Microsoft

SMB Reseller Playbook

Azure

Note: Content is current as of April 15, 2024. Skilling programs and dates will continue to be updated, please reference this playbook for all your training information.

A go-to enablement guide for partners

The SMB Reseller Playbook is a guide for understanding the enablement offerings available to help skill up as an SMB partner organization, 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 enablement 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.

Table of contents

Welcome to the Microsoft AI Cloud Partner Program

The world and how we work is rapidly changing. The opportunities for Microsoft partners—whether you build and sell services, software solutions, or devices—are significant. The capabilities required by our customers are evolving, and our partner programs are changing to meet that demand.

The Microsoft AI Cloud Partner Program is designed to help your organization invest in new ways of growth so you can deliver greater customer value.

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

Distinguish yourself with Solutions Partner designations

Solutions Partner for Business Applications

Microsoft Solutions Partner
Business Applications

Solutions Partner for Data & AI (Azure)

Microsoft Solutions Partner
Data & AI
Azure

Solutions Partner for Digital & App Innovation (Azure)

Microsoft Solutions Partner
Digital & App Innovation
Azure

Solutions Partner for Infrastructure (Azure)

Microsoft Solutions Partner
Infrastructure
Azure

Solutions Partner for Modern Work

Microsoft Solutions Partner
Modern Work

Solutions Partner for Security

Microsoft Solutions Partner
Security

*Solutions Partner for Microsoft Cloud

Microsoft Solutions Partner
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.

Performance

This category is measured by net customer adds.

Skilling

This category verifies and demonstrates your dedication to skilling and training by intermediate and advanced certifications.

Customer success

This category is measured by usage growth and the number of solution deployments.

Microsoft Enablement initiatives and events support efforts in the Skilling subcategory

Holistic enablement focus (all partners)

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

Sales Enablement
Enable partner Sellers to sell more effectively

Enable partner Sellers to sell more effectively through demonstrating and landing Solution Play value.

Pre-Sales Enablement
Enable partner Tech Sellers to build a practice or solution

Enable Tech sellers to act as SMEs influencing a sale via in-depth product demonstrations and answering RFP technical questions.

Certification Enablement
Supported MAICPP Designation & Specialization Growth

Enable technical proficiency in MSFT Cloud Services to help Partners develop the baseline skills needed to build practice & solutions.

Project Ready
Enable partner Delivery teams to accelerate deployment capability

Enable Developers, Solution Architects & Data Scientists with advanced design & deployment capability for real-world scenarios.

Accelerate sales lead cycle success

Improve deployment efficiency & time to value

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

New Holistic Enablement Focus

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

Sales Enablement Build solution play pipeline	**Pre-Sales Enablement** Convert sales opportunities	**Certification Enablement** Build Microsoft practice capacity and capability	**Delivery Enablement** Accelerate deployment capability
Align customer scenarios and needs with Microsoft Cloud offerings and pitch the right solutions.	Provide technical sellers with the skills and knowledge to successfully scope and design solutions based on Microsoft Cloud technologies.	Understand concepts and skills through structured learning (fundamentals, advanced role-based), driving Solutions Partner designation growth.	Apply concepts and skills gained through structured learning to real-world customer scenarios, aligning to mainstream solution plays.

Accelerate sales cycle success   *Improve deployment efficiency & time to value*

Solution Area		SOLUTION PLAYS
AZURE	INFRA	Migrate and Secure Windows Server and SQL Server
		Migrate SAP
	DATA AND AI	Power Business Decisions with Cloud Scale Analytics
		Innovate with AI
		Build & Modernize AI Apps
	DIGITAL AND APPLICATION INNOVATION	Migrate Enterprise Apps
		Accelerate Developer Productivity
SECURITY		Threat Protection with XDR and SIEM
		Data Security
		Modern Sec Ops
BUSINESS APPLICATIONS		Accelerate Revenue Generation
		Modernize Service
		Optimize Finance and Supply Chain
		Accelerate Innovation with Low Code
		SMB Scale Business Operations
MODERN WORK		Secure Productivity
		Converged Communications
		Cloud Endpoints
		Employee Experience
		Frontline Workers

Enablement initiatives and events

Level-Up for Partners
Access guided learning path

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.

[Level-Up]

Sales & Pre-Sales Enablement
Build solution play pipeline & convert sales opportunities

Certification Enablement
Build Microsoft AI Cloud Partner Program capability

Delivery Enablement
Build project readiness

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. Click below for more information:

[Sales Bootcamps]

Partner Sales Acceleration Program offers best practices and presentation resources for shaping a business-first sales model. Click below for more information:

[PSAP]

Microsoft Cloud Executive Enablement Series offers discussions hosted by senior leaders on the latest cloud trends and technologies. Click below for more information:

[Podcast] [Vodcast]

Solution Play Sales Enablement & Solution Play Pre-Sales Enablement

[On-demand]

Microsoft Cloud Week for Partners is a five-day event that prepares you for Microsoft advanced role-based certifications.

Click below for more information:

[Azure] [Security]
[Modern Work] [Biz Apps]

Modular training is on-demand training for refreshing your knowledge of a topic or following a new learning path to expand your skills. Click below for more information:

[Modular Training Videos]

Depth workshops offer intermediate to advanced training to help experienced technical professionals deepen their capability in specific lines of technology.

Click below for more information:
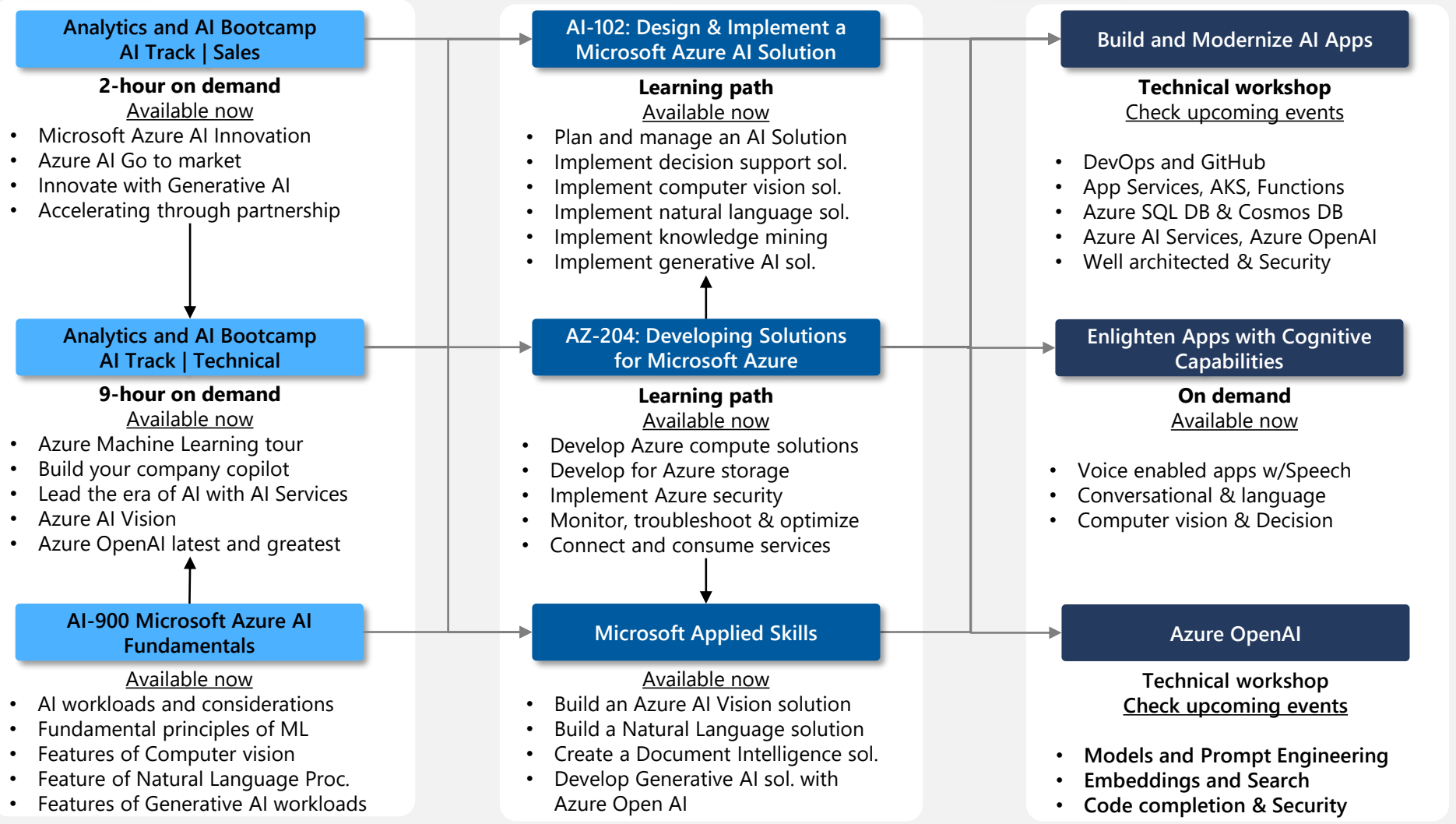
[Azure] [Security]
[Modern Work*] [Biz Apps]

*This workshop covers Copilot for Microsoft 365

High-Volume Acceleration is training spanning all of sales and delivery for Business Applications Solution Area.
High-Volume Acceleration – Fundamentals | High-Volume Acceleration – Advanced

Industry Cloud events are project-ready trainings aimed to help you get versed in specific Microsoft Industry Clouds.
Microsoft Cloud for Sustainability: April 29-30 | Microsoft Cloud for Retail: May 13-15

Developer learning journey: Build and Modernize AI Apps

AUDIENCE

AI Engineer Developer
Solution Architect

Beginner ———————————————— **Intermediate** ——————— **Advanced** ⟶

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

AI-102: Design & Implement a Microsoft Azure AI Solution

Learning path
Available now
- Plan and manage an AI Solution
- Implement decision support sol.
- Implement computer vision sol.
- Implement natural language sol.
- Implement knowledge mining
- Implement generative AI sol.

AZ-204: Developing Solutions for Microsoft Azure

Learning path
Available now
- Develop Azure compute solutions
- Develop for Azure storage
- Implement Azure security
- Monitor, troubleshoot & optimize
- Connect and consume services

Microsoft Applied Skills

Available now
- Build an Azure AI Vision solution
- Build a Natural Language solution
- Create a Document Intelligence sol.
- Develop Generative AI sol. with Azure Open AI

Build and Modernize AI Apps

Technical workshop
Check upcoming events

- DevOps and GitHub
- App Services, AKS, Functions
- Azure SQL DB & Cosmos DB
- Azure AI Services, Azure OpenAI
- Well architected & Security

Enlighten Apps with Cognitive Capabilities

On demand
Available now

- Voice enabled apps w/Speech
- Conversational & language
- Computer vision & Decision

Azure OpenAI

Technical workshop
Check upcoming events

- **Models and Prompt Engineering**
- **Embeddings and Search**
- **Code completion & Security**

Data Scientist learning journey: Build and Modernize AI Apps

AUDIENCE

Data Scientist

Beginner ⟶ Intermediate ⟶ Advanced

Analytics and AI Bootcamp AI Track | Sales

2-hour on demand
Available now
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- Innovate with Generative AI
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Analytics and AI Bootcamp AI Track | Technical

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- Feature of Natural Language Proc.
- Features of Generative AI workloads

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

Azure ML and MLOPS

On demand
Available now

- Automating and deploying models
- Orchestrating ML workflows

Legend
- ■ Workshop
- ■ Bootcamp
- ■ Microsoft Learn

Administrator learning journey: Innovate with HPC and AI Infrastructure

AUDIENCE

Administrator

Beginner ——————— Intermediate ——————— Advanced →

AZ-900 Microsoft Azure 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

Running HPC applications on Azure

10-hour Learning Path
Available now

- Introduction
- Create an Azure Batch account
- Run parallel tasks in Azure Batch
- Create an app to run parallel compute jobs in Azure Batch
- Create, customize and manage an HPC cluster in Azure with Azure CycleCloud
- Understand factors that influence HPC storage selection in Azure
- Introduction to Azure HPC Cache

AZ-104: Azure Administrator

Learning path
Available now

- Manage Identities and Governance
- Implement and manage storage
- Deploy and manage compute resources
- Implement and manage virtual networking
- Monitor and maintain resources

Legend
- Workshop
- Bootcamp
- Microsoft Learn

Learning journey: Migrate and Secure Windows Server & SQL Server

AUDIENCE

Administrator
Solution Architect

Beginner ——————————— Intermediate ——————————— Advanced

Accelerate cloud adoption with CAF for Azure

Learning path – 10 hours
Available now
- Getting start with the Microsoft Cloud Adoption Framework
- Prepare with a well-define strategy
- Prepare with a data-driven plan
- Choose the best Azure landing zone
- Repeatable processes and tools
- Address Risk with Govern method.

Azure Administrator

Learning path – 10 hours
Available now
- Manage identities and governance
- Implement and manage storage
- Deploy and manage Azure Compute
- Implement and manage virtual networking
- Monitor and maintain resources

Migrate Windows Server workloads to Azure

Learning path – 4 hours
Available now
- Intro to Azure Migrate for server...
- Set up Azure Migrate for server...
- Discover and assess your servers
- Prepare and Migrate
- Migrate VMware to AVS

Migrate SQL Server workloads to Azure SQL

Learning path – 9 hours
Available now
- Design a SQL Server strategy
- Assess SQL Server databases...
- Migrate SQL Server to Azure VMs
- Migrate SQL Server to Azure SQL DB
- Migrate to Azure SQL Managed Inst.

Migrate ASP.NET Apps to Azure

Learning path – 10 hours
Available now
- Introduction to migrating apps
- Host a web app with App Service
- Provision an Azure SQL database
- Migrate SQL Server workloads

Migrate & Secure workloads to Azure

Workshop – 16 hours
Check upcoming workshops
- Cloud Adoption Framework
- Azure Migrate: Server migration, database migration, app migration
- Well-architected Framework
- Security: Sentinel, Defender for Cloud

Legend
- Workshop
- Bootcamp
- Microsoft Learn

H2 Azure event calendar for SMB

SMB event relevance
★★★ High   ★★☆ Medium

January

Sales	**SMB Sales Bootcamp** (Jan 16-17 & 25 PST, Jan 17-18 & 26 GMT/IST) ★★★ **For technical & sales roles:** **MS Copilot Partner Bootcamp** (Jan 30 - Feb 1 PST, Jan 31 - Feb 2 GMT/IST) ★★☆
Certification	**Modular Training** (On-demand) ★★★
Delivery Enablement	**Build and Modernize AI Apps** Workshop (Jan 15-18, GMT) ★★☆ **Migrate & Secure Workloads** (Jan 15-18, IST) ★★☆ **Azure OpenAI** (Jan 30-Feb 1, PST) ★★☆ **AKS Workshop** (Jan 30-Feb 1, PST) ★★☆

February

Sales	
Certification	**Azure AI Cloud Week** (Feb 12-16) ★★★
Delivery Enablement	**Microsoft Fabric** (Feb 5-8, PST) ★★☆ **Azure OpenAI** (Feb 13-15, IST) ★★☆ **Build & Modernize AI Apps** (Feb 19-22, IST) ★★☆ **Github Bootcamp for Partners** (Feb 27-29, PST & Feb 28-Mar 1 GMT) **For technical & sales roles** ★★☆

March

Sales	
Certification	**Modular Training** (On-demand) ★★★
Delivery Enablement	**Microsoft Fabric Workshop** (March 4-7, GMT) ★★☆ **Build & Modernize AI Apps** (March 11-14, PDT/GMT/IST) ★★☆ **Migrate & Secure Workloads** (March 18-21, PDT) ★★☆ **Azure OpenAI Workshop** (March 6-8, PDT/GMT/IST) ★★☆

April

Sales	**Microsoft Azure AI Partner Bootcamp** *(April 23-25, PDT & April 24-26, IST/BST)* ★★★
Certification	**Azure & Security Cloud Week** (April 15-19) ★★★
Delivery Enablement	**Microsoft Fabric** (April 8-11, IST) ★★☆ **Azure OpenAI** (April 16-18, PDT/BST/IST) ★★☆ **Build & Modernize AI Apps** (April 22-25, PDT/BST/IST) ★★☆ **AKS Workshop** (April 30- May 2, PDT) ★★☆

May

Sales	**SMB Sales Bootcamp** (May 14-16) ★★★
Certification	**Modular Training** (On-demand) ★★★
Delivery Enablement	**Microsoft Fabric** (May 6-9, PDT) ★★☆ **Migrate & Secure Workloads** (May 13-16, IST) ★★☆ **Azure OpenAI** (May 7-9 PDT/BST/IST) ★★☆ **Build & Modernize AI Apps** (May 28-31, PDT/BST/IST) ★★☆

June

Sales	
Certification	**Modular Training** (On-demand) ★★★
Delivery Enablement	**Microsoft Fabric Bootcamp** *(June 11-13, PDT/BST/IST)* ★★☆ **Azure OpenAI** (June 18-20, PDT/BST/IST) ★★☆ **AKS Workshop** (June 18-20, IST) ★★☆ **Build & Modernize AI Apps** (June 24-27, PDT/BST/IST) ★★☆

Introducing Microsoft Applied Skills

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

How to earn credentials:

1 **Prepare**
Gain additional skills with **optional training**

2 **Earn**
Pass an **interactive, lab-based assessment**

3 **Share**
Celebrate & 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 in order 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.

Watch videos

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
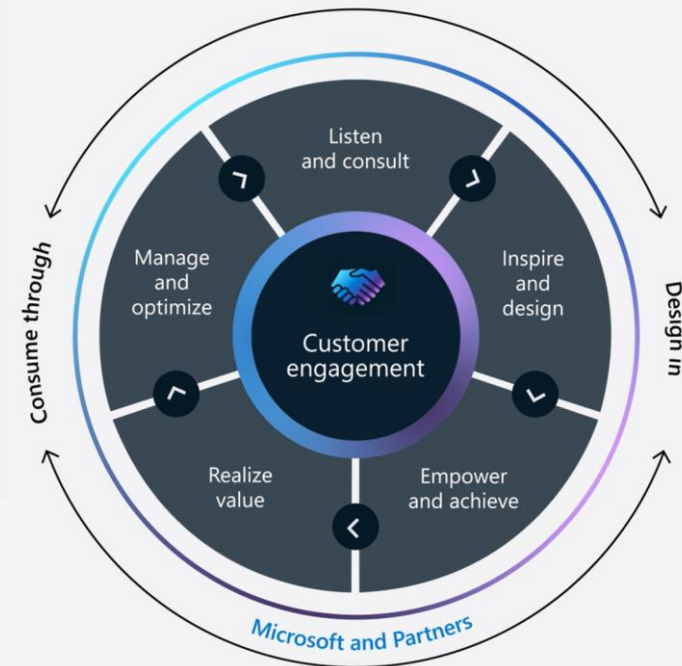
Azure

Set the foundation for success as an SMB reseller

1

Understand the Solution Play

Learn about the Solution Play and the top customer scenarios.

- ((•)) [Microsoft Azure Virtual Training Day: Migrate and modernize your data estate and infrastructure workloads](#) | *Check upcoming events*

- ▶ [SMB Solution Play Enablement](#)
  Migrate & Secure Windows Server and SQL Server

- ((•)) [SMB Sales Bootcamp](#)
  May 14-16

2

Get ready for a cloud role

Prepare for crucial roles on migration projects

- ▶ [Cloud Week for Partners](#)
- ((•)) *These week-long virtual events include tracks for critical roles on Migration projects such as Azure Administrator (AZ-104) and Azure Solution Architect (AZ-305).*

- ▶ [Microsoft Learn](#)
  Use free resources (learning paths, exam prep videos and study guides) to understand key roles such as:
  [Azure Administrator](#)
  [Azure Solution Architect](#)

3

Get ready for projects

Build in-depth knowledge to deliver projects successfully

- ▶ [Azure Depth Workshops](#)
- ((•)) *Allow partners to gain the knowledge needed to deliver projects aligned to key Solution Plays (Migrate and Secure Windows Server and SQL Server). Check upcoming events or watch on-demand content.*

4

Drive customer conversions

Use the Campaign in a box and other resources to show customer the benefits and best practices to run workloads on Azure

- ▶ [Partner Sales Acceleration Program (PSAP)](#)
  Available now

- ▶ [Campaign in a box](#)
- ▶ [Additional resources](#)

Reference

Audience:		Format:	
🖵	Sales & Pre-Sales	▶	On-demand
✎	Technical	((•))	Live

Azure
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

$ Sales	Pre-Sales	Certification	Delivery

Offerings (click to access)

Sales Bootcamp	**FY24 Solution Play Sales Enablement**	**Cloud Week**	**Delivery Enablement: Depth Workshops**
Partner Sales Acceleration Program	**FY24 Solution Play Pre-Sales Enablement**	*Mainstream solution play aligned certifications to be prioritized*	
Executive Enablement Series: **Podcast** and **Vodcast**			

Prioritized solution plays

Migrate and Secure Windows Server and SQL Server	Azure Administrator (AZ-104) Azure Solution Architect (AZ-305) Database Administrator (DP-300) Data Engineer (DP-203)	Migrate and Secure Workshop

💡 Don't miss:

[Level-Up for Partners](#)
Connect with Microsoft PM to activate

[Azure & Security Cloud Week](#)
April 15-19

[Solution Play Enablement](#)
(See Level Up)

[SMB Sales Bootcamp](#)
May 14-16

[Azure Cloud Week for SMB](#)
June 10-14

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

Azure OpenAI and Copilot Enablement offerings

Executive Enablement (On-Demand)

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.

Learn more

Sales Enablement (Live)

Copilot Bootcamps are facilitated by Microsoft Sales Specialists and aim to help partners drive sales conversations in the Era of AI transformation:

- Microsoft Copilot for Security Partner Boot camp – April 16 & 17 &
- April 17-18
- Microsoft Azure AI Partner Bootcamp – April 23-25 & April 24-26
- SMB Sales Bootcamp: May 14-16

Learn more

Copilot Sales Enablement (On-Demand)

On-demand resources for released or prioritized **Copilots**, including pitch, demos, pricing, and availability:

- GitHub Copilot
- Copilot for Dynamics 365
- Copilot for Microsoft 365
- Copilot for Security

Learn more

Technical Enablement

Azure & Security Cloud Week (April 15-19) helps accelerate a partner's path to AI capability: We will have the following AI related track

- AI Engineer (AI-102)
- Data Scientist (DP-100)
- Data Engineer (DP-203)
- Microsoft Fabric Engineer (DP-600)

Learn more

Delivery Workshops are focused on helping partners gain deployment /implementation capability to accelerate time to value:

- Azure OpenAI: April 16-18, May 7-9, June 18-20
- Build & Modernize AI Apps: April 22-25, May 28-31, June 24-27
- Microsoft Fabric: April 8-11, May 6-9, June 11-13

Learn more

Copilot-Related Workshops (L300) are focused on helping partners gain deployment/implementation capability to accelerate time to value:

Copilot for Microsoft 365 Pre-Sales, Deployment, & Adoption Bootcamp: April 23-25, May 21-23, June 18-20

Learn more

Microsoft Copilot for Security Partner Boot camp – April 16 & 17 & April 17-18

Learn more

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

Microsoft Level-Up for Partners

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.

Download playbook

Watch video

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	Pre-Sales	Technical
Drive pipeline	Improve POC and RFP capability	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.

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Level-Up pilot: Content road map
(New skilling content will continue to be added to the Level-Up Program; the below roadmap will change weekly)

S.no.	Segment	Solution Area	Solution Play	Audience	Learning plan title	Planned release	Available
1	SMB/Ent	Business Applications	Accelerate Innovation with Low code	Pre-Sales	Selling Low Code solutions with Microsoft Power Platform	August	Deactivated
2	SMB	Business Applications	SMB Scale Business Operations	Pre-Sales	SMB Scale Business Operations with Dynamics 365 Business Central, and Power Platform • Transform SMB operations with Dynamics 365 • Revolutionize SMB processes with Microsoft Power Platform • Empower your sellers and accelerate your revenue with Microsoft Dynamics 365	October October December	**Yes** **Yes** **Yes**
3	Ent	Business Applications	Accelerate Innovation with Low code	Pre-Sales	Accelerate innovation with low code	October	**Yes**
4	SMB/Ent	Azure - Infrastructure	Migrate and Secure Windows and SQL Server	Pre-Sales	Migrate and Secure your workloads on Azure	October	**Yes**
5	SMB/Ent	Modern Work	Secure Productivity / Microsoft 365 Copilot	Pre-Sales	Build a foundation of Secure Productivity to get AI-Ready	October	**Yes**
6	Ent	Security	Threat protection with XDR and SIEM	Pre-Sales	Threat protection with XDR and SIEM	October	**Yes**
7	Ent	Azure – Data & AI	Build and modernize AI Apps	Pre-Sales	Build and modernize AI Apps	November	**Yes**
8	Ent	Security	Modern Sec Ops	Pre-Sales	Modernize your SOC with Microsoft Sentinel	November	**Yes**
9	Ent	Azure Digital and App Innovation	Migrate Enterprise Apps	Pre-Sales	Unlock cost savings and innovate faster with Azure App Service	November	**Yes**
10	Ent	Azure Digital and App Innovation	Accelerate Developer Productivity	Pre-Sales	Accelerate Developer Productivity	November	**Yes**
11	Ent	Security	Data Security	Pre-Sales	Help your customers meet the Data Security challenges with Microsoft Purview	November	**Yes**
12	Ent	Azure – Data & AI	Power Business Decisions with Cloud Scale Analytics	Pre-Sales	Power Business Decisions with Cloud Scale Analytics using Microsoft Fabric	December	**Yes**
13	Ent	Business Applications	Accelerate Revenue Generation	Pre-Sales	Accelerate Revenue Generation	December	**Yes**
14	Ent	Business Applications	Modernize Service	Pre-Sales	Modernize Service with AI to deliver great customer experience	December	**Yes**
15	Ent	Business Applications	Optimize Finance and Supply Chain	Pre-Sales	Optimize Finance and Supply Chain	December	**Yes**
16	SMB/Ent	Azure – Infrastructure	Microsoft Azure Virtual Desktop (AVD)	Pre-Sales	Accelerate Remote Desktops deployments with Microsoft Azure Virtual Desktop (AVD)	December	**Yes**
17	Ent	Security	Microsoft Defender for Cloud	Pre-Sales	Microsoft Defender for Cloud	January	**Yes**

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S.No.	Segment	Solution Area	Solution Play	Audience	Learning plan title	Planned release	Available
1	SMB/Ent	Azure Infrastructure	Migrate and Secure Windows and SQL Server	Sales	Migrate and Secure Windows and SQL Server to Azure	Late September	**Yes**
2	Ent	Security	Threat protection with XDR and SIEM	Sales	Threat protection with XDR and SIEM	Late-September	**Yes**
3	Ent	Azure - Data &AI	Build and modernize AI Apps	Sales	Build and modernize AI Apps	October	**Yes**
4	Ent	Business Applications	Accelerate Innovation with Low code	Sales	Accelerate innovation with low code	October	**Yes**
5	SMB	Business Applications	SMB Scale Business Operations	Sales	SMB Scale Business Operations with Dynamics 365 Business Central, Sales and Power Platform • Transform SMB operations with Dynamics 365 Business Central • Simplify Business Processes with Power Platform Low-Code solutions • Empower your sellers and accelerate your revenue with Microsoft Dynamics 365 Sales	October October October	**Yes** **Yes** **Yes**
6	SMB/Ent	Modern Work	Secure Productivity / Microsoft 365 Copilot	Sales	Build a foundation of secure productivity to get AI-ready	October	**Yes**
7	Ent	Azure Digital and App Innovation	Migrate Enterprise Apps	Sales	Unlock cost savings and innovate faster with Azure App Service	November	**Yes**
8	Ent	Security	Data Security	Sales	Enable comprehensive Data Security with Microsoft Purview	November	**Yes**
9	Ent	Security	Modern Sec Ops	Sales	Modernize your SOC with Microsoft Sentinel-Security Operations powered by the cloud and AI	November	**Yes**
10	Ent	Business Applications	Accelerate Revenue Generation	Sales	Accelerate Revenue Generation	November	**Yes**
11	Ent	Business Applications	Modernize Service	Sales	Modernize Service	November	**Yes**
12	Ent	Business Applications	Optimize Finance and Supply Chain	Sales	Optimize Finance and Supply Chain	November	**Yes**
13	Ent	Azure - Data &AI	Power Business Decisions with Cloud Scale Analytics	Sales	Power Business Decisions with Cloud Scale Analytics	December	**Yes**
14	Ent	Azure Digital and App Innovation	Accelerate Developer Productivity	Sales	Accelerate Developer Productivity	December	**Yes**
15	SMB/Ent	Azure – Infrastructure	Microsoft Azure Virtual Desktop (AVD)	Sales	Accelerate Remote Desktops deployments with Microsoft Azure Virtual Desktop (AVD)	December	**Yes**
16	Ent	Copilot	CSP Masters Sales Training : Copilot for Microsoft 365	Sales	CSP Masters Sales Training : Copilot for Microsoft 365	February	**Yes**
17	Ent	Copilot	Copilot for Microsoft 365	Sales	Introduction to Copilot for Microsoft 365	Q3	**Yes**
18	Ent	Copilot	GitHub Copilot	Sales	AI-assisted development with GitHub copilot	Q3	**Yes**
19	Ent	Copilot	Power Platform Copilot	Sales	Introduction to Copilot in Power Platform	Q3	**Yes**
20	Ent	Copilot	Security Copilot	Sales	Introduction to Microsoft Copilot for Security	Q3	**Yes**
21	Ent	Copilot	Dynamics 365 Copilot	Sales	Introduction to Microsoft Copilot for Dynamics 365	Q3	**Yes**

Level-Up pilot: Content road map

(New skilling content will continue to be added to the Level-Up Program; the below roadmap will change weekly)

S.no.	Segment	Solution Area	Solution Play	Audience	Learning plan title	Planned release	Available
1	Ent	Business Applications	Accelerate Innovation with Low code	Technical	Innovate with AI and Power Platform Low Code tools	September	Yes
2	Ent	Business Applications	Accelerate Innovation with Low code	Technical	Reimagine processes automation with AI and Power Automate	Late September	Yes
3	SMB/Ent	Azure - Infrastructure	Migrate and Secure Windows and SQL Server	Technical	Migrate and Secure Windows and SQL workloads on Azure	August	Yes
4	Ent	Azure – Data & AI	Build and modernize AI Apps	Technical	Build and modernize AI Apps on Azure	September	Yes
5	Ent	Azure – Data & AI	Build and modernize AI Apps	Technical	Azure OpenAI Workshop	August	Yes
6	Ent	Security	Threat protection with XDR and SIEM	Technical	Secure cloud-native application with Microsoft Defender for Cloud and integrated solutions	Mid-September	Yes
7	Ent	Security	Threat protection with XDR and SIEM	Technical	Implementing Microsoft Defender for Endpoint	September	Yes
8	Ent	Security	Modern Sec Ops	Technical	Migration to Microsoft Sentinel	Mid-September	Yes
9	Ent	Business Applications	Accelerate Innovation with Low Code	Technical	Secure and Govern Power Platform at Enterprise Scale	October	Yes
10	Ent	Security	Data Security	Technical	Fortify your data security with Microsoft Purview	October	Yes
11	Ent	Azure – Data & AI	Power Business Decisions with Cloud Scale Analytics	Technical	Microsoft Fabric Workshop	November	Yes
12	Ent	Business Applications	Accelerate Revenue Generation	Technical	Build next generation AI-powered customer experience with Dynamics 365 Customer Insights - Data	November	Yes
13	Ent	Security	Threat Protection with XDR and SIEM	Technical	Threat Protection and Incident Response with Microsoft Sentinel	November	Yes
14	Ent	Modern Work	Converged Communications	Technical	Configuring and administering Teams Premium	December	Yes
15	Ent	Business Applications	Modernize Service	Technical	Transform field operations with AI and Connected Field Service	December	Yes
16	SMB/Ent	Modern Work	Secure Productivity / Microsoft 365 Copilot	Technical	Copilot for Microsoft 365 Pre-sales and Technical workshop	December	Yes
17	Ent	Security	Threat protection with XDR and SIEM	Technical	Microsoft Defender for O365, Identity & CloudApps	January	Yes
18	Ent	Security	Secure Identity and take out Okta and Ping	Technical	Identity and Access Management with Microsoft Entra	January	Yes
19	Ent	Business application	Build next generation AI-powered customer experience with Dynamics 365 Customer Insights – Journey	Technical	Build next generation AI-powered customer experience with Dynamics 365 Customer Insights – Journey	January	Yes
20	Ent	Copilot	CSP Masters Technical Training: Copilot for Microsoft 365	Technical	CSP Masters Technical Training: Copilot for Microsoft 365	Q3	Yes
21	Ent	Copilot	Build and extend AI-powered copilots with Copilot Studio	Technical	Build and extend AI-powered copilots with Copilot Studio	Q3	Coming soon
22	Ent	Security	Implementing Microsoft Defender for Endpoint	Technical	Implementing Microsoft Defender for Endpoint	Q3	Coming soon

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

| Cloud Weeks | Sales Bootcamps |

By solution area

| Azure | Business Applications |
| Modern Work | Security |

For SMB Resellers

| Azure | Business Applications |
| Modern Work | |

Solutions Partner for Infrastructure (Azure)

Skilling requirements

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

Advanced
Required:
- **AZ-305:** Azure Solutions Architect Expert

Other certifications:
AZ-700: Azure Network Engineer Associate
AZ-800+AZ-801: Windows Server Hybrid Administrator Associate
AZ-600: Azure Stack Hub Operator Associate*

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

Solutions Partner for Data & AI (Azure)

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

Solutions Partner for Digital & App Innovation (Azure)

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