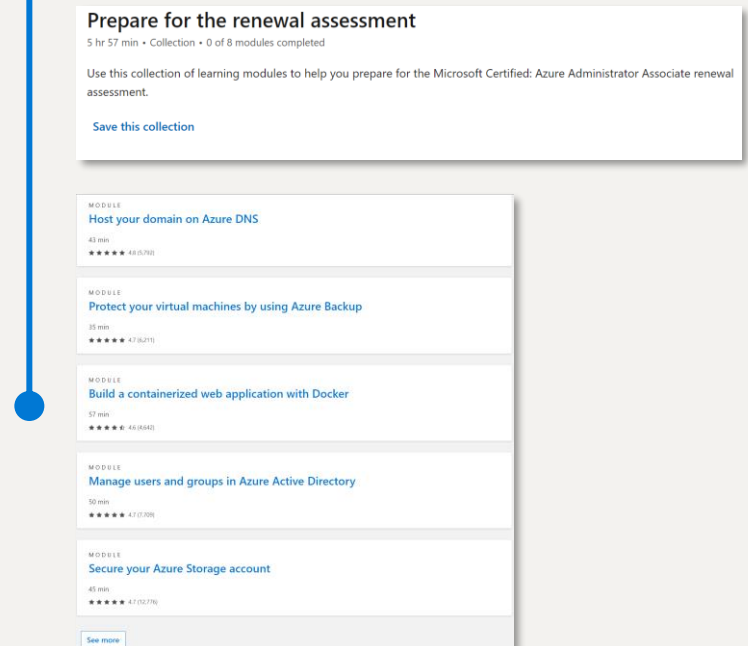
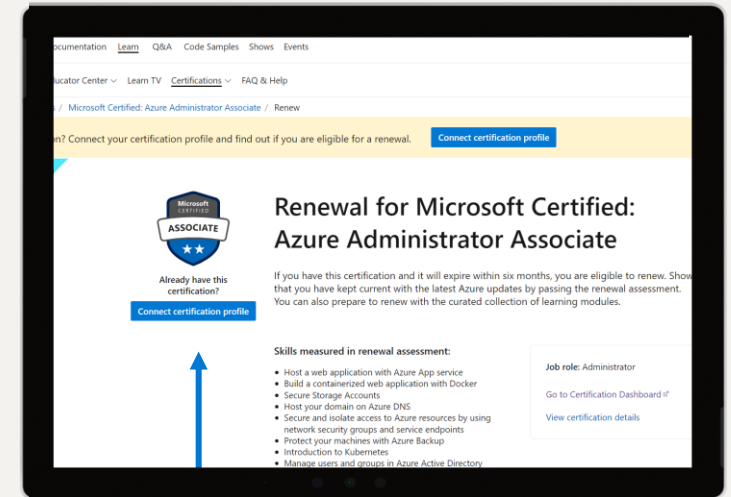
Why?

- Maintain your Microsoft Certification credentials and keep your skills current at no cost.
- Validate your skills with the latest technology with updates that may affect your job role.
- Renewal content covers technology updates and will demonstrate your up-to-date expertise.
- Attempt the no-cost assessment as often as needed without having to pass any exams. The process doesn't involve taking an exam with Pearson VUE.
- Renew after renewal window opens, approx. six months prior to the certification expiration date.

Next steps?

1. Check the [Certification Dashboard](#) for certifications available to renew
2. Watch this video: [Renew your Microsoft Certification](#) for 3 easy steps to renewal
3. [Visit here](#) for quick links to renewable exams:
 - Visit [Microsoft Learn](#) to connect your learn profile with your certification profile.
 - [Prepare for renewal assessment](#) with self-paced learning modules available on Microsoft Learn.
 - Pass your 100% sponsored assessment **before** your certification expires.

Good News! When you pass the online assessment, your certification expiration date will extend for one additional year from the current expiration date.



Certification renewal process

Benefits of renewing

Certification renewal is at no cost.

There's no cost to renew your certification, just make sure you pass the online assessment before your certification expires. Fundamentals certifications do not expire.

Six-month renewal window.

You can take the renewal assessment any time during your six-month eligibility window, via Microsoft Learn. Once you pass, your certification will be extended one year from the expiration date.

Assessments are short and not proctored.

Assessments focus on recent technological and industry updates, so they're shorter than the original exam(s) and are an open book. You can take the assessment as many times as you need, as long as you pass before your certification expires.

How to get started

1. Connect your certification profile to check your eligibility for certification renewal [here](#)
2. Learn more about [how to link accounts](#)
3. To learn more about the certification renewal process, watch [this video](#)
4. To know more, visit [Microsoft Learn Certification Renewal](#)
5. Renewal Process: [FAQs](#)


Myths and facts about certification renewal


Question

 Myth


 Facts


Is the assessment proctored?

 A certification renewal is scheduled and proctored. Webcam must be ON while taking the assessment.


Assessment is not proctored, no webcam required, and no software/client tool installation required. 


What is the assessment duration? How many questions?

 2-3 hours, 120 exam questions


~45 mins, ~25 assessment questions 


Do I need to schedule in advance?

 I must schedule the assessment in advance and block my schedule.


No need to schedule, candidate can take the assessment anytime, anywhere. 


What if I fail?

 I must pay and schedule multiple attempts


Try again immediately. After the second attempt, there is a 24 hours wait between future attempts. There is no limit to re-take the assessment and there is no associated cost to you. 


Is there a cost to renew my certification?

 We must pay or get a voucher to take the assessment.


No payment/Voucher required. Certification renewal is available to anyone with a valid Microsoft associate, specialty, and expert certification at no cost. 


Learn everything again?

 Start preparing for the complete exam content.

The renewal assessment is focused on newer updates. We advise reviewing the self study modules or video briefs prior to taking the assessment. 

How much time to prepare?

 It takes too much time to prepare for the assessment.

A significantly lower time commitment to prepare for the assessment content thru self study modules or bite size videos. 

For more information, review FAQ about renewals: [Link](#)

Azure OpenAI and Copilot skilling offerings

| Executive Skilling (on-demand) | Sales & Pre-Sales Partner Skilling (live) | Copilot Sales Skilling (on-demand) |
|--|--|---|
| <p>The Microsoft Cloud Executive Enablement Series provides partners with access to Microsoft's top executives and experts, who engage in insightful discussions surrounding the latest trends and technologies in the cloud and artificial intelligence.</p> <p>Learn more</p> | <p>Copilot Bootcamps are facilitated by Microsoft Sales Specialists and aim to help partners drive sales conversations in the Era of AI transformation:</p> <p>Accelerating AI Solutions Aug 27-29 Power your AI Transformation w/ Copilot Sept 3-5 Copilot Bootcamp for Sellers Sept 10-12</p> <p>Learn more</p> <hr/> <p>Level Up Copilot Sales Champion: On-demand, Access code: MOKC-MCJB</p> <p>Learn more</p> | <p>On-demand resources for released or prioritized Copilots, including pitch, demos, pricing, and availability:</p> <ul style="list-style-type: none"> • GitHub Copilot • Copilot for Dynamics 365 • Copilot for Microsoft 365 • Copilot for Security <p>Learn more</p> |

Technical Skilling

| | | | |
|---|--|--|---|
| <p>SMB Path for Solutions Partner Designation Azure, Business Application, Security (Sept 23-27) helps accelerate a partner's path to AI capability. Available tracks:</p> <ul style="list-style-type: none"> • Administrator (AZ-104) • Developer (AZ-204) • Solution Architect (AZ-305) • Administering Windows Server Hybrid (AZ-800) • Configuring Windows Server Hybrid (AZ-801) • Azure Virtual Desktop (AZ-140) • Business Central Functional Consultant (MB-800) • Business Central Developer (MB-820) <p>Learn more</p> | <p>Partner Project Ready Workshops are focused on helping partners gain deployment / implementation capability to accelerate time to value:</p> <ul style="list-style-type: none"> • Build and Modernize AI Apps Workshop Aug 19-22 • GitHub and GitHub Copilot Workshop Aug 19-22 • Azure OpenAI Aug 26-29 • MS Fabric Workshop Sept 10-13 • Migrate and Secure Windows and SQL Server Workloads to Azure Sept 17-19 • Build and extend AI-powered copilots with Copilot Studio Sept 24-26 <p>Learn more</p> | <ul style="list-style-type: none"> • Sell Copilot, with M365 Business Case Builder Aug 21 • Copilot for Microsoft 365 Deployment Aug 27-29 • Build a foundation of secure productivity to get AI-ready Sept 24-26 • Contact Center Modernization Technical Deep Dives Aug 20, 27, Sept 3, 10 <p>Learn more</p> | <p>Copilot-Related Workshops (L300) are focused on helping partners gain deployment / implementation capability to accelerate time to value:</p> <p>Explore the partner opportunity with Microsoft Copilot Studio: On-Demand</p> <p>Learn more</p> <p>Level Up Copilot for Microsoft 365 Data Security Technical Champion: On-demand, Access code: (ALLP-TCDK)</p> <p>Learn more</p> |
|---|--|--|---|

*Event playouts are available across three time zones (PST/PDT, GMT/BST, CST/IST)

Partner Project Ready Workshops

Partner Project Ready Workshops **offer intermediate to advanced training** events designed to help experienced technical professionals deepen their capability in specific lines of technology. Taught by seasoned instructors, each workshop focuses on a specific topic to help drive deep skills applications across priority solution plays.

Who is it for?

These intermediate to advanced training events are designed to help experienced technical professionals deepen their capability in specific lines of technology.

Why should you attend?

Partner Project Ready Workshops focus on how to implement Microsoft solutions for customers. Other benefits include:

- Keep pace with technical roles and requirements
- Flexible learning to fit your schedule and working hours
- Lab resources
- Sessions with moderator support via chat
- Content presented in English, with captions in 12 languages
- Three time-zone choices (PST/PDT/GMT/BST/IST)

Many Project Ready Workshop training events include labs. When offered, labs will be available to a limited number of Microsoft partner participants. Access to the labs will be issued on a first-come, first-served basis.

Learn more:

[Azure](#)

[BizApps](#)

[Modern Work](#)

[Security](#)

Introducing Microsoft Applied Skills

The new Microsoft-verified, scenario-based credential proves proficiency in skill sets specific to critical business challenges.

Learn more:

[Browse Microsoft Applied Skills credentials](#)

[Watch Microsoft Applied Skills video](#)

How to earn credentials:

- 1 Prepare**
Gain additional skills with **optional training**
- 2 Earn**
Pass an **interactive, lab-based assessment**
- 3 Share**
Celebrate and share on social platforms

Watch the video: aka.ms/AppliedSkillsVideo

Targeted skill validation for real-world scenarios



Validates knowledge in skill sets specific to critical business challenges



Credentials earned by passing an online, on-demand, product-specific assessment



Interactive lab experience to demonstrate proficiency by completing real-world tasks



Microsoft-verified credentials offer a signal of trust to organizations, colleagues, hiring managers, and recruiters

Targeted skills benefit your organization

Empower your employees

Enable your teams to efficiently validate the targeted skills they need to solve problems more effectively and implement better solutions.

Strengthen your organization

Efficiently pinpoint the talent you have today and hire for tomorrow to provide highly technical solutions and take on projects critical to organizational success.

Choose the path that fits your career goals, desired skills, and experience



Microsoft Certifications

Validates broad technical proficiency

Role-based

Breadth of skills

Exam with interactive elements

Scheduled

Goal

Context

Scope

Format

Flexibility



Microsoft Applied Skills

Validates one specific skill

Project-based

Scenario-specific skills

Assessment via interactive lab experience

On-demand

Microsoft Applied Skills credentials

Infrastructure

Configure secure access to your workloads using Azure networking

Secure storage for Azure Files and Azure Blob Storage

Deploy and configure Azure Monitor

Digital & app innovation

Develop an ASP.NET Core web app that consumes an API

Implement security through a pipeline using Azure DevOps

Deploy containers by using Azure Kubernetes Service

Security

Secure Azure services and workloads with Microsoft Defender for Cloud regulatory compliance controls

Configure SIEM Security operations using Microsoft Sentinel

Business applications

Create and manage automated processes by using Power Automate

Coming soon

Data & AI

Create an intelligent document processing solution with Azure AI Document Intelligence

Build a natural language processing solution with Azure AI Language

Build an Azure AI Vision solution

Migrate SQL Server workloads to Azure SQL Database

Business applications

Create and manage canvas apps with Power Apps

More scenarios under evaluation

Microsoft Customer Engagement Methodology (MCEM) for Partners

Watch short videos for insight into the MCEM stages

The Microsoft Customer Engagement Methodology (MCEM) for Partners connects Microsoft sales, support, industry solutions delivery, and partners to bring more value to the customer by placing them at the heart of every deal. We're delighted to introduce a curated set of short videos that explore how this methodology can benefit you and provide you with the framework to co-sell with us more effectively.

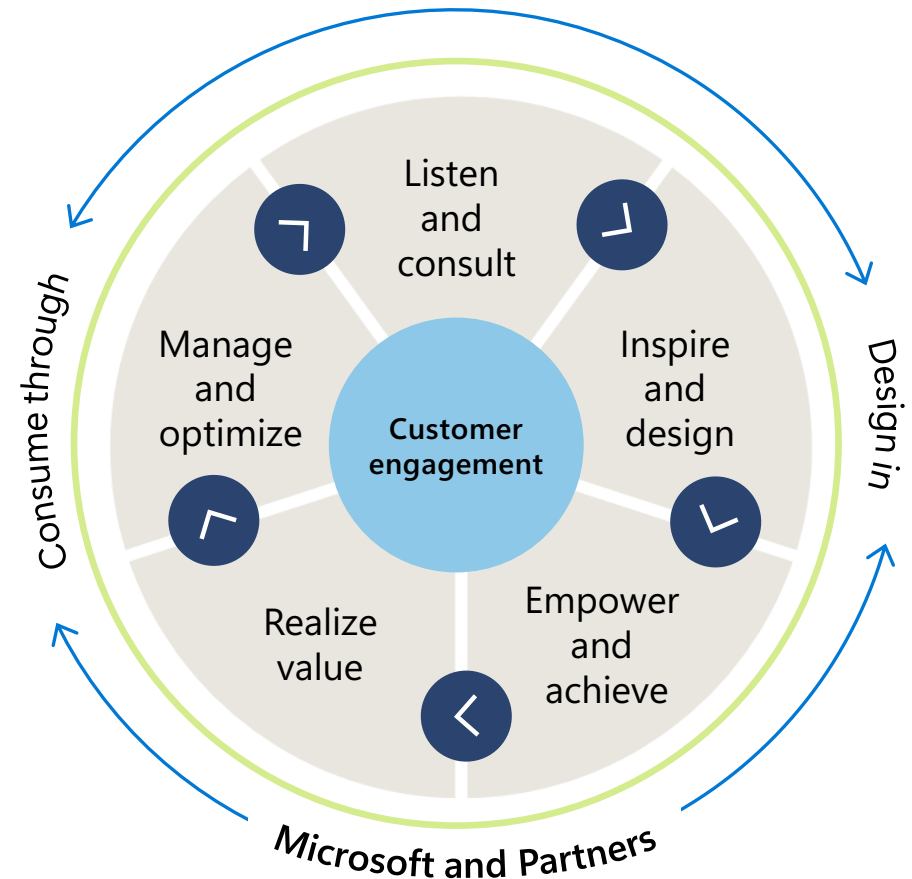
Why watch?

These seven videos cover how using this methodology can strengthen the co-innovation and co-development process with customers.

Our overall goal is to help you develop a shared language with Microsoft and drive increased value for our customers.

MCEM video playlist

1. [Introduction](#)
2. [Stage 1 – Listen and Consult](#)
3. [Stage 2 – Inspire and Design](#)
4. [Stage 3 – Empower and Achieve](#)
5. [Stage 4 – Realize Value](#)
6. [Stage 5 – Manage and Optimize](#)
7. [Benefits Summary](#)



[Watch videos](#)

Skilling offerings by solution area

Azure

Business Applications

Modern Work

Security



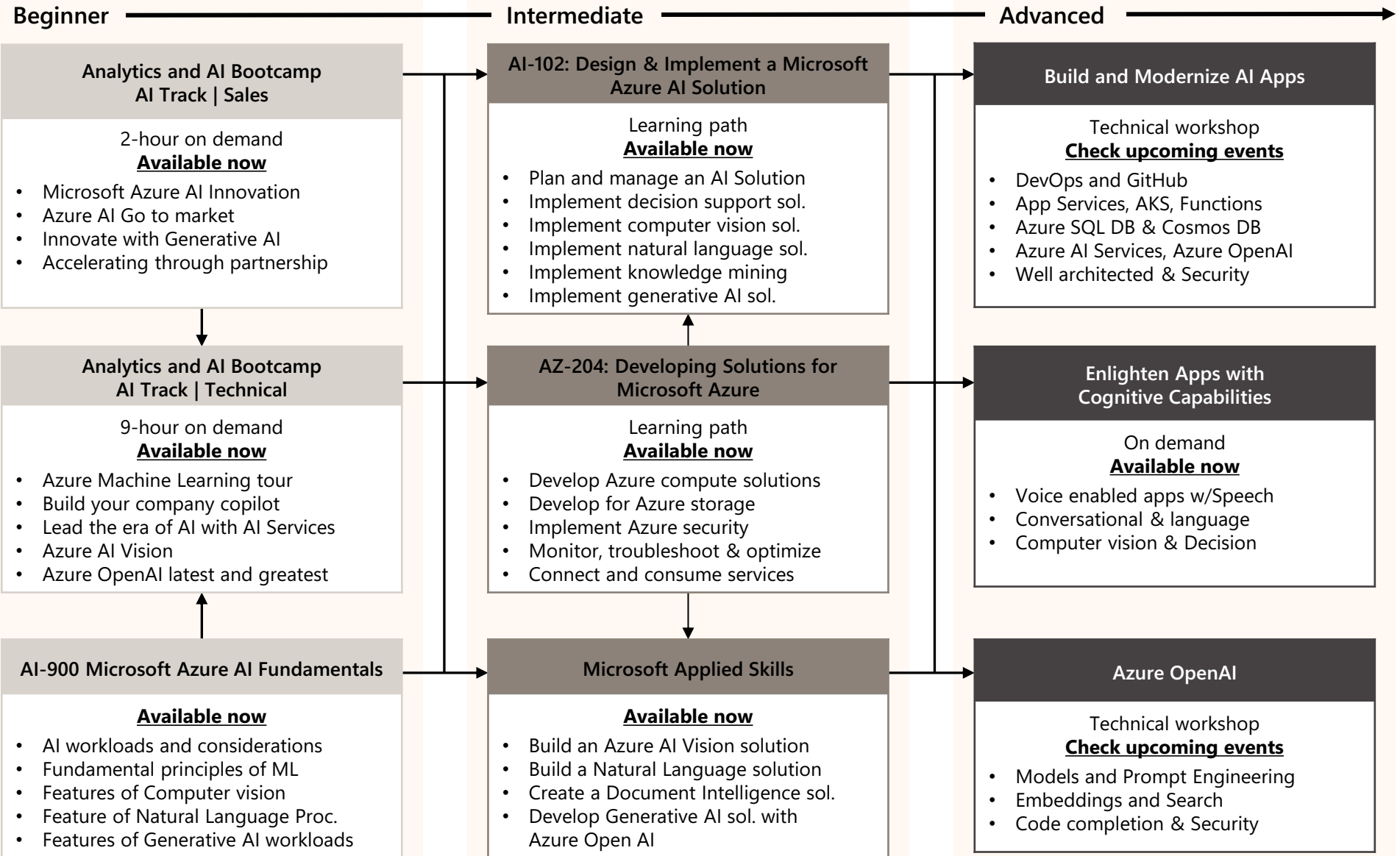
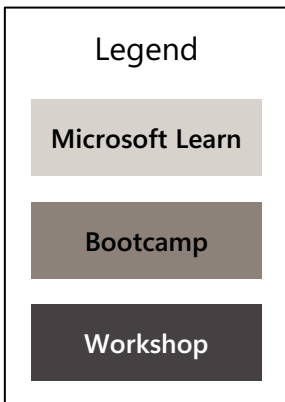
Azure skilling offerings

| | | Skilling focus | | | |
|--------------------------------|----------------------------|--|---|--|---|
| | | Certification | Project Ready | Sales | Pre-Sales |
| Offerings (click to access) | | <u>Certification Week</u> *Mainstream solution play aligned certifications to be prioritized | <u>Partner Project Ready Workshops</u> | <u>Sales Bootcamp</u> Executive Enablement Series: <u>Podcast</u> and <u>Vodcast</u> <u>Solution Play Sales Enablement</u> | <u>Solution Play</u> <u>Pre-Sales Enablement</u> |
| | Prioritized solution plays | Administrator (AZ-104) Solution Architect (AZ-305) Network Engineer (AZ-700) Azure for SAP Workloads (AZ-120) Database Administrator (AZ-300) Fabric Analytics Engineer (DP-600) AI Engineer (AI-102) Data Scientist (DP-100) Developer (AZ-204) DevOps Engineer (AZ-400) | Innovate w/ AI (Azure OpenAI) – Shift to priority list Build Intelligent Apps (incl. Cognitive Services) Power Business Decisions w/ Cloud Scale Analytics Migrate & Secure Win & SQL Server Migrate SAP Migrate Enterprise Apps | Migrate & Secure Win & SQL Server Migrate SAP Power Business Decisions w/ Cloud Scale Analytics Build Intelligent Apps (incl. Cognitive Services) Migrate Enterprise Apps Innovate w/ AI (Azure OpenAI) | |
| | | Improve deployment efficiency & time to value | | Accelerate sales lead cycle success | |

Learning journey: Build and modernize AI apps

Audience

Developer
AI Engineer
Solution Architect



Data Scientist learning journey: Build and modernize AI apps

Audience

Data Scientist

Beginner

Analytics and AI Bootcamp AI Track | Sales

2-hour on demand
Available now

- Microsoft Azure AI Innovation
- Azure AI Go to market
- Innovate with Generative AI
- Accelerating through partnership

Analytics and AI Bootcamp AI Track | Technical

9-hour on demand
Available now

- Azure Machine Learning tour
- Build your company copilot
- Lead the era of AI with AI Services
- Azure AI Vision
- Azure OpenAI latest and greatest

AI-900 Microsoft Azure AI Fundamentals

Available now

- AI workloads and considerations
- Fundamental principles of ML
- Features of Computer vision
- Feature of Natural Language Proc.
- Features of Generative AI workloads

Intermediate

DP-100: Design & Implement a Data Science Solution

Learning path
Available now

- Design and prepare a ML solution
- Explore data and train models
- Prepare a model for deployment
- Deploy and retrain a model

Advanced

Azure ML and MLOPS

On demand
Available now

- Automating and deploying models
- Orchestrating ML workflows

Legend

Microsoft Learn

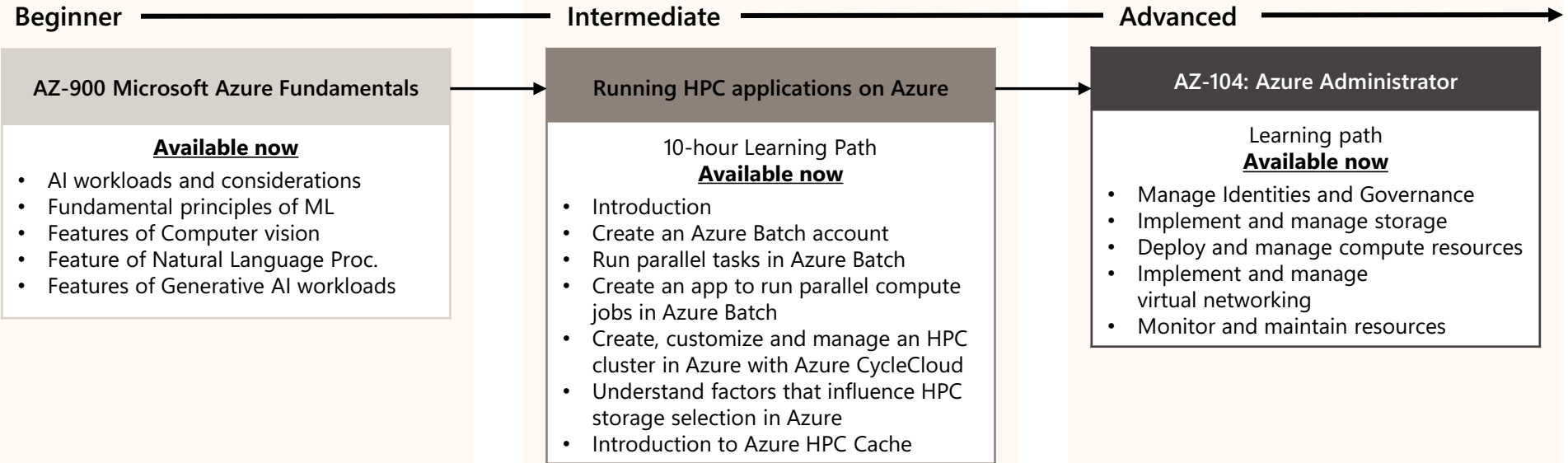
Bootcamp

Workshop

Administrator learning journey: Innovate with HPC and AI infrastructure

Audience

Administrator



Legend

Microsoft Learn

Bootcamp

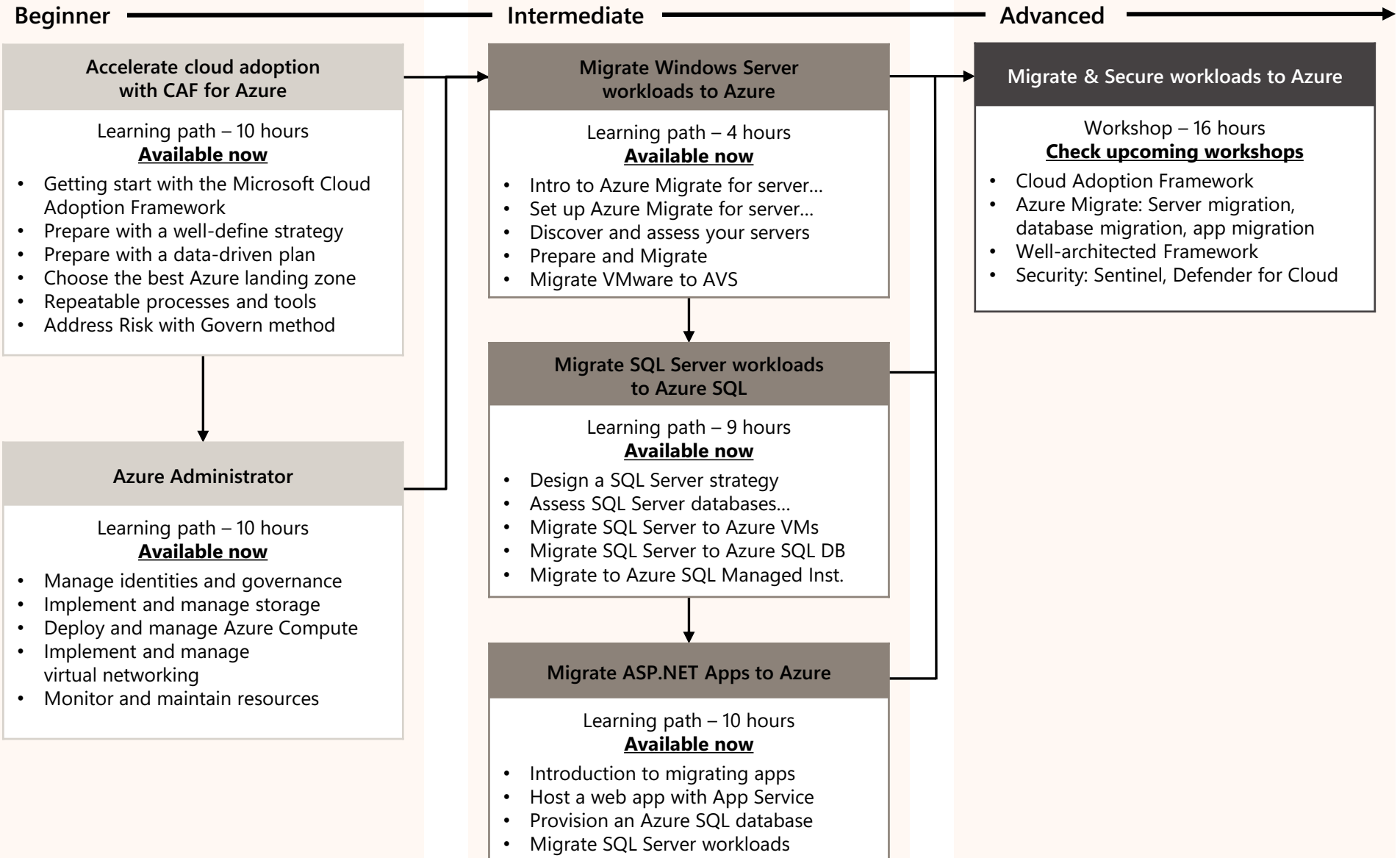
Workshop

Learning journey: Migrate and secure Windows Server & SQL Server

Audience

Administrator

Solution Architect



Business Applications skilling offerings

| | | skilling focus | | | |
|--------------------------------|----------------------------|--|---|--|---|
| | | Certification | Project Ready | Sales | Pre-Sales |
| Offerings (click to access) | | <p><u>Modular Training Videos</u></p> <p><u>Certification Week</u></p> <p>*Mainstream solution play aligned certifications to be prioritized</p> | <p><u>Partner Project Ready Workshops</u></p> | <p><u>Sales Bootcamp</u></p> <p>Executive Enablement Series: <u>Podcast</u> and <u>Vodcast</u></p> <p>High Volume Practice Program: <u>Fundamentals</u> and <u>Advanced</u></p> <p><u>Solution Play Sales Enablement</u></p> | <p><u>Solution Play Sales Enablement</u></p> <p><u>Solution Play Pre-Sales Enablement</u></p> |
| | Prioritized solution plays | <ul style="list-style-type: none"> Sales (MB-210) Customer Insights (Journeys) (MB-220) Customer Insights (Data) (MB-260) Customer Service (MB-230) Field Service (MB-240) Finance (MB-310) Supply Chain (MB-330 & MB-335) F&O Developer (MB-500) F&O Architect (MB-700) Power Platform Consultant (PL-200) Power Platform Developer (PL-400) Power Automate RPA Dev (PL-500) Power Platform Architect (PL-600) Business Central (MB-800 & MB-820) | <ul style="list-style-type: none"> Accelerate Revenue Generation Modernize Service Optimize Finance and Supply Chain Accelerate Innovation with Low Code SMB Scale Business Operations | <ul style="list-style-type: none"> Accelerate Revenue Generation Modernize Service Modernize ERP Innovate with AI in Low Code AI powered Business with Copilot SMB Scale Business Operations | |
| | | <p>Improve deployment efficiency & time to value</p> | | <p>Accelerate sales lead cycle success</p> | |

Functional Consultant learning journey: Accelerate revenue generation

Audience

Business Analyst-
Customer Experience

Sales Functional
Consultant

Marketing Functional
Consultant

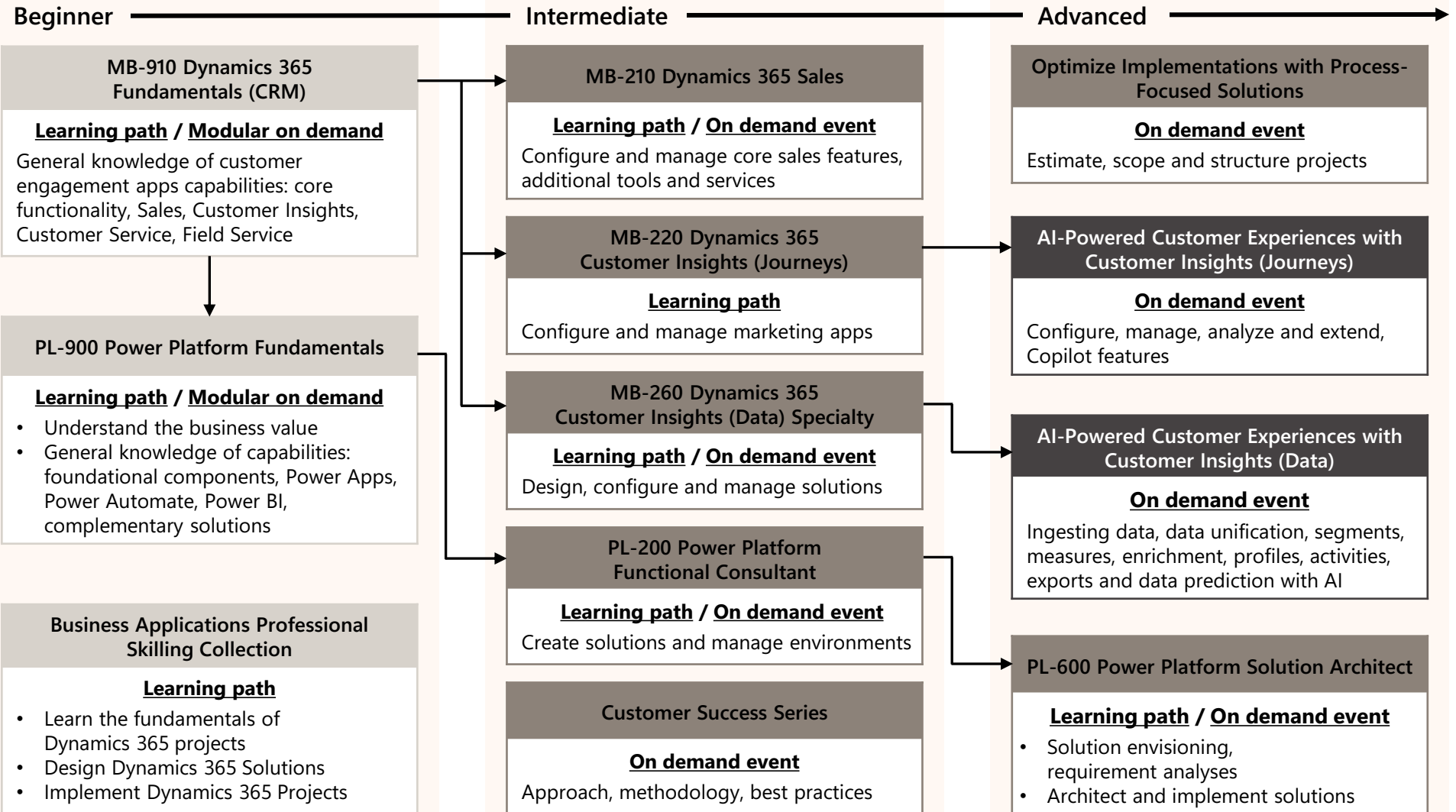
Customer Engagement
Apps (Power Platform)
Solution Architect

Legend

Microsoft Learn

Bootcamp

Workshop



Functional Consultant learning journey: Modernize service

Audience

Customer Service
Business Analyst

Field Service
Business Analyst

Customer Service
Functional Consultant

Customer Engagement
Apps (Power Platform)
Solution Architect

Legend

Microsoft Learn

Bootcamp

Workshop

Beginner

MB-910 Dynamics 365
Fundamentals (CRM)

Learning path / Modular on demand

General knowledge of customer engagement apps capabilities: core functionality, Sales, Customer Insights, Customer Service, Field Service

PL-900 Power Platform Fundamentals

Learning path / Modular on demand

- Understand the business value
- General knowledge of capabilities: foundational components, Power Apps, Power Automate, Power BI, complementary solutions

Business Applications Professional
Skillings Collection

Learning path

- Learn the fundamentals of Dynamics 365 projects
- Design Dynamics 365 Solutions
- Implement Dynamics 365 Projects

Intermediate

MB-230 Dynamics 365 Customer Service

Learning path / On demand event

Configure and manage customer service components: cases and knowledge management, entitlements and SLAs, scheduling, routing, multi-session experiences, connected customer service, analytics and insights

MB-240 Dynamics 365 Field Service

Learning path

Configure field service apps, manage, schedule and dispatch work orders, manage mobile app, manage inventory and purchasing, manage connected field service

PL-200 Power Platform
Functional Consultant

Learning path / On demand event

Create solutions and manage environments

Customer Success Series

On demand event

Approach, methodology, best practices

Advanced

Optimize Implementations with
Process-Focused Solutions

On demand event

Estimate, scope and structure projects

Contact Center Modernization Partner
Opportunity overview & Tech Deep Dives

Available now & on demand

Transform field operations with AI and
Connected Field Service

On demand event

Copilot capabilities in Field Service, connected Field Service architecture, working with IoT devices and analyzing data, integration with Dynamics 365 Remote Assist and Guides

PL-600 Power Platform
Solution Architect

Learning path / On demand event

- Solution envisioning, requirement analyses
- Architect and implement solutions

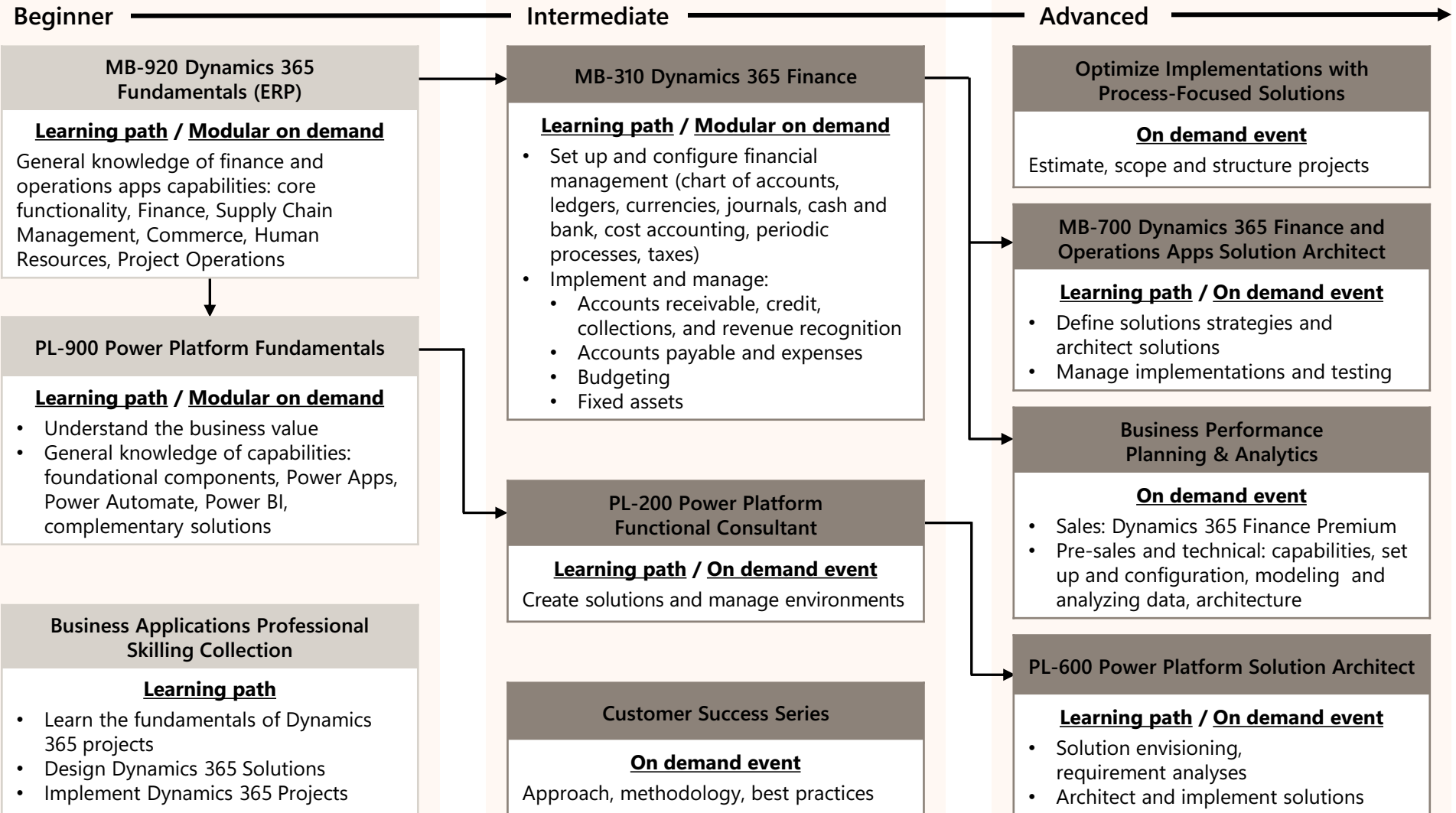
Functional consultant learning journey: Optimize finance & supply chain

Audience

Finance Business Analyst

Finance Functional Consultant

Finance and Operations Apps Solution Architect



Legend

Microsoft Learn

Bootcamp

Workshop

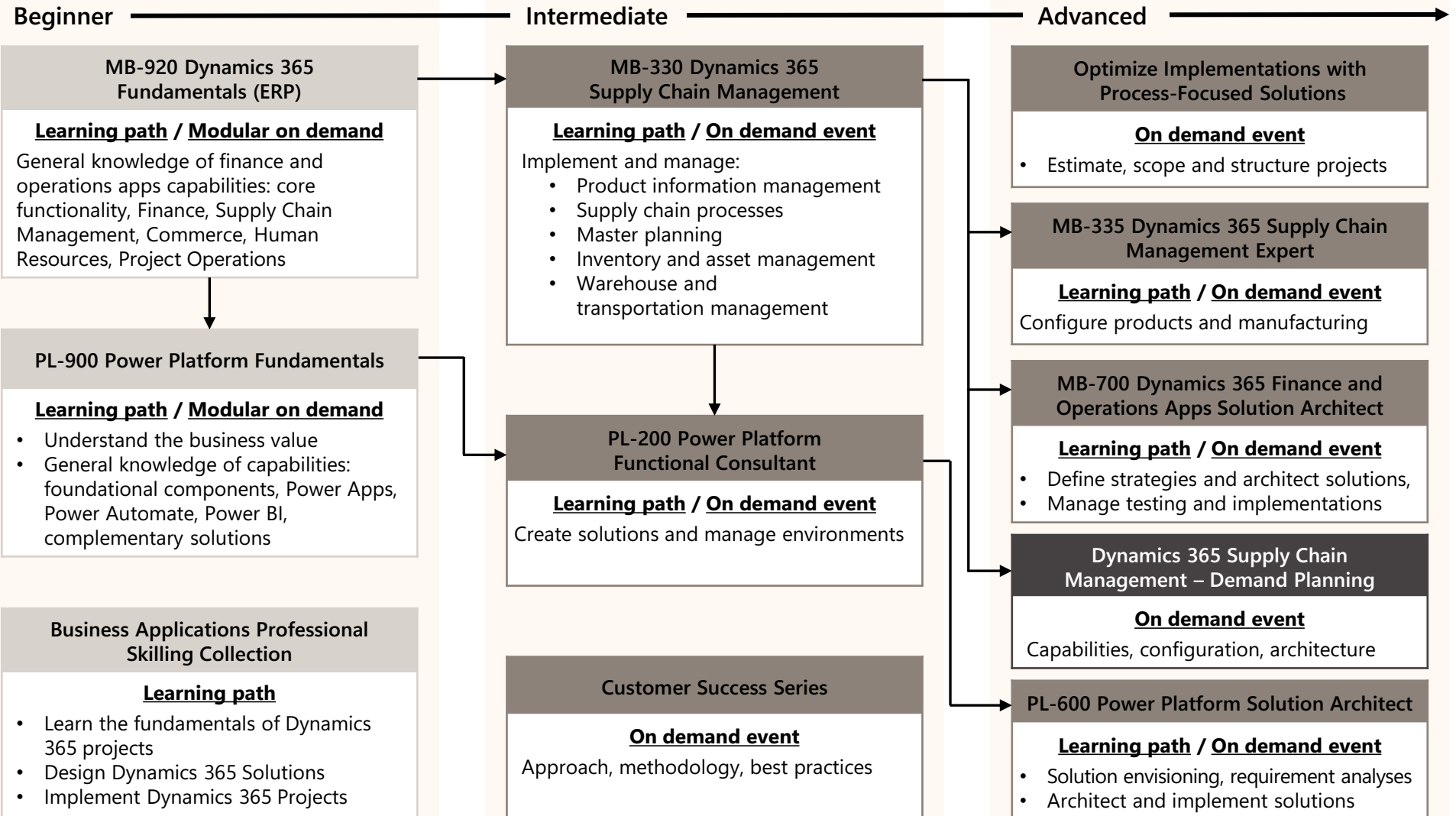
Functional Consultant learning journey: Optimize finance & supply chain

Audience

Supply Chain Management Business Analyst

Supply Chain Management Functional Consultant

Finance and Operations Apps Solution Architect



Legend

Microsoft Learn

Bootcamp

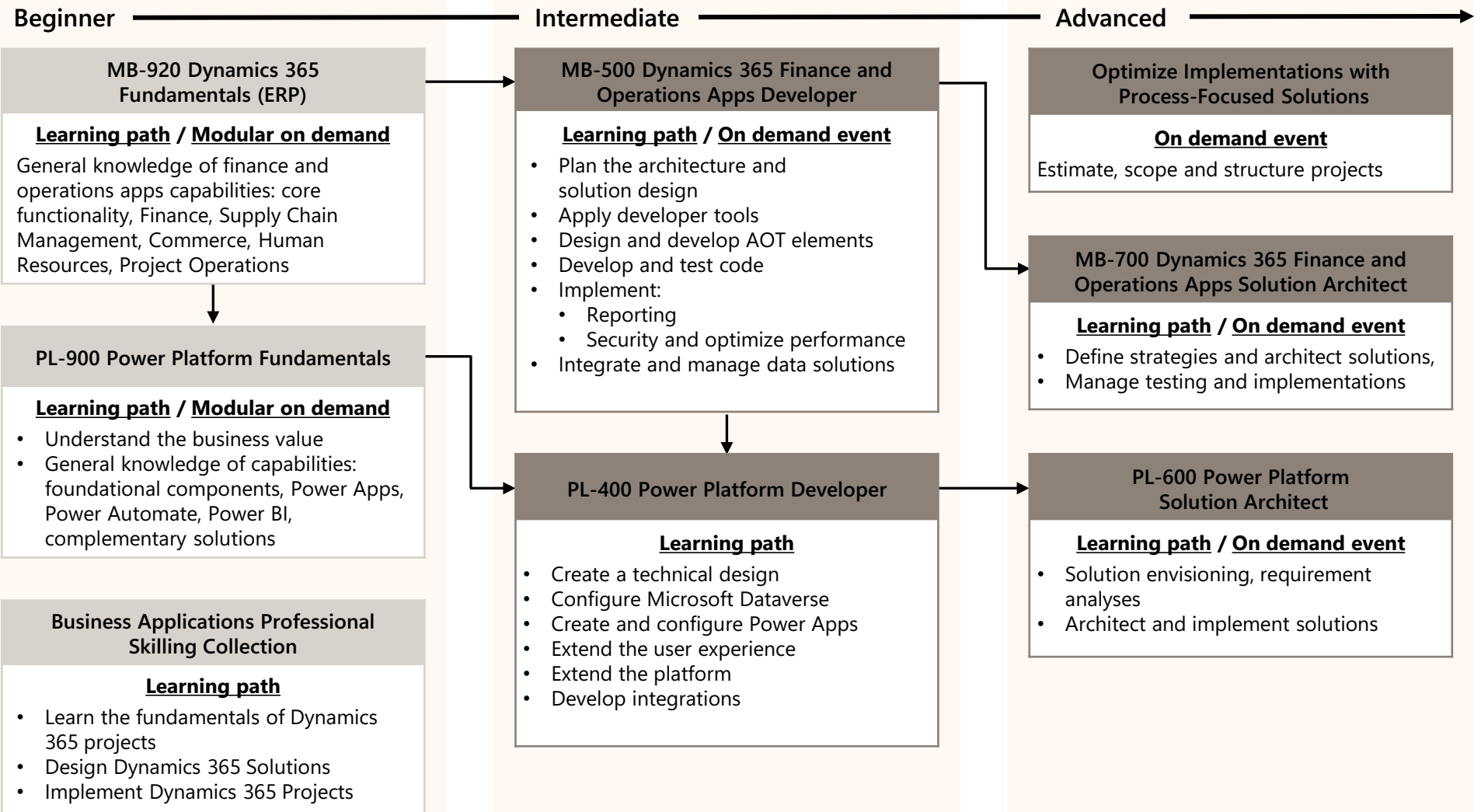
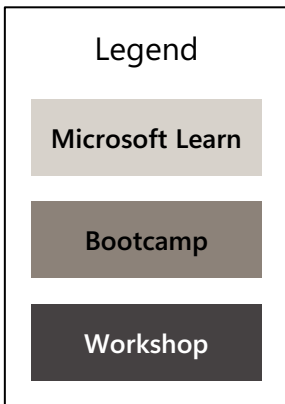
Workshop

Developer learning journey: Optimize finance & supply chain

Audience

Finance and Operations Apps Developer

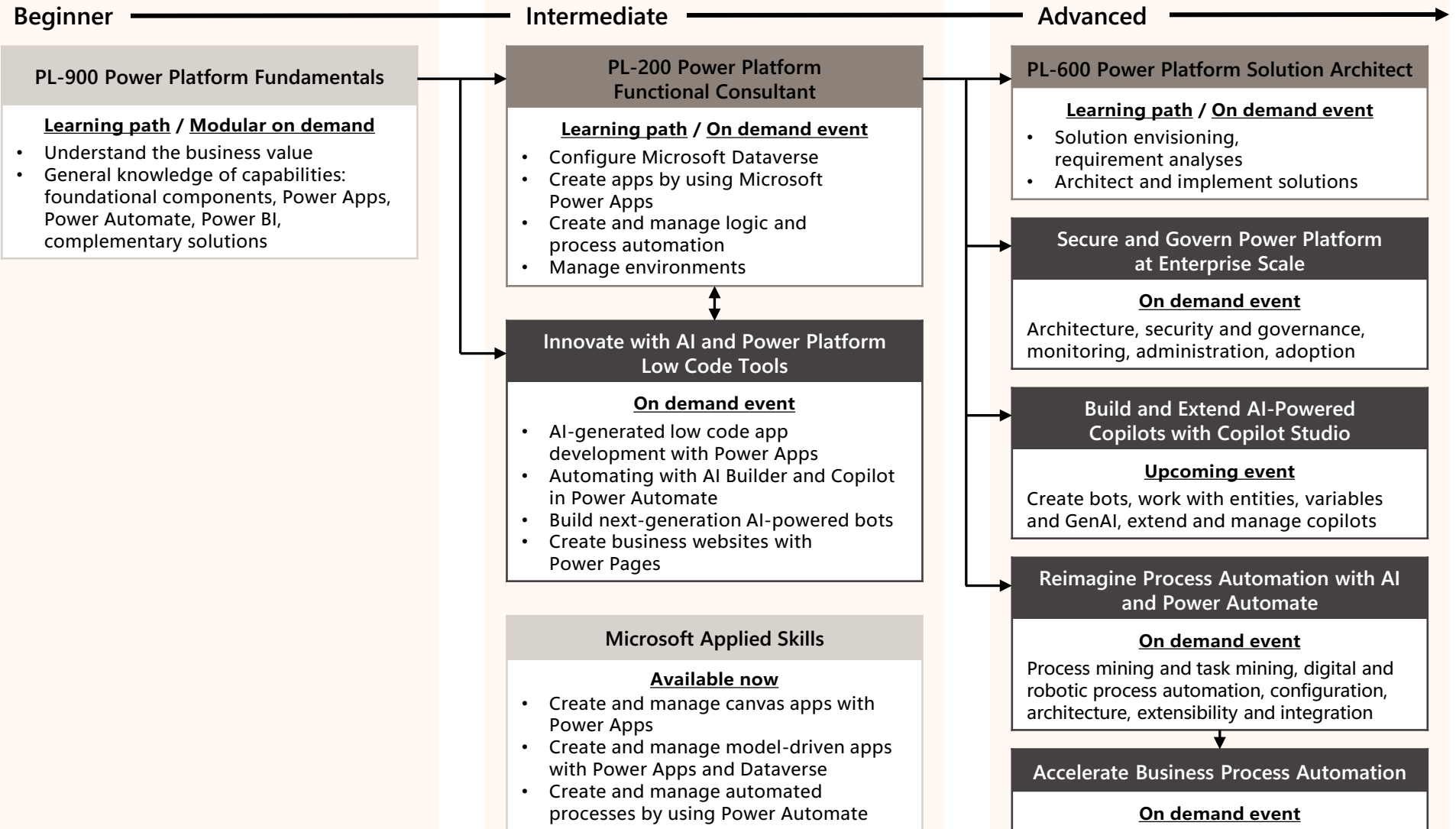
Finance and Operations Apps Solution Architect



Functional Consultant learning journey: Accelerate innovation with low code

Audience

Business Analyst
 Power Platform
 Functional Consultant
 Power Platform
 Solution Architect



Legend

Microsoft Learn

Bootcamp

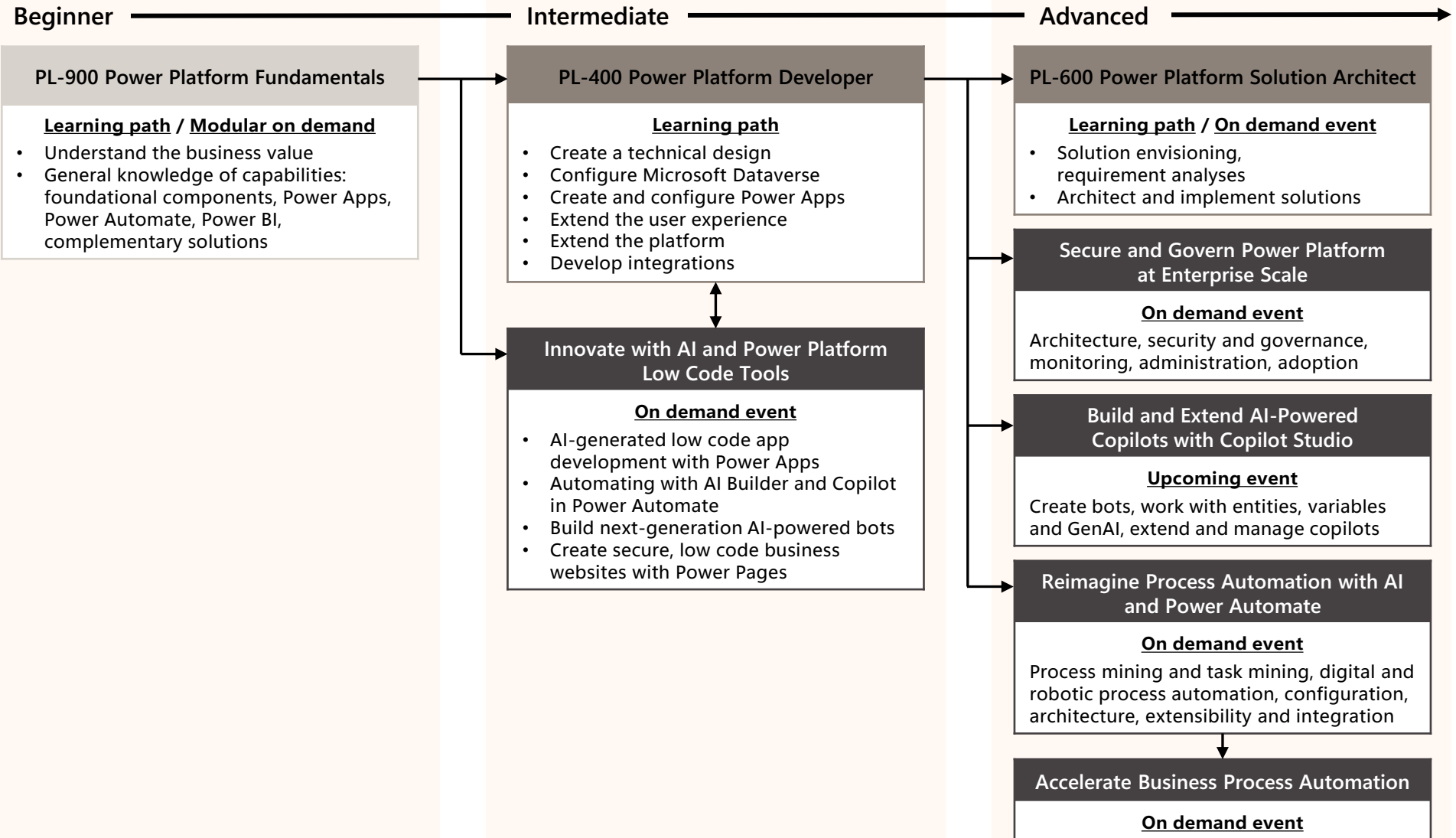
Workshop

Developer learning journey: Accelerate innovation with low code

Audience

Power Platform Developer

Power Platform
Solution Architect



Legend

Microsoft Learn

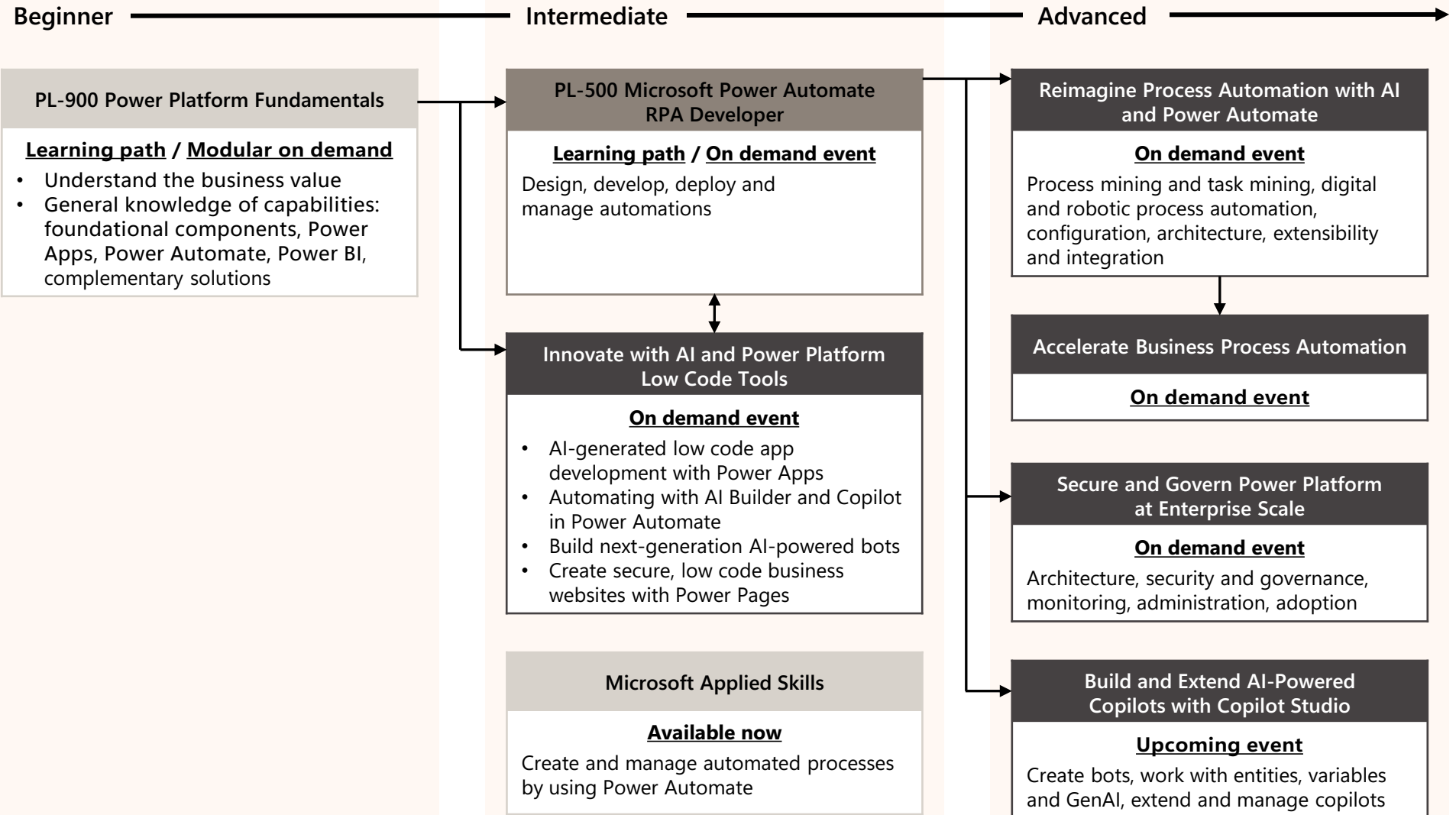
Bootcamp

Workshop

Automation learning journey: Accelerate innovation with low code

Audience

Business Analyst
 Process Automation Designer
 Power Platform Developer
 RPA Developer



Legend

- Microsoft Learn
- Bootcamp
- Workshop

Modern Work skilling offerings

| | | Skilling focus | | | |
|--------------------------------|----------------------------|--|--|---|---|
| | | Certification | Project Ready | Sales | Pre-Sales |
| Offerings (click to access) | | <p><u>Certification Week</u></p> <p>*Mainstream solution play aligned certifications to be prioritized</p> | <p><u>Partner Project Ready Workshops</u></p> | <p><u>Sales Bootcamp</u></p> <p>Executive Enablement Series: <u>Podcast</u> and <u>Vodcast</u></p> <p><u>Solution Play Sales Enablement</u></p> | <p><u>Solution Play Pre-Sales Enablement</u></p> |
| | Prioritized solution plays | <p>M365 Modern Desktop Admin</p> <p>M365 Enterprise Admin</p> <p>M365 Teams Admin</p> <p>M365 Collaboration Engineer</p> | <p>Coming Soon</p> <p>Cloud Endpoints</p> <p>Employee Experience</p> <p>Frontline Worker</p> <p>Converged Comms</p> | <p>Secure Productivity</p> <p>Cloud Endpoints</p> <p>Employee Experience</p> <p>Frontline Worker</p> <p>Converged Comms</p> | |
| | | <p>Improve deployment efficiency & time to value</p> | | <p>Accelerate sales lead cycle success</p> | |

Security skilling offerings

| | | Skilling focus | | | |
|--------------------------------|----------------------------|--|---|---|---|
| | | Certification | Project Ready | Sales | Pre-Sales |
| Offerings (click to access) | | <p><u>Certification Week</u></p> <p>*Mainstream solution play aligned certifications to be prioritized</p> | <p><u>Partner Project Ready Workshops</u></p> <p><u>Spotlight Training</u></p> | <p><u>Sales Bootcamp</u></p> <p>Executive Enablement Series: <u>Podcast</u> and <u>Vodcast</u></p> <p><u>Solution Play Sales Enablement</u></p> | <p><u>Solution Play</u> <u>Pre-Sales Enablement</u></p> |
| | Prioritized solution plays | <p>Security Operation(SC-200)</p> <p>Azure Security(AZ-500)</p> <p>Identity and Access(SC-300)</p> <p>Information Protection (SC-400)</p> <p>Cyber Security Architect (SC-100)</p> | <p>Threat protection with XDR and SIEM</p> <p>Data Security</p> <p>Modern Sec Ops</p> <p>Copilot for Security</p> | <p>Threat protection with XDR and SIEM</p> <p>Data Security</p> <p>Modern Sec Ops</p> <p>Copilot for Security</p> | |
| | | Improve deployment efficiency & time to value | | Accelerate sales lead cycle success | |

Learning journey: Threat protection and incident response

Audience

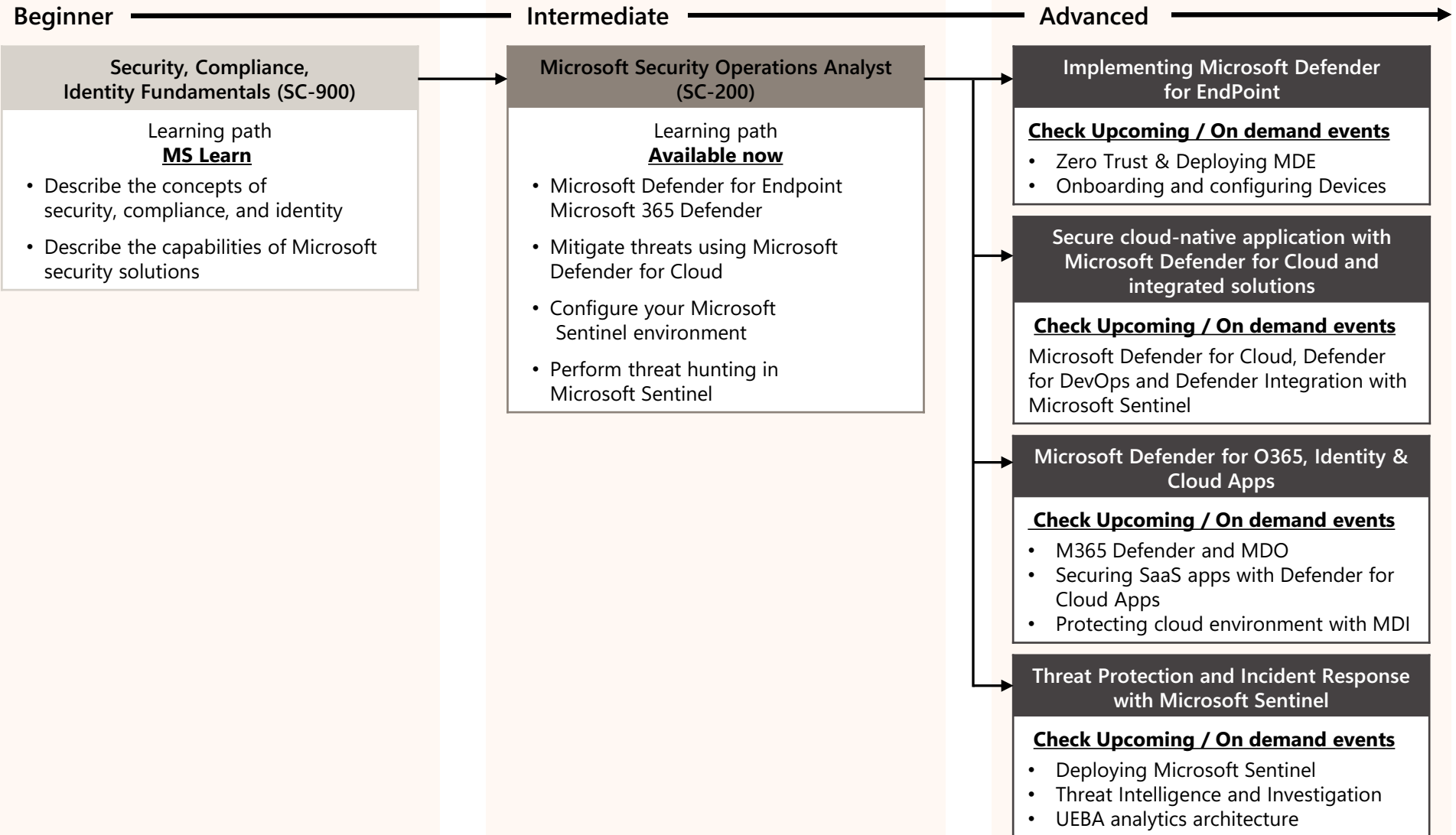
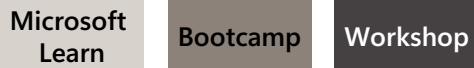
Targeted for security operational professionals that design and manage their threat protection and response systems.

- User who collaborates with organizational stakeholders to secure information technology systems
- Goal is to reduce organizational risk by rapidly remediating active attacks in the environment.
- Advises on improvements to threat protection practices.
- Refers violations of organizational policies to appropriate stakeholders.

Relevant partner roles:

- Security consultant/architect
- Endpoint Security consultant
- SOC analyst

Legend



Other training resources

[Microsoft Defender for Endpoint Ninja Course, Self-guided blog](#)

[Microsoft 365 Defender Ninja Course, Self-guided blog](#)

[Microsoft Defender for Cloud Apps Ninja Course, Self-guided blog](#)

[Microsoft Defender for IoT Ninja Training, Self-guided blog](#)

[Microsoft Defender for Identity Ninja Course, Self-guided blog](#)

[Security Community Technical Webinars, Stay updated](#)

Learning journey: Microsoft Sentinel

Audience

Targeted for security operational professionals that design and manage their threat protection and response systems.

- User who collaborates with organizational stakeholders to secure information technology systems.
- Goal is to reduce organizational risk by rapidly remediating active attacks in the environment.
- Advises on improvements to threat protection practices.
- Refers violations of organizational policies to appropriate stakeholders.

Relevant partner roles:

- SOC analyst
- Security operations team
- SIEM/XDR team

Legend

Microsoft Learn

Bootcamp

Workshop

Beginner

Security, Compliance, Identity Fundamentals (SC-900)

Learning path
MS Learn

- Describe the concepts of security, compliance, and identity
- Describe the capabilities of Microsoft security solutions

Intermediate

Microsoft Security Operations Analyst (SC-200)

Learning path
Available now

- Create queries for Microsoft Sentinel using Kusto Query Language (KQL)
- Configure your Microsoft Sentinel environment
- Connect logs to Microsoft Sentinel
- Create detections and perform investigations using Microsoft Sentinel
- Perform threat hunting in Microsoft Sentinel

Advanced

Deploy and Optimize Sentinel

Check upcoming / On demand events

- Deploy and configure Microsoft Sentinel
- Optimize Sentinel for cost saving opportunities.

Migrating your SIEM Solution to Microsoft Sentinel

Check upcoming / On demand events

- Microsoft Sentinel basic concepts
- Planning the migration
- Migrating to Microsoft Sentinel from the Legacy SIEM
- Post-migration optimization

Threat Protection and Incident Response with Microsoft Sentinel

Check upcoming / On demand events

- Threat Intelligence and Investigation
- UEBA analytics architecture

Other training resources

[Microsoft Sentinel Ninja Course](#),
Self-guided blogz

[Security Community Technical Webinars](#), Stay updated

Learning journey: Data protection

Audience

Targeted for those who plan and implement controls that meet organizational compliance needs.

- User who plans and implements controls that meet organizational compliance needs.
- Responsible for translating requirements and compliance controls into technical implementation.
- Assists organizational control owners to become and stay compliant.
- Creates policies and rules for content classification, data loss prevention, governance, and protection.

Relevant partner roles:

- Compliance teams
- Data security teams
- Cloud architects
- Implementation consultants

Legend

Microsoft Learn

Bootcamp

Workshop

Beginner

Security, Compliance, Identity Fundamentals (SC-900)

Learning path
MS Learn

- Describe the concepts of security, compliance, and identity
- Describe the capabilities of Microsoft compliance solutions

Intermediate

Microsoft Purview Information Protection Administrator (SC-400)

Learning path
Available now

- Implement Information Protection in Microsoft 365
- Implement Data Loss Prevention
- Implement Data Lifecycle and Records Management

Advanced

Fortify your Data Security with Microsoft Purview

Check upcoming /On demand events

- Identify and protect sensitive data across your hybrid environment using Purview Information protection
- Prevent accidental leakage of sensitive information using Purview Data Loss Prevention (DLP)
- Intelligently detect and mitigate critical risks with Microsoft Purview Insider Risk Management

Learning journey: Identity and access management

Audience

Targeted for those who design, implement, and operate an organization's identity and access management systems using Azure Active Directory.

- User who designs, implements, and operates an organization's identity and access management systems by using Azure AD.
- Manages tasks such as providing secure authentication and authorization access to enterprise applications.
- Drives strategic identity projects to modernize identity solutions and to implement hybrid identity solutions and identity governance.

Relevant partner roles:

- Security administrator
- Azure AD administrator
- Identity consultant
- Identity architect

Legend

Microsoft Learn Bootcamp Workshop

Beginner

Security, Compliance, Identity Fundamentals (SC-900)

Learning path
MS Learn

Describe the concepts of security, compliance, and identity

Intermediate

Microsoft Identity and Access Administrator (SC-300)

Learning path
Available now

- Implement an identity management solution
- Implement an Authentication and Access Management solution
- Implement Access Management for Apps
- Plan and implement an identity governance strategy

Advanced

Identity & Access Management with Microsoft Entra

Check upcoming / On demand events

- Managing Identity in Microsoft Entra
- Protecting Identities with Microsoft Entra ID Protection
- Managing Governance and Access with Microsoft Entra
- Managing Permissions and Workload Identity Solutions with Microsoft Entra

Other training resources

Microsoft Defender for Identity Ninja Course, [Self-Guided Blog](#)

SMB Reseller offerings

Azure

Business Applications

Modern Work

Security



Skilling offerings for SMB Reseller

| | | | | | |
|---------------------------------------|--|--|---|--|--|
| Skilling start | Microsoft Level Up for Partners is an interactive, holistic, on-demand enablement progress for partners with a Solutions Partner designation, anchored on Microsoft SMB Solution Plays. Courses cover sales, certification guidance, resources for preparing for certifications aligned to Solutions Partner designations, and project ready skilling. Contact Microsoft to activate. | | | | Don't Miss: |
| Skilling focus | Certification | Project Ready | Sales | Pre-Sales | |
| Offerings (click to access) | <p><u>Certification Week</u></p> <p>*Mainstream solution play aligned certifications to be prioritized</p> | <p><u>Partner Project Ready Workshops</u></p> | <p><u>Sales Bootcamp</u></p> <p>Executive Enablement Series: <u>Podcast</u> and <u>Vodcast</u></p> | <p><u>FY25 Solution Play Pre-Sales Enablement</u></p> | <p><u>Level Up for Partners</u> <i>Access Level Up training through co-op funds</i></p> <p><u>MAICPP Certification Week</u> <i>SMB Path for Solutions Partner Designation Azure, Business Application, Security</i> <i>Sept 23-27</i></p> |
| Prioritized solution plays | <p>Administrator (AZ-104)</p> <p>Solution Architect (AZ-305)</p> <p>Network Engineer (AZ-700)</p> <p>Azure for SAP Workloads (AZ-120)</p> <p>Database Administrator (AZ-300)</p> <p>Fabric Analytics Engineer (DP-600)</p> <p>AI Engineer (AI-102)</p> <p>Data Scientist (DP-100)</p> <p>Developer (AZ-204)</p> <p>DevOps Engineer (AZ-400)</p> | <p>Core Migrate & Secure</p> <p>Microsoft Fabric Workshops</p> | <p>Innovate with Azure AI Platform</p> <p>Unify Your Intelligent Data & Analytics Platform</p> <p>Migrate and Secure Windows Server, SQL Server and Linux</p> | | <p><u>Microsoft Copilot Sales Bootcamp</u> <i>Sept 24-26</i></p> <p><u>SMB Sales Bootcamp</u> <i>Nov 12-14</i></p> <p><u>Microsoft Fabric Workshops</u> <i>Sept 9-13</i></p> <p><u>Level Up Copilot Sales Champion</u> <i>On demand code: MOKC-MCJB)</i></p> |

Certification and Project Ready Skilling

Skilling focus

Certification

Project Ready

Sales

Pre-Sales

Certification Week

*Mainstream solution play aligned certifications to be prioritized

Partner Project Ready Workshops

Sales Bootcamp
Executive Enablement Series: **Podcast** and **Vodcast**

FY25 Solution Play Pre-Sales Enablement

Microsoft AI Cloud Partner Program Certification Weeks

These week-long virtual events include tracks for key roles on migration projects, such as Azure Administrator and Solution Architect. Attend upcoming events or watch recordings from previous cloud weeks. <https://aka.ms/partner/cloudweek>

Microsoft Virtual Training Days on Solution Plays

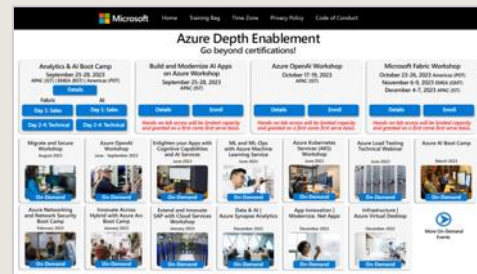
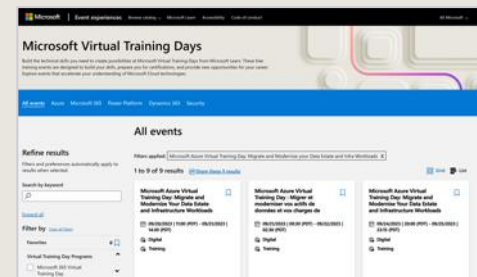
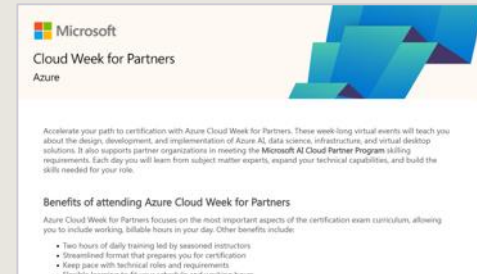
Free training events designed to build your skills and discover new opportunities. Check upcoming events and register at <https://aka.ms/partner/vtd>

Azure Project Ready Workshops

Help partners gain the knowledge needed to deliver projects aligned to key Solution Plays (Migrate and Secure Windows Server, SQL Server and Linux). Check upcoming events or watch on-demand content at <https://aka.ms/partner/azurevc>

Offerings (click to access)

On-demand offerings (click to access)



Azure

Sales and Pre-Sales Skilling

| Skilling focus | Certification | Project Ready | Sales | Pre-Sales |
|---|---|---|---|--|
| Offerings (click to access) | <p><u>Certification Week</u></p> <p>*Mainstream solution play aligned certifications to be prioritized</p> | <p><u>Partner Project Ready Workshops</u></p> | <p><u>Sales Bootcamp</u></p> <p>Executive Enablement Series: <u>Podcast</u> and <u>Vodcast</u></p> | <p><u>FY25 Solution Play Pre-Sales Enablement</u></p> |
| On-demand offerings (click to access) | <p>FY25 SMB Sales Bootcamp</p> | <p>Upcoming live sales bootcamp event, occurring November. Attendees can get access to enrolling in the event at: https://aka.ms/SalesEnablementHub. The SMB Sales Bootcamp will cover all Solution Areas across the three days with content rooted in the FY25 SMB Solution Plays.</p> | | |
| | <p>FY25 SMB Azure Infra Sales Champion Learning Path</p> | <p>This new learning path covers on-premises to cloud secure migration holistically and aligns to key outcomes for SMB leaders. Learners will be equipped to support SMB customer in achieving their migration and business revenue goals. Coming soon.</p> | | |
| | <p>FY25 SMB Solution Play Enablement</p> | <p>A new, holistic partner enablement offering for SMB resellers, anchored on Microsoft SMB Solution Plays. Learn how to position Microsoft solutions and products across the sales and pre-sales stages to build strong pipeline and deliver faster results for Microsoft Workloads. Learn more here.</p> | | |



Business Applications

Enablement offerings for SMB Reseller

Enablement start

Microsoft Level Up for Partners is an interactive, holistic, on-demand enablement progress for partners with a Solutions Partner designation, anchored on Microsoft SMB Solution Plays. Courses cover sales, certification guidance, resources for preparing for certifications aligned to Solutions Partner designations, and depth skilling. Contact Microsoft to activate.

Enablement focus

Certification

Project Ready

Sales

Pre-Sales

Offerings

(click to access)

Modular Training Videos

Certification Week

*Mainstream solution play aligned certifications to be prioritized

Delivery Enablement: Project Ready

Sales Bootcamp

Executive Sales Series: **Podcast** and **Vodcast**

FY25 Solution Play Pre-Sales Enablement

Prioritized solution plays

Business Central (MB-800)
Business Central Developer (MB-820)

Scale Business Operations

Don't Miss:

Level Up for Partners
Access Level Up training through co-op funds

Level Up CSP: D365 Business Central
Sept 19

SMB MAICPP Certification Week
SMB Path for Solutions Partner Designation | Azure, Business Application, Security
Sept 23-27

SMB Sales Bootcamp
Nov 12-14

High Volume Practice Program
On demand

Level Up Copilot Sales Champion
On demand code: MOKC-MCJB)

Resources:

- [Business Applications Partner Opportunity for new SMB Solution Play](#)
- [Accelerate Your GTM with SMBs: Reseller Guide](#)

Business Applications Certification and Project Ready Skilling

Skilling focus

Certification

Project Ready

Sales

Pre-Sales

Offerings
(click to access)

Certification Week

*Mainstream solution play aligned certifications to be prioritized

Partner Project Ready Workshops

Sales Bootcamp
Executive Enablement Series:
Podcast and **Vodcast**

FY25 Solution Play Pre-Sales Enablement

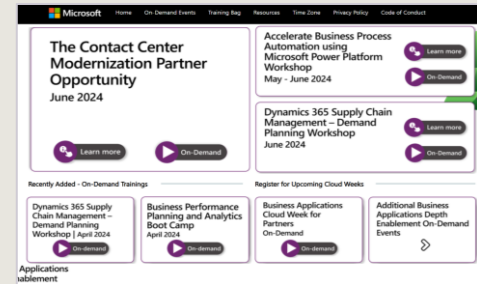
Microsoft AI Cloud Partner Program Certification Weeks

These week-long virtual events accelerate your path to certification and mastering the intricacies of modern analytics and business intelligence with Business Applications. Attend upcoming events or watch recordings from previous cloud weeks.
<https://aka.ms/partner/cloudweek>

Business Applications Project Ready Workshops

Help partners gain the knowledge needed to deliver projects aligned to key Solution Plays (Scale Business Operations). Check upcoming events or watch on-demand content [here](#).

On-demand offerings
(click to access)



Business Applications

Sales and Pre-Sales Skilling

| Skilling focus | Certification | Project Ready | Sales | Pre-Sales |
|---|---|---|---|--|
| Offerings (click to access) | <p><u>Certification Week</u></p> <p>*Mainstream solution play aligned certifications to be prioritized</p> | <p><u>Partner Project Ready Workshops</u></p> | <p><u>Sales Bootcamp</u></p> <p>Executive Enablement Series: <u>Podcast</u> and <u>Vodcast</u></p> | <p><u>FY25 Solution Play Pre-Sales Enablement</u></p> |
| On-demand offerings (click to access) | <p>FY25 SMB Sales Bootcamp</p> | <p>Upcoming live sales bootcamp event, occurring November. Attendees can get access to enrolling in the event at: https://aka.ms/SalesEnablementHub. The SMB Sales Bootcamp will cover all Solution Areas across the three days with content rooted in the FY25 SMB Solution Plays.</p> | | |
| | <p>FY25 SMB Business Central Learning Path</p> | <p>This new learning path is designed to equip you with the essential skills and knowledge to deliver Dynamics 365 Business Central solutions to partners and customers. Through this training, you will gain proficiency in product features, value proposition, and GTM strategies. <u>Coming soon.</u></p> | | |
| | <p>FY25 SMB Solution Play Enablement</p> | <p>A new, holistic partner enablement offering for SMB resellers, anchored on Microsoft SMB Solution Plays. Learn how to position Microsoft solutions and products across the sales and pre-sales stages to build strong pipeline and deliver faster results for Microsoft Workloads. Learn more <u>here</u>.</p> | | |



Skilling offerings for SMB Reseller

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Enablement start

Enablement focus

Offerings
(click to access)

Prioritized solution plays

| | Certification | Project Ready | Sales | Pre-Sales |
|--|---|--|---|--|
| | <p><u>Certification Week</u></p> <p>*Mainstream solution play aligned certifications to be prioritized</p> | <p><u>Partner Project Ready Workshops</u></p> <p><u>Level Up CSP</u></p> | <p><u>Sales Bootcamp</u></p> <p><u>Level Up CSP</u></p> <p>Executive Enablement Series: <u>Podcast</u> and <u>Vodcast</u></p> | <p><u>FY25 Solution Play Pre-Sales Enablement</u></p> |
| | <p>Microsoft 365 Administrator (MS-102)</p> <p>Endpoint Administrator (MD-102)</p> <p>Managing Microsoft Teams (MS-700)</p> <p>Collaboration Communications System Engineer (721)</p> | <p>Microsoft 365 & Copilot</p> | <p>Secure Productivity</p> <p>Drive Business Transformation with Copilot</p> | |

Don't Miss:

[Level Up for Partners](#)
Access Level Up training through co-op funds

[Level Up CSP: Microsoft 365 & Copilot – Sales Bootcamp](#)
Aug 28


[Level Up CSP: Microsoft 365 & Copilot – Technical Bootcamp](#)
Sept 11-12

[MW MAICPP Certification Week](#)
Nov 4-8

[SMB Sales Bootcamp](#)
Nov 12-14

Certification and Project Ready Skilling

| Skilling focus | Certification | Project Ready | Sales | Pre-Sales |
|---|---|--|---|--|
| Offerings (click to access) | <p><u>Certification Week</u></p> <p>*Mainstream solution play aligned certifications to be prioritized</p> | <p><u>Partner Project Ready Workshops</u></p> | <p><u>Sales Bootcamp</u></p> <p>Executive Enablement Series: <u>Podcast</u> and <u>Vodcast</u></p> | <p><u>FY25 Solution Play Pre-Sales Enablement</u></p> |
| | <p>Microsoft AI Cloud Partner Program Certification Weeks</p> | <p>These week-long virtual events covers Microsoft Teams management, Endpoint administration, and collaborative communication solutions. Attend upcoming events or watch recordings from previous cloud weeks. https://aka.ms/partner/cloudweek</p> | | |
| On-demand offerings (click to access) | <p>Microsoft Virtual Training Days on Solution Plays</p> | <p>Free training events designed to build your skills and discover new opportunities. Check upcoming events and register at https://aka.ms/partner/vtd</p> | | |
| | <p>Modern Work Project Ready Workshops</p> | <p>Help partners gain the knowledge needed to deliver projects aligned to key Solution Plays (Secure Productivity & Drive Business Transformation with Copilot). Check upcoming events or watch on-demand content at https://aka.ms/Microsoft-365-Copilot-Boot-Camp</p> | | |

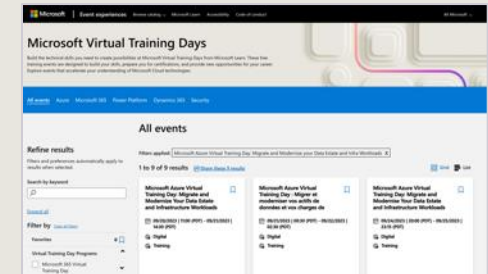


Microsoft Cloud Week for Partners
Modern Work

Supercharge your certification journey with Modern Work Cloud Week for Partners. Are you ready to accelerate your path to Microsoft 365 certifications? Then Modern Work Cloud Week for Partners is just for you. This intensive week-long virtual event is your ticket to mastering the intricacies of Microsoft Teams management, Endpoint administration, and collaborative communication 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.

Why you should attend Modern Work Cloud Week for Partners

- **Focused learning:** Dive into the most important aspects of the certification exam curriculum
- **Productive learning:** Two hours of daily training led by seasoned instructors
- **Streamlined format:** Tailored to prepare you for certification
- **Stay ahead:** Keep up with constantly evolving technical roles and requirements
- **Flexibility:** Learning that fits your schedule and working hours
- **Language support:** Sessions in English, with live captions in 12 languages
- **Global access:** Multi-time-zone playlist ensures you can attend from anywhere



Microsoft Virtual Training Days

Build the technical skills you need to excel as a partner or Microsoft 365 Solution Provider from Microsoft Learn. These free, self-paced virtual training events are designed to help you gain the skills you need to succeed in your role.

All events

Filter results: Filter and preferences automatically apply to results when selected. 1 to 9 of 9 results. [View All Events](#)

Search by keyword: [input field]

Filter by: Location, Duration, Format, Topic, Training

- Microsoft Azure Virtual Training Days: Manage and Monitor Your Data Estate and Infrastructure Workloads
- Microsoft Azure Virtual Training Days: Manage and Monitor Your Data Estate and Infrastructure Workloads
- Microsoft Azure Virtual Training Days: Manage and Monitor Your Data Estate and Infrastructure Workloads



Microsoft Partner Project Ready Workshops
Modern Work

Partner Project Ready Workshops – Modern Work

Build advanced technical skills that address real-world customer scenarios. Hone your architecting, deployment, and implementation skills for Modern Work solutions with Partner Project Ready Workshops. Attend these multi-day skilling events to explore how Copilot for Microsoft 365 provides real-time intelligent assistance, enabling users to enhance their creativity, productivity, and skills.

Whether you're in a pre-sales or technical role, you will build advanced technical skills across Microsoft AI and learn how to unlock the power of Copilot for Microsoft 365. Register today and accelerate your path to being project ready.

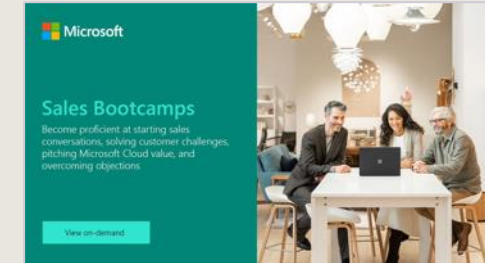
Why participate in a Modern Work Project Ready Workshop

- Learn how to improve deployment efficiency and time to value with Modern Work solutions, including Copilot for Microsoft 365
- Transfer your hands-on training directly to customer projects, delivering immediate value
- Receive guidance from seasoned instructors with real-world insight on specialized skills
- Flexible training to fit your schedule and working hours
- Access to upcoming live sessions in English, with live captions in 12 languages

Modern Work

Sales and Pre-Sales Skilling

| Skilling focus | Certification | Project Ready | Sales | Pre-Sales |
|---|---|---|---|--|
| Offerings (click to access) | <p><u>Certification Week</u></p> <p>*Mainstream solution play aligned certifications to be prioritized</p> | <p><u>Partner Project Ready Workshops</u></p> | <p><u>Sales Bootcamp</u></p> <p>Executive Enablement Series: <u>Podcast</u> and <u>Vodcast</u></p> | <p><u>FY25 Solution Play Pre-Sales Enablement</u></p> |
| On-demand offerings (click to access) | <p>FY25 SMB Sales Bootcamp</p> | <p>Upcoming live sales bootcamp event, occurring November. Attendees can get access to enrolling in the event at: https://aka.ms/SalesEnablementHub. The SMB Sales Bootcamp will cover all Solution Areas across the three days with content rooted in the FY25 SMB Solution Plays.</p> | | |
| | <p>Partner Sales Enablement Hub</p> | <p>Find 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. Learn more</p> | | |
| | <p>FY25 SMB Solution Play Enablement</p> | <p>A new, holistic partner enablement offering for SMB resellers, anchored on Microsoft SMB Solution Plays. Learn how to position Microsoft solutions and products across the sales and pre-sales stages to build strong pipeline and deliver faster results for Microsoft Workloads. Learn more here.</p> | | |



Skilling offerings for SMB Reseller

Enablement start

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Enablement focus

Certification

Project Ready

Sales

Pre-Sales

Offerings
(click to access)

Certification Week

*Mainstream solution play aligned certifications to be prioritized

Partner Project Ready Workshops

Sales Bootcamp

Executive Enablement Series:
Podcast and **Vodcast**

FY25 Solution Play Pre-Sales Enablement

Prioritized solution plays

Azure Security Engineer Associate (AZ-500)
Security Operations Analyst Associate (SC-200)
Identity and Access Administrator Associate (SC-300)
Identity and Access Administrator Associate (SC-300)

Threat Protection

Threat Protection

Don't Miss:

Level Up for Partners Access Level Up training through co-op funds

MAICPP Certification Week SMB Path for Solutions Partner Designation | Azure, Business Application, Security Sept 23-27

Security MAICPP Certification Week Nov 4-8

SMB Sales Bootcamp Nov 12-14

Level Up Copilot Sales Champion On-demand, Access code: (MOKC-MCJB)

Resources:

1. [Campaign in a box](#)
2. [Additional resources](#)

Microsoft Level Up for partners

[Download playbook](#)

[Watch video](#)


A holistic Partner Enablement offering

[Microsoft Level Up for Partners](#)—an interactive, holistic, on-demand enablement program for partners with a Solutions Partner designation, anchored on Microsoft Solution Plays. Learn how to position Microsoft solutions and products across all stages of a customer's life cycle of sales, pre-sales, and technical delivery, build a strong pipeline, and deliver faster results for Microsoft workloads.

Why register?


Microsoft Level Up provides packaged skilling offerings aligned to mainstream solution plays through an on-demand platform.

Courses are embedded with assessments to drive project readiness capability in Sales, Pre-Sales, and Technical areas.



Sales

Drive pipeline



Pre-Sales

Improve POC and RP capability



Technical

Improve implementation and deployment capability; accelerate attaining a Solutions Partner designation and specialization

ACTION: Give Level Up a try and let us know what you think.

Note: Access is limited to Microsoft partners and must be requested via AskGPSEnablement@microsoft.com. In the subject line, include the words "Level Up Access Request" and in the body of your email, indicate your name, work email address and which Microsoft partner you are employed by.

Level Up: How partners can invite employees to sign up

What Level Up participants can expect:



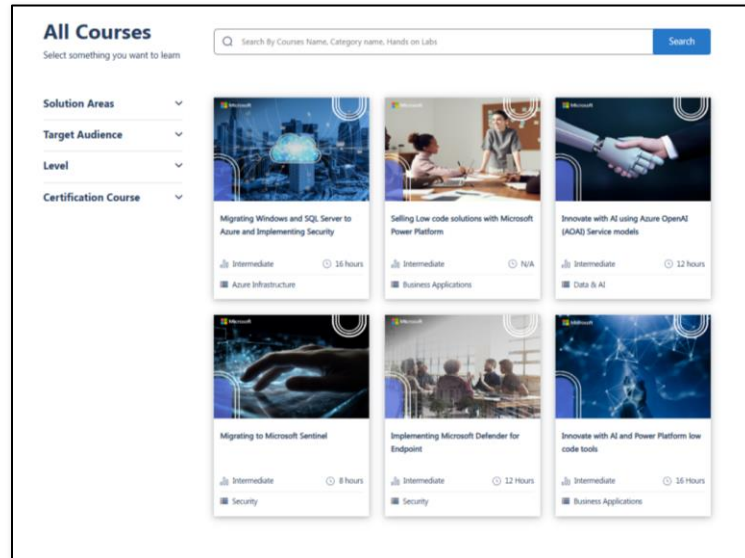
A guided learning plan in a convenient format



Access to a vast library of Microsoft training materials and resources

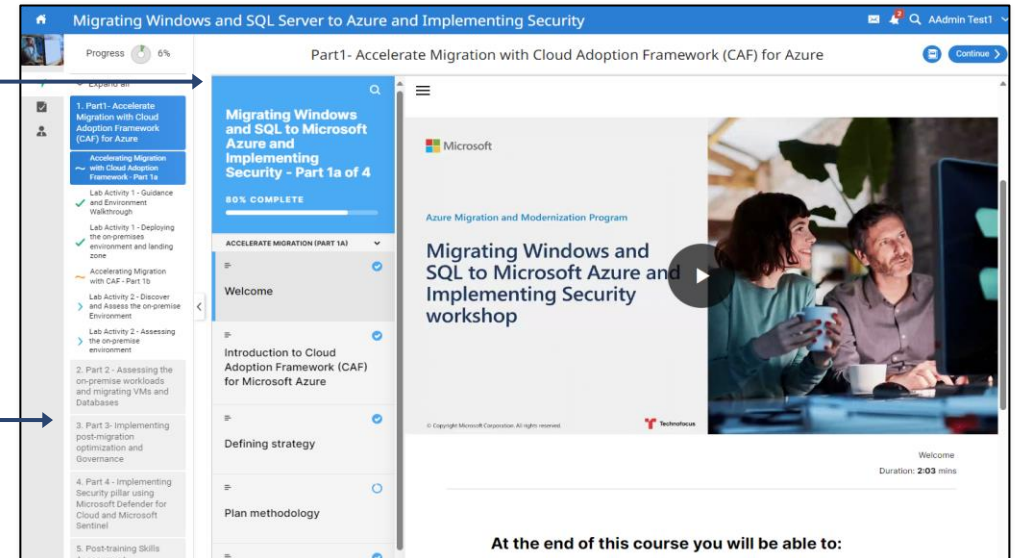


Guidance for participants working toward a Solutions Partner designation and specialization



Built-in SCORM content, on-demand videos, and interactive content

Follow up hands-on lab activity



ACTION: Give Level Up a try and let us know what you think.

Note: Access is limited to Microsoft partners and must be requested via AskGPSEnablement@microsoft.com. In the subject line, include the words "Level Up Access Request" and in the body of your email, indicate your name, work email address and which Microsoft partner you are employed by.

Resources

- AskGPSEnablement@microsoft.com
- [Partner Training Site](#)
- [Microsoft Partner Skilling Playbooks \(including SMB & Level Up\), Partner Training Calendar, newsletters, and guides](#)
- [Microsoft partner readiness repository](#)
- [Microsoft Learn](#)
- [AI Enablement one-pager](#)

By event type

[Certification Weeks](#)

[Sales Bootcamps](#)

By solution area

[Azure](#)

[Business Applications](#)

[Modern Work](#)

[Security](#)

For SMB Resellers

[Playbook](#)

The image features a dark blue background with several stylized human figures. On the left, there is a large, solid blue figure. Below it is a smaller blue figure with a circular head containing a pattern of small yellow dots. At the bottom left is a light purple figure with a circular head and a body filled with a yellow zigzag pattern. The word "Appendix" is centered in white text.

Appendix

Azure Solutions Partner for infrastructure



Skilling requirements: [Intermediate](#) | [Advanced](#) | [Specialization](#)

Solutions Partner for Infrastructure (Azure) designation: The skilling category uses the number of certified persons in an organization as a measure of partner capabilities and skills.

Partners can get up to 20 points on each skilling subcategory (intermediate and advanced certifications).

Intermediate

Required:

AZ-104: Azure Administrator Associate

Other certifications:

AZ-700: Azure Network Engineer Associate

AZ-800+AZ-801: Windows Server Hybrid Administrator Associate

AZ-600: Azure Stack Hub Operator Associate*

Advanced

Required:

AZ-305: Azure Solutions Architect Expert

Other certifications:

AZ-140: Azure Virtual Desktop Specialty

AZ-120: Azure for SAP Workloads Specialty

Aligned to the Microsoft Cloud, **specializations** display your technical expertise:

[Infra and Database Migration to Microsoft Azure](#)

[Hybrid Cloud Infrastructure with Azure Stack HCI](#)

[Microsoft Azure Virtual Desktop](#)

[SAP on Microsoft Azure](#)

[Microsoft Azure VMware Solution](#)

[Networking Services in Microsoft Azure](#)

* This certification retired on July 31, 2023. It will remain eligible for points for through July 2024



Skilling requirements: [Intermediate](#) | [Advanced](#) | [Specialization](#)

Solutions Partner for Data & AI (Azure)

designation: The skilling category uses the number of certified persons in an organization as a measure of partner capabilities and skills.

Partners can get up to 40 points on intermediate skilling (advanced certs are not applicable to Data & AI).

Intermediate

Required:

AZ-104: Azure Administrator Associate

AZ-305: Azure Solutions Architect Expert

Other certifications:

DP-300: Azure Database Administrator Associate

AI-102: Azure AI Engineer Associate

DP-100: Azure Data Scientist Associate

DP-203: Azure Data Engineer Associate

PL-300: Data Analyst Associate

MB-260: Customer Data Platform Specialty

DP-420: Azure Cosmos DB Developer Specialty

Aligned to the Microsoft Cloud, **specializations** display your technical expertise:

[AI and Machine Learning in Microsoft Azure](#)

[Analytics on Microsoft Azure](#)

[Build and modernize AI Apps with Microsoft Azure](#)

[Business Intelligence](#)

[Data Warehouse migration to Microsoft Azure](#)

[Hybrid cloud infrastructure with Microsoft Azure Stack HCI](#)

[Infra and Database Migration to Microsoft Azure](#)

[Kubernetes on Microsoft Azure](#)

[Migrate Enterprise Applications to Microsoft Azure](#)



Skilling requirements: [Intermediate](#) | [Advanced](#) | [Specialization](#)

Solutions Partner for Digital & App Innovation (Azure) designation:

The skilling category uses the number of certified persons in an organization as a measure of partner capabilities and skills.

Partners can get up to 20 points on each skilling subcategory (intermediate and advanced certifications).

Intermediate

Required:

AZ-104: Azure Administrator Associate

Other certifications:

AZ-204: Azure Developer Associate

PL-400: Power Platform Developer Associate

Advanced

Required:

AZ-305: Azure Solutions Architect Expert

Other certifications:

AZ-220: Azure IoT Developer Specialty*

AZ-400: DevOps Engineer Expert

PL-600: Power Platform Solution Architect Expert

Aligned to the Microsoft Cloud, **specializations** display your technical expertise:

[AI and Machine Learning in Microsoft Azure](#)

[Build and modernize AI Apps with Microsoft Azure](#)

[DevOps with GitHub on Microsoft Azure](#)

[Intelligent Automation](#)

[Hybrid Cloud Infrastructure with Azure Stack HCI](#)

[Kubernetes on Microsoft Azure](#)

[Low Code Application Development specialization](#)

[Migrate Enterprise Applications to Microsoft Azure](#)

* This certification retired on July 31, 2023. It will remain eligible for points for through July 2024

Solutions Partner for Business Applications



Skilling requirements: [Intermediate](#) | [Advanced](#)

To attain a **Solutions Partner for Business Applications designation**, a minimum of 70 points must be earned across the three Partner Capability Score categories. Skilling requirements are:

Intermediate

MB-210: Dynamics 365 Sales Functional Consultant Associate
MB-220: Dynamics 365 Customer Insights (Journeys) Functional Consultant Associate
MB-230: Dynamics 365 Customer Service Functional Consultant Associate
MB-240: Dynamics 365 Field Service Functional Consultant Associate
MB-260: Dynamics 365 Customer Insights (Data) Specialist
MB-310: Dynamics 365 Finance Functional Consultant Associate
MB-330: Dynamics 365 Supply Chain Management Functional Consultant Associate
MB-500: Dynamics 365 Finance and Operations Apps Developer Associate
MB-800: Dynamics 365 Business Central Functional Consultant Associate
PL-200: Power Platform Functional Consultant Associate
PL-300: Power BI Data Analyst Associate
PL-400: Power Platform Developer Associate
PL-500: Power Automate RPA Developer Associate
DP-500: Azure Enterprise Data Analyst Associate

Advanced

MB-280: Dynamics 365 Business Central Developer Associate
MB-335: Microsoft Dynamics 365 Supply Chain Management Functional Consultant Expert
PL-600: Power Platform Solution Architect Expert
MB-700: Dynamics 365 Finance and Operations Apps Solution Architect Expert



Skilling requirements: Specialization

On top of your Solutions Partner designation, earn a **specialization** to further differentiate your technical expertise in a specialized focus area by taking additional certification requirements:

Specialization

Business Intelligence

PL-300: Power BI Data Analyst Associate

AZ-500: Azure Security Engineer Associate

DP-500: Azure Enterprise Data Analyst Associate

DP-600: Fabric Analytics Engineer Associate

Finance

MB-310: Dynamics 365 Finance Functional Consultant Associate

MB-500: Dynamics 365 Finance and Operations Apps Developer Associate

MB-700: Dynamics 365 Finance and Operations Apps Solution Architect Expert

Low Code Application Development

PL-200: Power Platform Functional Consultant Associate

PL-400: Power Platform Developer Associate

PL-600: Power Platform Solution Architect Expert

Intelligent Automation

PL-200: Power Platform Functional Consultant Associate

PL-400: Power Platform Developer Associate

PL-500: Power Automate RPA Developer Associate

PL-600: Power Platform Solution Architect Expert

Sales

MB-210: Dynamics 365 Sales Functional Consultant Associate

MB-220: Dynamics 365 Customer Insights (Journeys) Functional Consultant Associate

PL-600: Power Platform Solution Architect Expert

Service

MB-230: Dynamics 365 Customer Service Functional Consultant Associate

MB-240: Dynamics 365 Field Service Functional Consultant Associate

PL-600: Power Platform Solution Architect Expert

Small and Midsize Business Management

MB-800: Dynamics 365 Business Central Functional Consultant Associate

Supply Chain

MB-330: Dynamics 365 Supply Chain Management Functional Consultant Associate

MB-500: Dynamics 365 Finance and Operations Apps Developer Associate

MB-335: Microsoft Dynamics 365 Supply Chain Management Functional Consultant Expert

MB-700: Dynamics 365 Finance and Operations Apps Solution Architect Expert

Solution Partner for Modern Work



Skilling requirements: [Intermediate](#) | [Advanced](#) | [Specialization](#)

To attain a **Solutions Partner for Modern Work designation**, a minimum of 70 points must be earned across the three Partner Capability Score categories. Skilling requirements are:

Intermediate

- MS-900:** Microsoft 365 Fundamentals
- MD-102:** Microsoft 365 Certified: Modern Desktop Administrator Associate
- MS-203:** Microsoft 365 Certified: Messaging Administrator Associate*
- MS-700:** Microsoft 365 Certified: Teams Administrator Associate
- MS-721:** Microsoft 365 Certified: Collaboration Communications Systems Engineer Associate
- SC-300:** Microsoft Certified: Identity and Access Administrator Associate

Advanced

- MS-102:** Microsoft 365 Certified: Enterprise Administrator Expert

On top of your Solutions Partner designation, earn a **specialization** to further differentiate your technical expertise in a specialized focus area by taking additional certification requirements:

Specialization

Adoption and Change Management

Microsoft Adoption Service Specialist Assessment

Calling for Microsoft Teams

Teams Calling Technical Assessment

Meetings and Meeting Rooms for Microsoft Teams

Meetings and Meeting Rooms for Microsoft Teams

Custom Solutions for Microsoft Teams

MS-600: Teams Application Developer Associate

Modernize Endpoints

AZ-140: Azure Virtual Desktop Specialty

MD-102: Microsoft 365 Certified: Modern Desktop Administrator Associate

Teamwork Deployment

NA



Skilling requirements: [Intermediate](#) | [Specialization](#)

To attain a **Solutions Partner for Security designation**, a minimum of 70 points must be earned across the three Partner Capability Score categories.

Skilling requirements are:

Intermediate

- AZ-500:** Microsoft Azure Security Technologies
- SC-200:** Microsoft Security Operations Analyst
- SC-300:** Microsoft Identity and Access Administrator
- SC-400:** Microsoft Information Protection Administrator
- SC-100:** Microsoft Cybersecurity Architect expert

On top of your Solutions Partner designation, earn a **specialization** to further differentiate your technical expertise in a specialized focus area by taking additional certification requirements:

Specialization

Cloud Security

AZ-500: Microsoft Azure Security Technologies

Identity and Access Management

SC-300: Microsoft Identity and Access Administrator

Information Protection and Governance

SC-400: Microsoft Information Protection Administrator

Threat Protection

SC-200: Microsoft Security Operations Analyst