



Partner Skilling Playbook

Note: Content is current as of May 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 Partner Skilling Playbook is a guide for understanding the enablement 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 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.

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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Partner Training Calendar: May – June 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	
May	Sales	<p>Level Up Copilot Sales Champion On-demand, Access code: (MOKC-MCJB)</p>	<p>Level Up Copilot Sales Champion On-demand, Access code: (MOKC-MCJB)</p> <p>For technical & sales roles: High Volume Acceleration- Advanced (May 22, PDT)</p>	<p>Level Up Copilot Sales Champion On-demand, Access code: (MOKC-MCJB)</p> <p>CSP Masters Sales Bootcamp: Copilot for Microsoft 365 (May 8, PDT)</p>	<p>Level Up Copilot Sales Champion On-demand, Access code: (MOKC-MCJB)</p>
	Certification	<p>Modular Training (On-demand)</p>	<p>Modular Training (On-demand)</p>	<p>Modern Work Cloud Week (May 13-17)</p>	<p>Modular Training (On-demand)</p>
	Delivery Enablement	<p>Microsoft Fabric Workshop (May 6-9, PDT) </p> <p>Azure OpenAI Workshop (May 7-9, PDT/BST/IST) </p> <p>Migrate & Secure Workloads to Azure Workshop (May 13-16, IST)</p> <p>Build and Modernize AI Apps Workshop (May 28-31, PDT/BST/IST) </p>	<p>Microsoft Cloud for Retail (May 13-15)</p> <p>For technical & sales roles: Accelerate Business Process Automation Using Microsoft Power Platform Workshop (May 28-31, PDT)</p> <p>Explore the partner opportunity with Microsoft Copilot Studio (May 30)</p>	<p>CSP Masters Pre- and Post-Sales Technical Bootcamp: Copilot for Microsoft 365 (May 9, PDT)</p> <p>Copilot for Microsoft 365 Pre-sales, Deployment, & Adoption Bootcamp (May 21-23, PDT/BST/IST) </p> <p>Explore the partner opportunity with Microsoft Copilot Studio (May 30)</p> <p>Level Up Copilot for Microsoft 365 Data Security Technical Champion (On-demand- Access code: ALLP-TC DK) </p>	<p>Fortify Your Data Security with Microsoft Purview Workshop (May 7-9, BST/PDT/IST)</p> <p>Microsoft Defender for O365, Identity & Cloud Apps (May 13-15, BST/PDT)</p> <p>Migrating to Microsoft Sentinel Bootcamp (May 20-21, BST)</p>
June	Sales	<p>Level Up Copilot Sales Champion On-demand, Access code: (MOKC-MCJB)</p>	<p>Level Up Copilot Sales Champion On-demand, Access code: (MOKC-MCJB)</p>	<p>Level Up Copilot Sales Champion On-demand, Access code: (MOKC-MCJB)</p>	<p>Level Up Copilot Sales Champion On-demand, Access code: (MOKC-MCJB)</p>
	Certification	<p>Azure Cloud Week (June 10-14, CST/BST/PDT) </p>	<p>Modular Training (On-demand)</p>	<p>Modular Training (On-demand)</p>	<p>Security Cloud Week (June 24-28, CST/BST/PDT)</p>
	Delivery Enablement	<p>For technical & sales roles: Microsoft Fabric Partner Bootcamp (June 11-13) </p> <p>Azure OpenAI Workshop (June 18-20, PDT/BST/IST)</p> <p>AKS Workshop (June 18-20, IST)</p> <p>Build and Modernize AI Apps Workshop (June 24-27, PDT/BST/IST)</p>	<p>For technical & sales roles: Accelerate Business Process Automation Using Microsoft Power Platform Workshop (June 4-7 BST/IST)</p> <p>Dynamics 365 Supply Chain Management- Demand Planning Workshop (Jun 11, BST/IST)</p>	<p>Copilot for Microsoft 365 Pre-sales, Deployment, & Adoption Bootcamp (June 18-20, PDT/BST/IST) </p> <p>Converged Communications Partner Technical Bootcamp 2024 (June 18-20, PDT)</p> <p>Level Up Copilot for Microsoft 365 Data Security Technical Champion (On-demand- Access code: ALLP-TC DK)</p>	<p>Microsoft Defender for Endpoint Workshop (June 10-12, BST/PDT/IST)</p>

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.

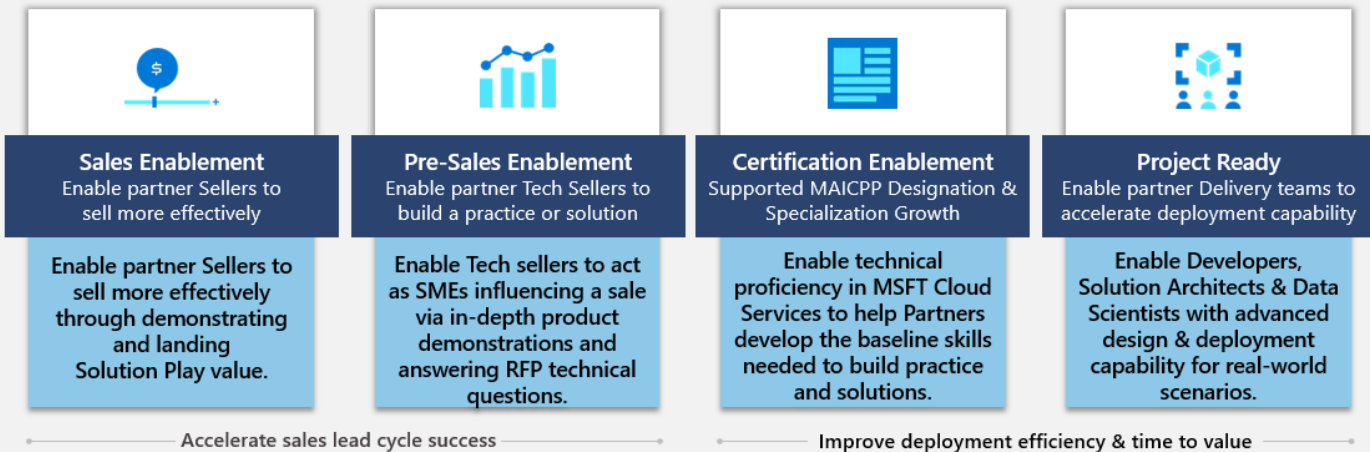
Accelerate sales lead cycle success

Improve deployment efficiency & time to value

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

Holistic enablement focus (all partners)

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



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 Accelerate Revenue Generation
BUSINESS APPLICATIONS		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

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



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.



*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.



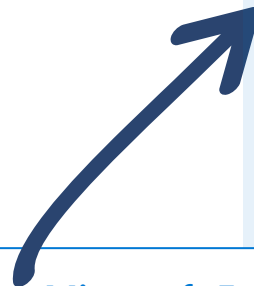
Skilling

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

Enablement initiatives and events



Enablement initiatives and events



Sales & Pre-Sales Enablement

Build solution play pipeline & convert sales opportunities

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 to view:

[Podcast](#)

[Vodcast](#)

Solution Play Sales Enablement & Solution Play Pre-Sales Enablement

[On-demand](#)

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 Retail](#): May 13-15



Certification Enablement

Build Microsoft AI Cloud Partner Program capability

Microsoft Cloud Week for Partners is a five-day event that helps prepare 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](#)



Delivery Enablement

Build project readiness

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

FY24 Sales and Presales enablement 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

Partner Sales Acceleration Program (PSAP)

This program offers best practices and presentation resources that will guide you in shaping a business-first sales model. It will help you navigate the six "moments that matter" conversations with various decision makers who will ultimately select the company to implement their solution.

Capabilities Achieved: Increase knowledge across the Microsoft Cloud & build solid sales strategies

Duration: 2-3 hours per Solution Area, on-demand

Roles: Sellers, BDM's, Sales Leaders

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: Sellers, Solution/Depth Sellers, Pre-sellers

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: Pre-sellers, Solution/Depth Sellers

Cloud Week for Partners

Microsoft Cloud Week for Partners 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
- ✓ 3 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.



On24 Content Catalog | Offerings

Microsoft Official Curriculum – Technical Certification Training

AZ-204 AZ-400 AZ-120	AZ-104 AZ-800 AZ-305 AZ-900 AZ-801	AI-102 AI-900 DP-300 DP-420 DP-500 DP-900 DP-203 DP-100 AI-050	SC-900 SC-100 AZ-500	MB-910 MB-300 MB-335 MB-920 MB-800 MB310 PL-900 MB-500 MB-260 PL-300 PL-500 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 PL-300 DP-100 DP-203 DP-300	SC-100 SC-300 AZ-500 SC-400 SC-200 MS-500	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.

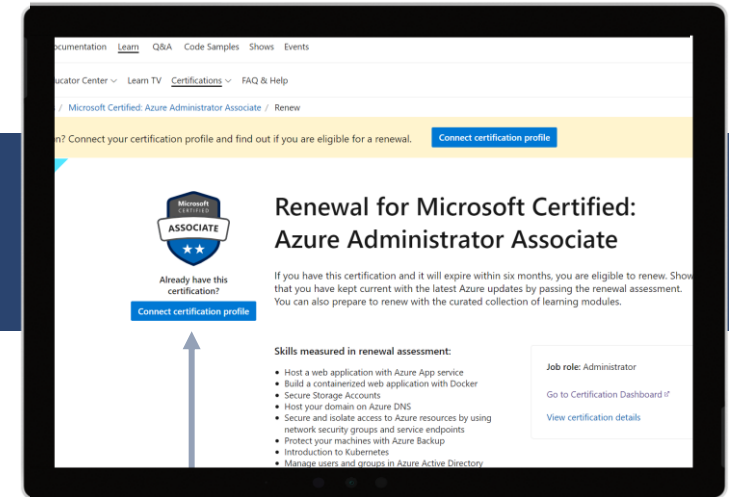
Why?

- 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?

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

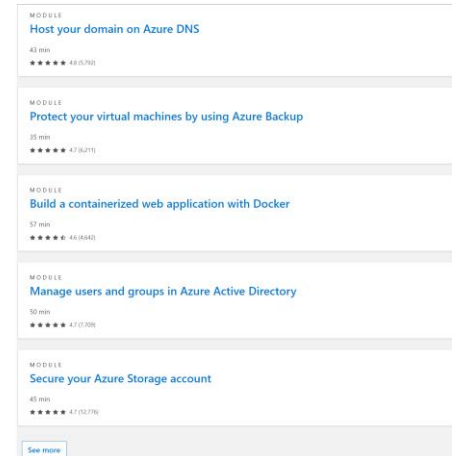


Prepare for the renewal assessment

5 hr 57 min • Collection • 0 of 8 modules completed

Use this collection of learning modules to help you prepare for the Microsoft Certified: Azure Administrator Associate renewal assessment.

[Save this collection](#)



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. To learn more about the certification renewal process, watch [this video](#)
3. To know more, visit [Microsoft Learn Certification Renewal](#)
4. Renewal Process: [FAQs](#)



Question

 Myth



 Facts

Myths and facts about certification renewal



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.



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.



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.



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.



What is the assessment duration? How many questions?

-  2-3 hours, 120 exam questions
-  ~45 mins, ~25 assessment questions

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.

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.

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

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 Fabric Partner Bootcamp: June 11-13

[Learn more](#)

Level Up Copilot Sales Champion On-demand

Access code:
(MOKC-MCJB)

[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 Cloud Week (June 10-14) helps accelerate a partner's path to AI capability: We will have the following tracks:

- 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)

[Learn more](#)

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

- Azure OpenAI: June 18-20
- Build & Modernize AI Apps: May 28-31, June 24-27
- Microsoft Fabric Partner Bootcamp: June 11-13
- Azure Kubernetes Services Workshop: June 18-20

[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: May 21-23, June 18-20

[Learn more](#)

Explore the partner opportunity with Microsoft Copilot Studio: May 30

[Learn more](#)

Level Up Copilot for Microsoft 365 Data Security Technical Champion: On-demand, Access code: (ALLP-TCDK)

[Learn more](#)

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

Depth Workshops

Depth 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?

Depth training focuses 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
- ✓ 3 time zone choices (PST/PDT/GMT/BST/IST)

Many Depth 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

Learn more:

[Browse Microsoft Applied Skills credentials](#)

[Watch Microsoft Applied Skills video](#)

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.

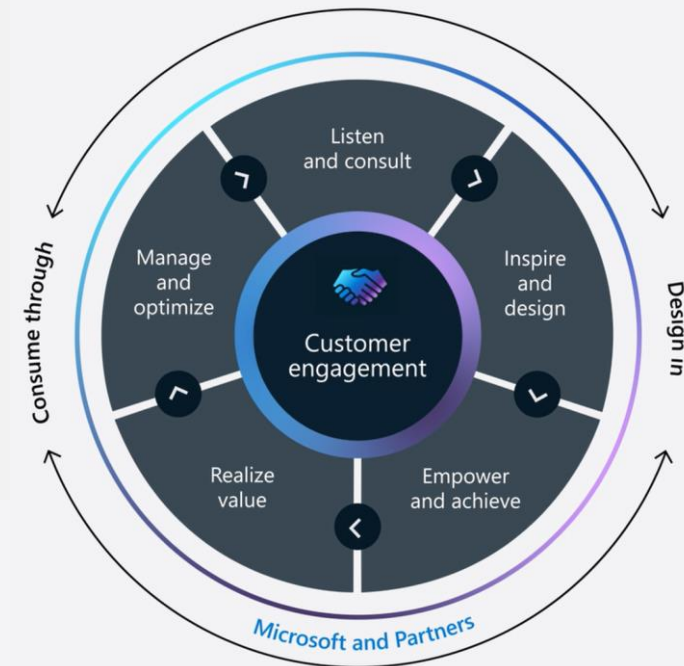
Why watch?

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](#)







Enablement offerings by solution area

Azure
Business Applications
Modern Work
Security



Azure Enablement Offerings

Enablement focus	 Sales	 Pre-Sales	 Certification	 Delivery
Offerings (click to access)	<p><u>Sales Bootcamp</u> <u>Partner Sales Acceleration Program</u> Executive Enablement Series: <u>Podcast</u> and <u>Vodcast</u></p>	<p><u>Solution Play Sales Enablement</u> <u>Pre-Sales Enablement</u></p>	<p><u>Cloud Week</u> <i>*Mainstream solution play aligned certifications to be prioritized</i></p>	<p><u>Delivery Enablement: Depth Workshops</u></p>
Prioritized solution plays	<p>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)</p>		<p>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)</p>	<p>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</p>

— Accelerate lead cycle success —
— Improve deployment efficiency & time to value —

Developer learning journey: Build and Modernize AI Apps

AUDIENCE

Developer
AI Engineer
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

Legend

- Workshop
- Bootcamp
- Microsoft Learn

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

- 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

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

Business Applications Enablement Offerings

Enablement focus	 Sales	 Pre-Sales	 Certification	 Delivery
Offerings (click to access)	<p>Sales Bootcamp Partner Sales Acceleration Program Executive Enablement Series: Podcast and Vodcast High Volume Practice Program: Fundamentals and Advanced</p>	<p>Solution Play Sales Enablement Solution Play Pre-Sales Enablement Catalyst Partner Training</p>	<p>Modular Training Videos Cloud Week <i>*Mainstream solution play aligned certifications to be prioritized</i></p>	<p>Delivery Enablement: Depth Workshops</p>
Prioritized solution plays	<p>Accelerate Revenue Generation Modernize Service Optimize Finance and Supply Chain Accelerate Innovation with Low Code SMB Scale Business Operations</p>		<p>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)</p>	<p>Accelerate Revenue Generation Modernize Service Optimize Finance and Supply Chain Accelerate Innovation with Low Code SMB Scale Business Operations</p>

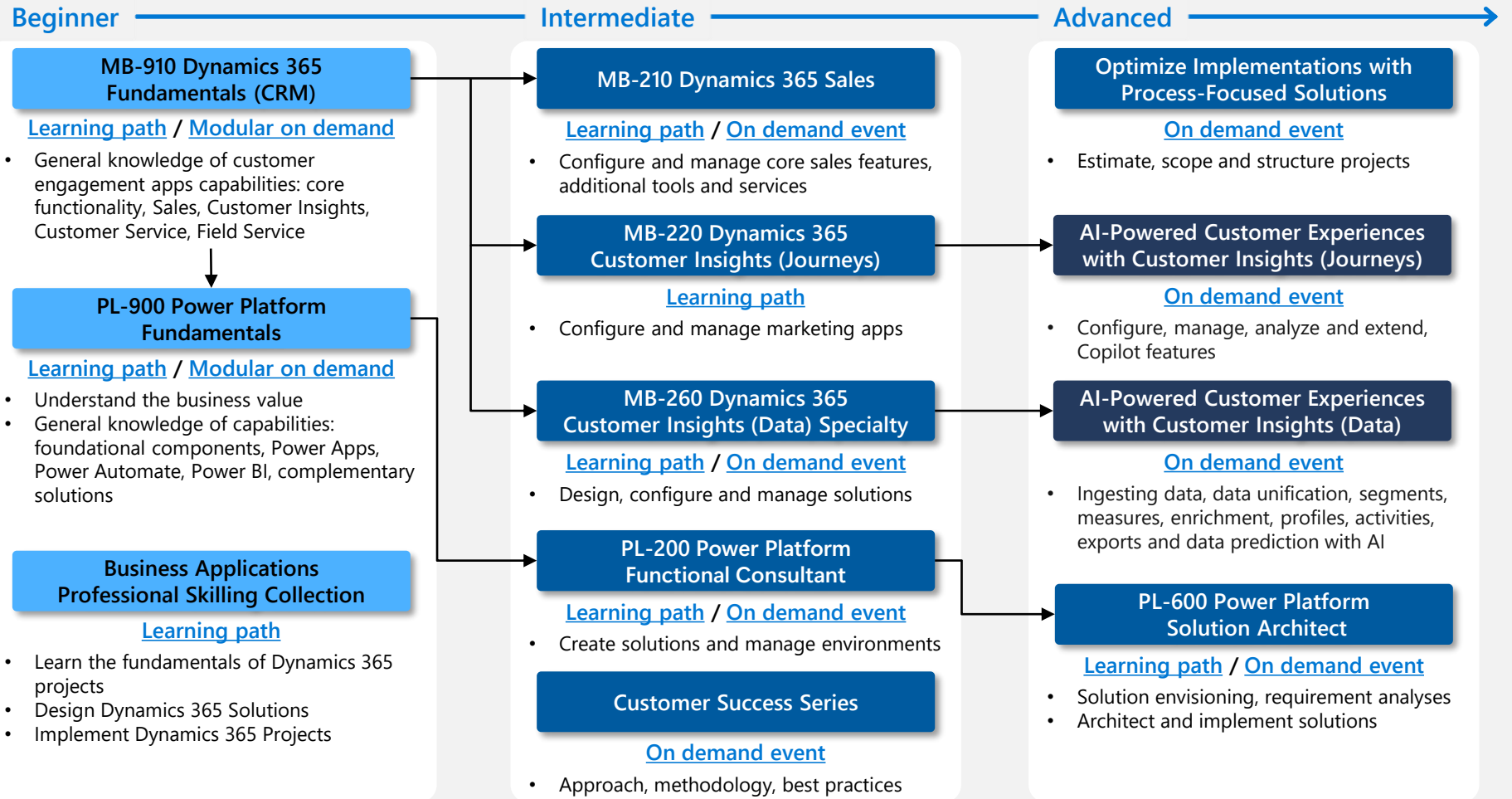
Accelerate lead cycle success

Improve deployment efficiency & time to value

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

- Workshop
- Bootcamp
- Microsoft Learn

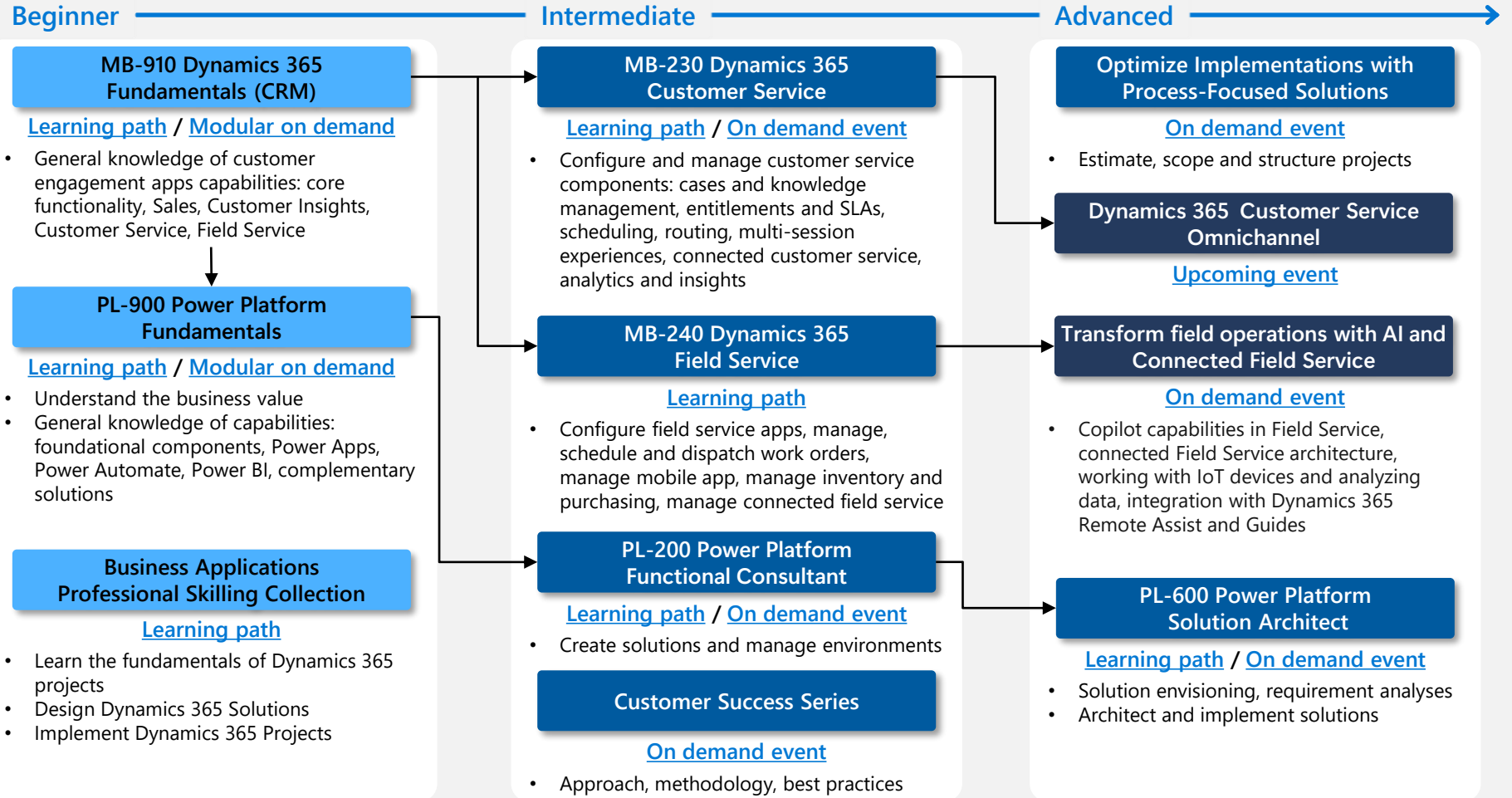
Other training resources

- Dynamics 365 [Guidance & Technical Documentation](#)
- [Dynamics 365 Functional Consultant, Solution Architect](#)
- [Success by Design & Dynamics 365 Implementation Guide](#)
- [FastTrack for Dynamics 365, Architecture Insights](#)
- Dynamics 365 Tech Talks, [on demand and upcoming](#)
- Power Platform Tech Talks, [meeting invite, past recordings](#)
- [Release Plans](#)
- [Microsoft Assessments](#)
- [Partner Resources Guide](#)

Functional Consultant Learning Journey: Modernize Service

AUDIENCE

Customer Service Business Analyst
 Field Service Business Analyst
 Customer Service Functional Consultant
 Field Service Functional Consultant
 Customer Engagement Apps (Power Platform) Solution Architect



Legend

- Workshop
- Bootcamp
- Microsoft Learn

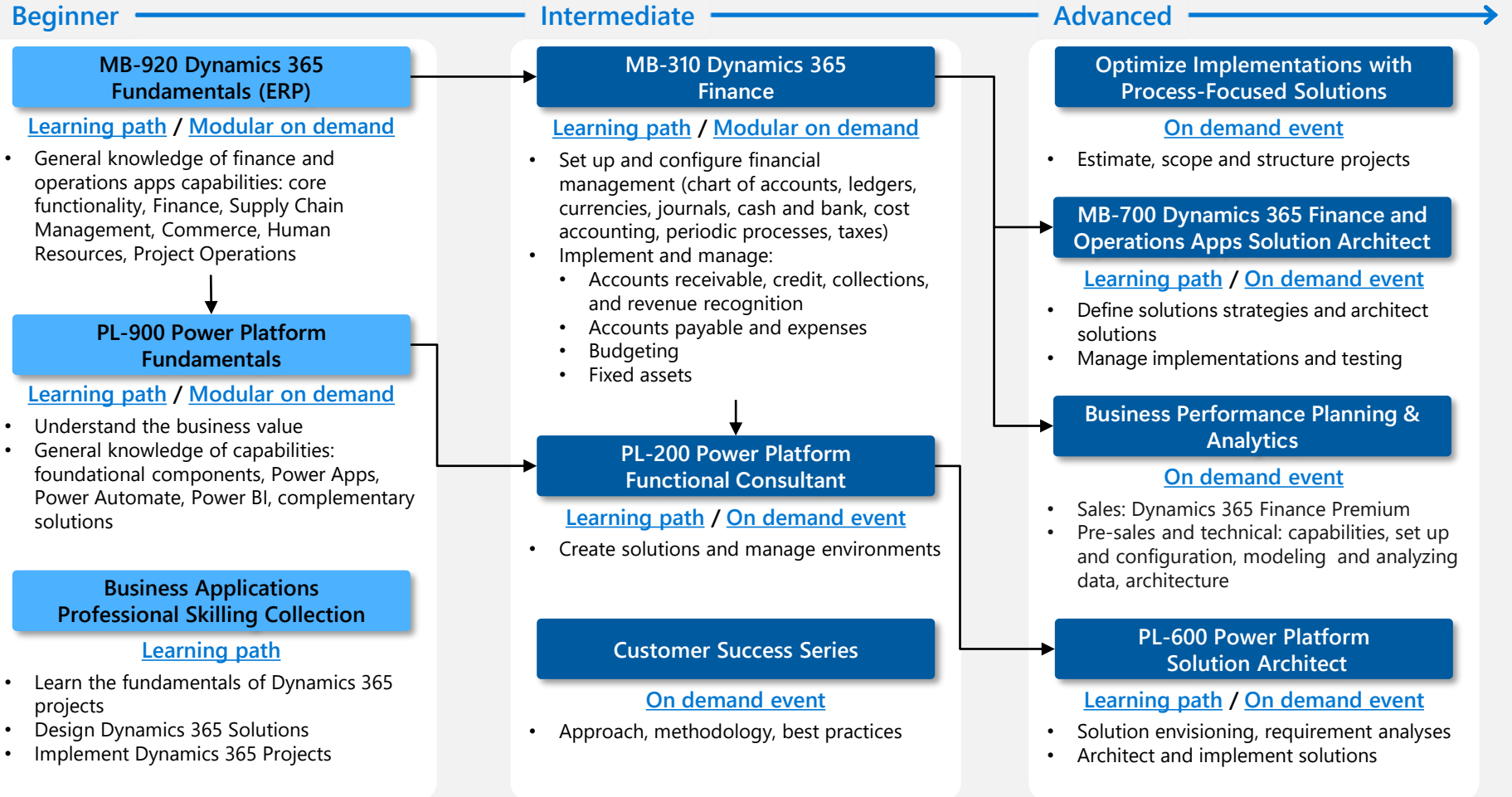
Other training resources

- Dynamics 365 [Guidance & Technical Documentation](#)
- [Dynamics 365 Functional Consultant, Solution Architect](#)
- [Success by Design & Dynamics 365 Implementation Guide](#)
- [FastTrack for Dynamics 365, Architecture Insights](#)
- Dynamics 365 Tech Talks, [on demand and upcoming](#)
- Power Platform Tech Talks, [meeting invite, past recordings](#)
- [Release Plans](#)
- [Microsoft Assessments](#)
- [Partner Resources Guide](#)

Functional Consultant Learning Journey: Optimize Finance & Supply Chain

AUDIENCE

Finance Business Analyst
 Finance Functional Consultant
 Finance and Operations Apps
 Solution Architect



Legend

- Workshop
- Bootcamp
- Microsoft Learn

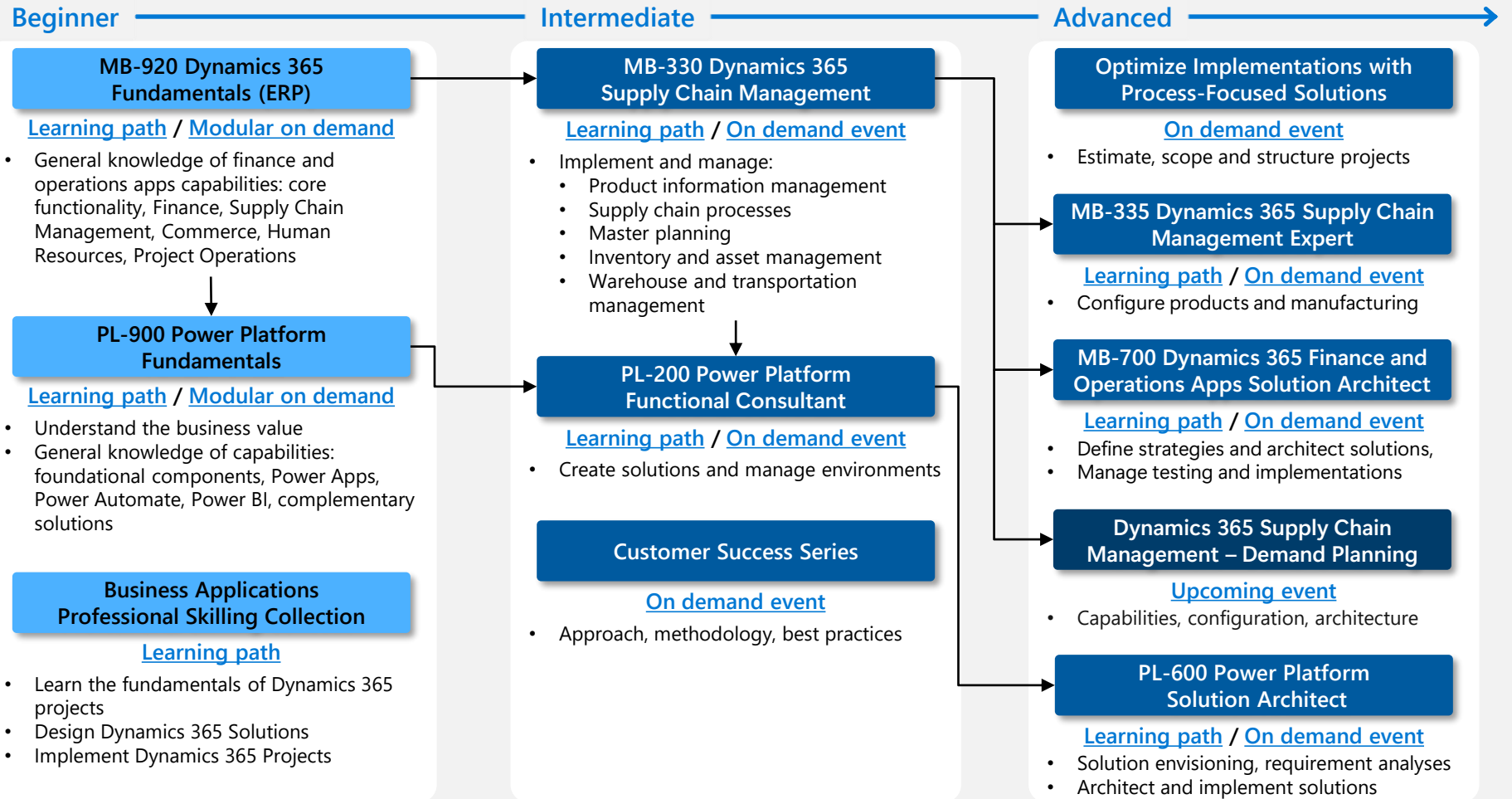
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- [Dynamics 365 Functional Consultant, Solution Architect](#)
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- Dynamics 365 Tech Talks, [on demand and upcoming](#)
- Power Platform Tech Talks, [meeting invite, past recordings](#)
- [Release Plans](#)
- [Microsoft Assessments](#)
- [Partner Resources Guide](#)

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

- Workshop
- Bootcamp
- Microsoft Learn

Other training resources

- Dynamics 365 [Guidance & Technical Documentation](#)
- [Dynamics 365 Functional Consultant, Solution Architect](#)
- [Success by Design & Dynamics 365 Implementation Guide](#)
- [FastTrack for Dynamics 365, Architecture Insights](#)
- Dynamics 365 Tech Talks, [on demand and upcoming](#)
- Power Platform Tech Talks, [meeting invite, past recordings](#)
- [Release Plans](#)
- [Microsoft Assessments](#)
- [Partner Resources Guide](#)

Developer Learning Journey: Optimize Finance & Supply Chain

AUDIENCE

Finance and Operations Apps Developer
 Finance and Operations Apps Solution Architect

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

MB-920 Dynamics 365 Fundamentals (ERP)
[Learning path](#) / [Modular on demand](#)

- General knowledge of finance and operations apps capabilities: core functionality, Finance, Supply Chain Management, Commerce, Human Resources, Project Operations

↓

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 Skilling Collection
[Learning path](#)

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

MB-500 Dynamics 365 Finance and Operations Apps Developer
[Learning path](#) / [On demand event](#)

- Plan the architecture and solution design
- Apply developer tools
- Design and develop AOT elements
- Develop and test code
- Implement:
 - Reporting
 - Security and optimize performance
- Integrate and manage data solutions

↓

PL-400 Power Platform Developer
[Learning path](#)

- Create a technical design
- Configure Microsoft Dataverse
- Create and configure Power Apps
- Extend the user experience
- Extend the platform
- Develop integrations

Optimize Implementations with Process-Focused Solutions
[On demand event](#)

- Estimate, scope and structure projects

↓

MB-700 Dynamics 365 Finance and Operations Apps Solution Architect
[Learning path](#) / [On demand event](#)

- Define strategies and architect solutions,
- Manage testing and implementations

↓

PL-600 Power Platform Solution Architect
[Learning path](#) / [On demand event](#)

- Solution envisioning, requirement analyses
- Architect and implement solutions

Legend

- Workshop
- Bootcamp
- Microsoft Learn

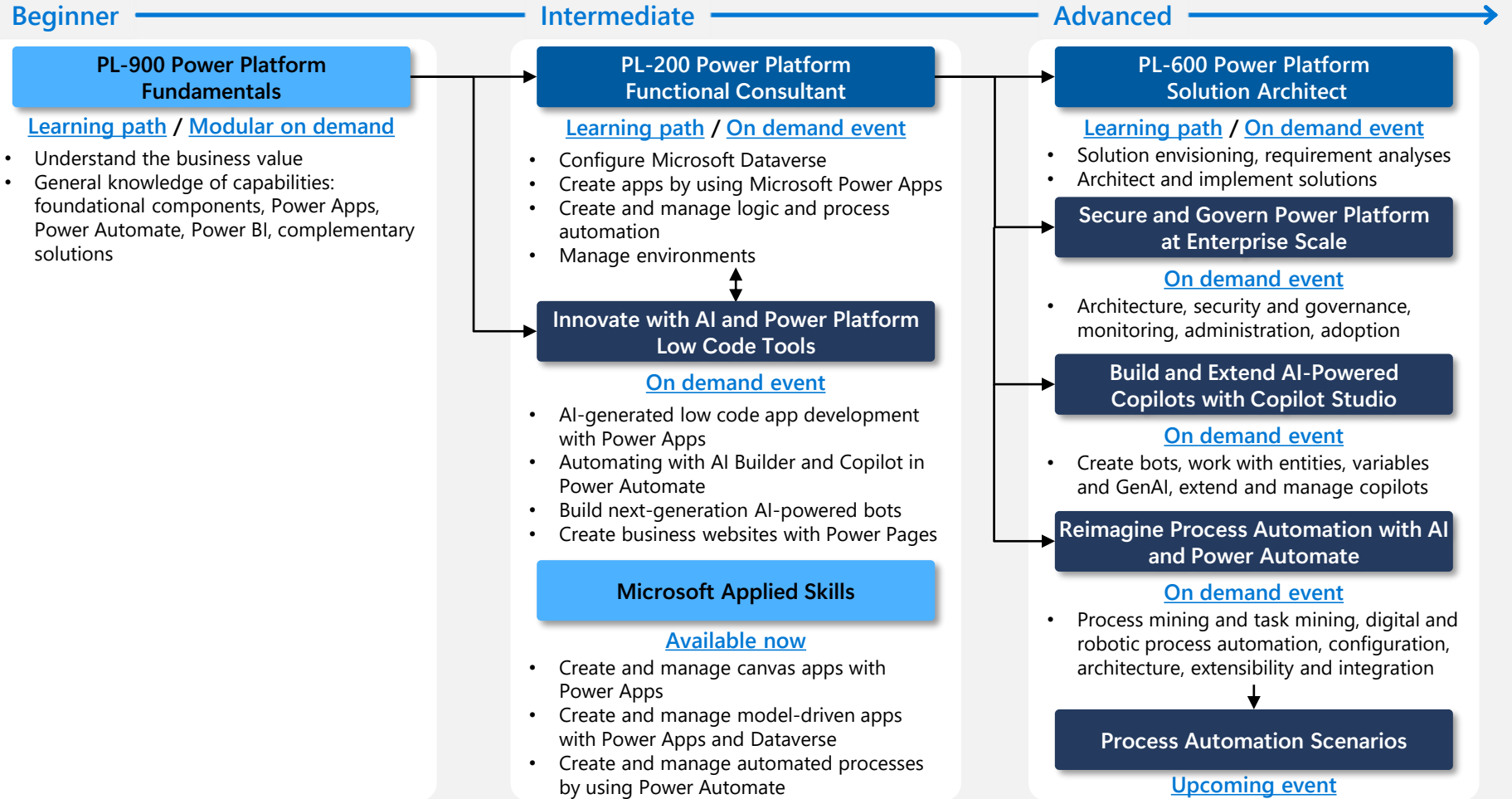
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- [Success by Design & Dynamics 365 Implementation Guide](#)
- [FastTrack for Dynamics 365, Architecture Insights](#)
- Dynamics 365 Tech Talks, [on demand and upcoming](#)
- Power Platform Tech Talks, [meeting invite, past recordings](#)
- [Release Plans](#)
- [Microsoft Assessments](#)
- [Partner Resources Guide](#)

Functional Consultant Learning Journey: Accelerate Innovation with Low Code

AUDIENCE

Business Analyst
 Power Platform Functional Consultant
 Power Platform Solution Architect



Legend

- Workshop
- Bootcamp
- Microsoft Learn

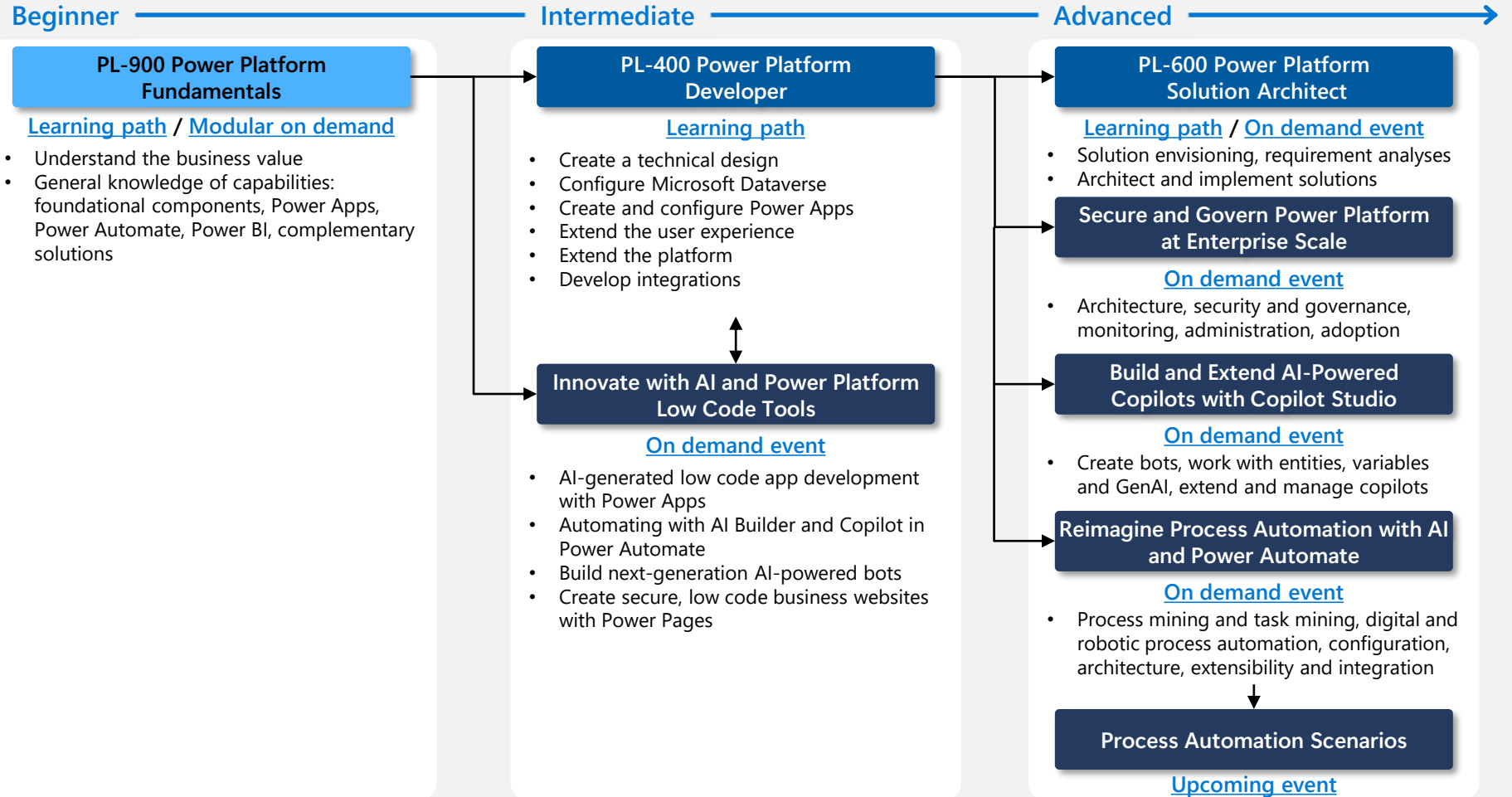
Other training resources

- [Learning Resources Overview, Technical documentation](#)
- [Center of Excellence \(CoE\) Starter Kit](#)
- [Community, Microsoft Partner Community, User Groups](#)
- [YouTube channel](#)
- [FastTrack Architecture Insights](#)
- [XiaD overview, ILT content](#)
- [Adoption guidance](#)
- [Tech Talks meeting invite, past recordings](#)
- [Release Plans](#)
- [Microsoft Assessments](#)
- [Partner Resources Guide](#)

Developer Learning Journey: Accelerate Innovation with Low Code

AUDIENCE

Power Platform Developer
Power Platform Solution Architect



Legend

- Workshop
- Bootcamp
- Microsoft Learn

Other training resources

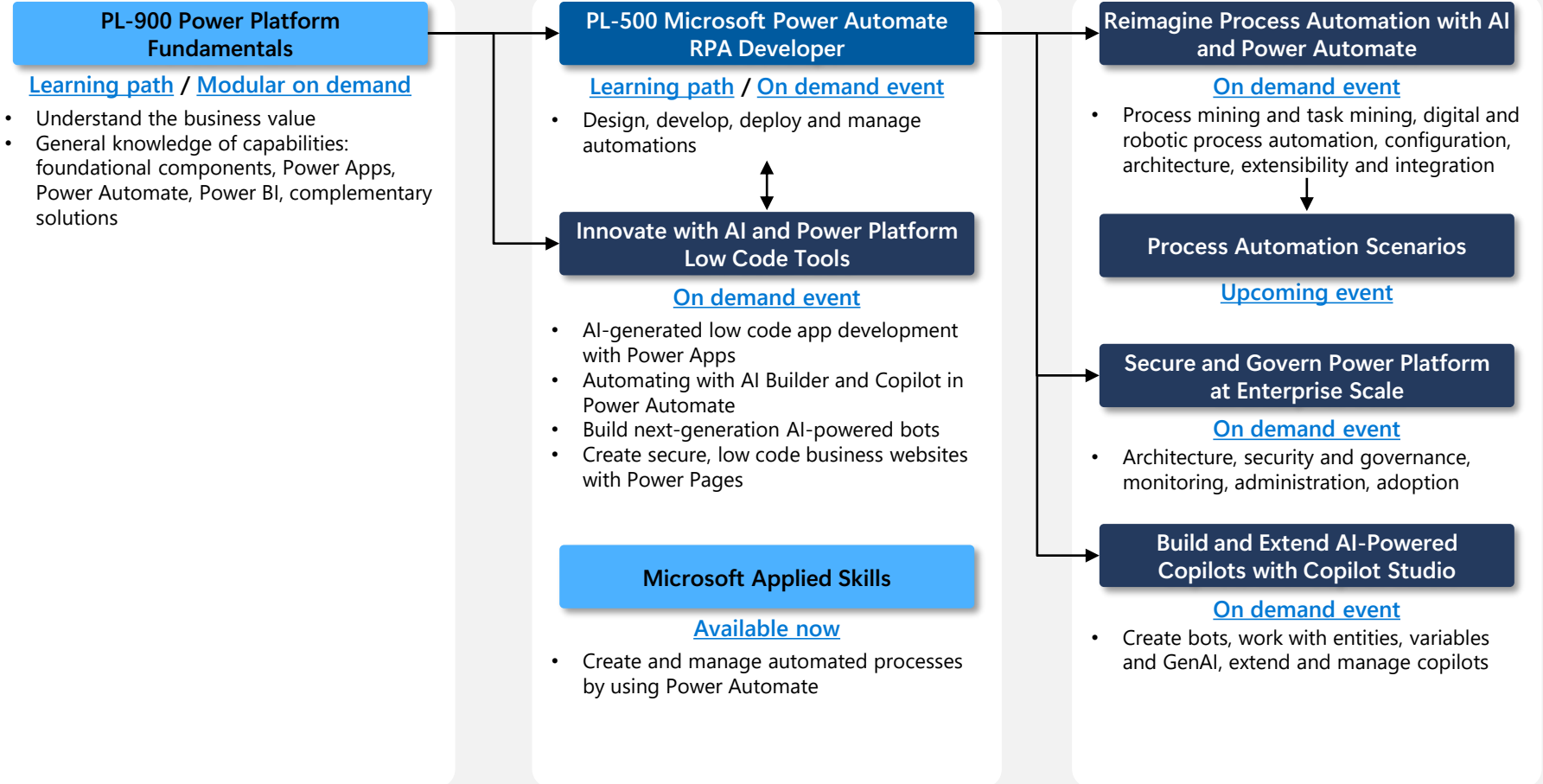
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- [Community, Microsoft Partner Community, User Groups](#)
- [YouTube channel](#)
- [FastTrack Architecture Insights](#)
- [XiaD overview, ILT content](#)
- [Adoption guidance](#)
- [Tech Talks meeting invite, past recordings](#)
- [Release Plans](#)
- [Microsoft Assessments](#)
- [Partner Resources Guide](#)

Automation Learning Journey: Accelerate Innovation with Low Code

AUDIENCE

Business Analyst
 Process Automation Designer
 Power Platform Developer
 RPA Developer

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







Legend

- Workshop
- Bootcamp
- Microsoft Learn

Other training resources





- [Learning Resources Overview, Technical documentation](#)
- [Center of Excellence \(CoE\) Starter Kit](#)
- [Community, Microsoft Partner Community, User Groups](#)
- [YouTube channel](#)
- [FastTrack Architecture Insights](#)
- [XiaD overview, ILT content](#)
- [Adoption guidance](#)
- [Tech Talks meeting invite, past recordings](#)
- [Release Plans](#)
- [Microsoft Assessments](#)
- [Partner Resources Guide](#)

Modern Work Enablement Offerings

Enablement focus	 Sales	 Pre-Sales	 Certification	 Delivery
Offerings (click to access)	<p>Sales Bootcamp</p> <p>Partner Sales Acceleration Program</p> <p>Executive Enablement Series: Podcast and Vodcast</p>	<p>Solution Play Sales Enablement</p> <p>Solution Play Pre-Sales Enablement</p>	<p>Cloud Week</p> <p><i>*Mainstream solution play aligned certifications to be prioritized</i></p>	<p>Copilot for Microsoft 365</p> <p>Level Up Copilot for Microsoft 365 Data Security Technical Champion (On-demand- Access code: ALLP-TCDK)</p>
Prioritized solution plays	<p>Secure Productivity</p> <p>Cloud Endpoints</p> <p>Employee Experience</p> <p>Frontline Worker</p> <p>Converged Comms</p>		<p>M365 Modern Desktop Admin</p> <p>M365 Enterprise Admin</p> <p>M365 Teams Admin</p> <p>M365 Collaboration Engineer</p>	<p><i>Coming Soon</i></p> <p>Cloud Endpoints</p> <p>Employee Experience</p> <p>Frontline Worker</p> <p>Converged Comms</p>

— Accelerate lead cycle success —
— Improve deployment efficiency & time to value —

Security Enablement Offerings

Enablement focus	 Sales	 Pre-Sales	 Certification	 Delivery
Offerings (click to access)	<p>Sales Bootcamp Partner Sales Acceleration Program Executive Enablement Series: Podcast and Vodcast</p>	<p>Solution Play Sales Enablement Solution Play Pre-Sales Enablement Microsoft Security Immersion Training Events</p>	<p>Cloud Week <i>*Mainstream solution play aligned certifications to be prioritized</i></p>	<p>Delivery Enablement: Depth Workshops Spotlight Training</p>
Prioritized solution plays	<p>Threat protection with XDR and SIEM Data Security Modern Sec Ops Multi Cloud Security</p>		<p>Security Operation(SC-200) Azure Security(AZ-500) Identity and Access(SC-300) Information Protection (SC-400) Cyber Security Architect (SC-100)</p>	<p>Threat protection with XDR and SIEM Data Security Modern Sec Ops Multi Cloud Security</p>

— Accelerate lead cycle success —
— Improve deployment efficiency & time to value —

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

- Workshop
- Bootcamp
- Microsoft Learn

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](#)

- Microsoft Defender for Endpoint Microsoft 365 Defender
- Mitigate threats using Microsoft Defender for Cloud
- Configure your Microsoft Sentinel environment
- Perform threat hunting in Microsoft Sentinel

Advanced

Implementing Microsoft Defender for EndPoint

[Check Upcoming/Ondemand events](#)

- Zero Trust & Deploying MDE
- Onboarding and configuring Devices

Secure cloud-native application with Microsoft Defender for Cloud and integrated solutions

[Check Upcoming/Ondemand events](#)

- Microsoft Defender for Cloud, Defender for DevOps and Defender Integration with Microsoft Sentinel

Microsoft Defender for O365, Identity & Cloud Apps

[Check Upcoming/Ondemand events](#)

- M365 Defender and MDO
- Securing SaaS apps with Defender for Cloud Apps
- Protecting cloud environment with MDI

Threat Protection and Incident Response with Microsoft Sentinel

[Check Upcoming/Ondemand events](#)

- Deploying Microsoft Sentinel
- Threat Intelligence and Investigation
- UEBA analytics architecture

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

- Workshop
- Bootcamp
- Microsoft Learn

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

Migrating your SIEM Solution to Microsoft Sentinel

[Check Upcoming/Ondemand 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/Ondemand events](#)

- Deploying and configuring Microsoft Sentinel
- 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

- Workshop
- Bootcamp
- Microsoft Learn

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/Ondemand 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

Other training resources

Become a Microsoft Purview eDiscovery Ninja: [Self-guided blog](#)

Microsoft Purview Information Protection Ninja Course: [Self-guided blog](#)

Microsoft Purview Data Loss Prevention Ninja Training : [Self-guided blog](#)

The Microsoft Cloud App Security (MCAS) Ninja Training: [Self-guided blog](#)

Microsoft Compliance Manager (MSCM) Ninja Training: [Self-Guided blog](#)

Microsoft Purview One-Stop-Shop (OSS) [Self-guided site](#)

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

- Workshop
- Bootcamp
- Microsoft Learn

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/Ondemand 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



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

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:

- Sales & Pre-Sales
- Technical

Format:

- On-demand
- Live

Enablement offerings for SMB Reseller

<p>Enablement start</p>	 <p>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.</p>			
<p>Enablement focus</p>	 <p>Sales</p>	 <p>Pre-Sales</p>	 <p>Certification</p>	 <p>Delivery</p>
<p>Offerings (click to access)</p>	<p>Sales Bootcamp</p> <p>Partner Sales Acceleration Program</p> <p>Executive Enablement Series: Podcast and Vodcast</p>	<p>FY24 Solution Play Sales Enablement</p> <p>FY24 Solution Play Pre-Sales Enablement</p>	<p>Cloud Week</p> <p><i>*Mainstream solution play aligned certifications to be prioritized</i></p>	<p>Delivery Enablement: Depth Workshops</p>
<p>Prioritized solution plays</p>	<p>Migrate and Secure Windows Server and SQL Server</p>	<p>Azure Administrator (AZ-104) Azure Solution Architect (AZ-305) Database Administrator (DP-300) Data Engineer (DP-203)</p>	<p>Migrate and Secure Workshop</p>	

 **Don't miss:**

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

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

[SMB Sales Bootcamp](#)
On demand

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

[Microsoft Fabric Partner Bootcamp](#), June 11-13

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

- Resources:**
- [Campaign in a box](#)
 - [Additional resources](#)

Business Applications

Set the foundation for success as an SMB Reseller

1

Understand the Solution Play

Learn about the Solution Play and the top customer scenarios.

- ▶ [SMB Solution Play Enablement](#)



2

Understand the products

Build foundational knowledge about what the solutions can do.

- ▶ [Dynamics 365 Business Central Functional Consultant \(MB-800\)](#)
- ▶ Dynamics 365 Sales
[Dynamics 365 Fundamentals \(CRM\) MB-910](#)
- ▶ Power Platform
[Power Platform Fundamentals PL-900](#)
- ▶ [Business Applications Cloud Week](#)



3

Drive faster time to value

Assist partners in building compelling repeatable offers that address top customer scenarios.

- Ⓜ High Volume Practice Program
 - [Fundamentals](#)
 - [Advanced](#)



4

Drive customer conversions

Help partners build sales strategies drive customer conversations and close their first deals.

- ▶ [Partner Sales Acceleration Program \(PSAP\)](#)
Available now
- ▶ [SMB Sales Bootcamp](#)
On Demand
- ▶ [Level Up Copilot Sales Champion](#)
On-demand, (Access code: MOKC-MCJB)



Reference

Audience:



Sales & Pre-Sales



Technical

Format:









On-demand



Live

Business Applications

Enablement offerings for SMB Reseller

Enablement start	 <p>Microsoft Level-Up for Partners is an interactive, holistic, on-demand enablement program 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.</p>				<p> Don't miss:</p> <p>Level-Up for Partners Connect with Microsoft PM to activate</p> <p>Solution Play Enablement (see Level Up)</p> <p>SMB Sales Bootcamp On Demand</p> <p>High Volume Practice Program Available now</p> <p>Business Applications Cloud Week On demand (MB-820 track)</p> <p>Level Up Copilot Sales Champion On-demand, (Access code: MOKC-MCJB)</p>			
Enablement focus	 Sales	 Pre-Sales	 Certification	 Delivery				
Offerings (click to access)	<table border="1"><tr><td data-bbox="522 735 881 958"><p>Sales Bootcamp Partner Sales Acceleration Program Executive Sales Series: Podcast and Vodcast High Volume Practice Program: Fundamentals and Advanced</p></td><td data-bbox="886 735 1263 958"><p>FY24 Solution Play Sales Enablement FY24 Solution Play Pre-Sales Enablement</p></td><td data-bbox="1268 735 1646 958"><p>Modular Training Videos Cloud Week <i>*Mainstream solution play aligned certifications to be prioritized</i></p></td><td data-bbox="1651 735 2033 958"><p>Delivery Enablement: Depth Workshops</p></td></tr></table>					<p>Sales Bootcamp Partner Sales Acceleration Program Executive Sales Series: Podcast and Vodcast High Volume Practice Program: Fundamentals and Advanced</p>	<p>FY24 Solution Play Sales Enablement FY24 Solution Play Pre-Sales Enablement</p>	<p>Modular Training Videos Cloud Week <i>*Mainstream solution play aligned certifications to be prioritized</i></p>
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Prioritized solution plays	SMB Scale Business Operations	Business Central (MB-800) Business Central Dev (MB-820) Sales (MB-210) Power Platform Consultant (PL-200) Power Platform Dev (PL-400) Power Automate RPA Dev (PL-500) Power Platform Architect (PL-600)	SMB Scale Business Operations					

Accelerate lead cycle success — Improve deployment efficiency & time to value

Resources:

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

Set the foundation for success as an SMB Reseller

1

Understand the Solution Play

Learn about the Solution Play and the top customer scenarios.

- ▶ [SMB Solution Play Enablement](#)
Secure Productivity
- ▶ [Modular Training](#)
MS-900 365 Fundamentals



2

Understand the products

Build foundational knowledge about what the solutions can do.

- ▶ [Cloud Week](#) May 13-17
 - Microsoft 365 Administrator (MS-102)
 - Managing Microsoft Teams (MS-700)
 - Microsoft 365 Fundamentals (MS-900)
- ▶ [Frontline Worker Partner Technical Bootcamp](#)
- ▶ [Microsoft 365 CSP Masters Program- Copilot for Microsoft 365 Technical Bootcamp](#) (Access Code: OIAN-MQOU)
- ▶ [Level Up Copilot for Microsoft 365 Data Security Technical Champion](#) (On-demand- Access code: ALLP-TCDK)



3

Drive faster time to value

Increase productivity and generate demand online

- ▶ [Welcome to Microsoft 365 Partner Readiness Hub](#)
Available now
- ▶ [Download the "AI Transformation Partner Playbook"](#)



4

Drive customer conversions

Help partners build sales strategies drive customer conversations and close their first deals.






- ▶ [Partner Sales Acceleration Program \(PSAP\)](#)
Available now
- ▶ [SMB Sales Bootcamp](#)
On demand
- ▶ [Microsoft 365 CSP Masters Program- Copilot for Microsoft 365 - Sales Bootcamp](#), On-demand, (Access Code: TEZB-MMPP)
- ▶ [Level Up Copilot Sales Champion](#)
On-demand, (Access code: MOKC-MCJB)




Reference	Audience:	Format:
	Sales & Pre-Sales	On-demand
	Technical	Live

Modern Work

Enablement offerings for SMB Reseller

Enablement start	 <p>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.</p>			
Enablement focus	 Sales	 Pre-Sales	 Certification	 Delivery
Offerings (click to access)	<p>Sales Bootcamp</p> <p>Partner Sales Acceleration Program</p> <p>Executive Enablement Series: Podcast and Vodcast</p>	<p>FY24 Solution Play Sales Enablement</p> <p>FY24 Solution Play Pre-Sales Enablement</p>	<p>Cloud Week</p> <p><i>*Mainstream solution play aligned certifications to be prioritized</i></p>	<p>Delivery Enablement: Depth Workshops</p>
Prioritized solution plays	Secure Productivity		Microsoft 365 Administrator (MS-102) Endpoint Administrator (MD-102) Microsoft Identity and Access Administrator (SC-300) Managing Microsoft Teams (MS-700)	Configuring Microsoft Teams Premium

 **Don't miss:**

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

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

[MW Cloud Week](#) May 13-17

[Explore the partner opportunity with Microsoft Copilot Studio: May 30](#)

[Copilot for Microsoft 365 Pre-sales, Deployment & Adoption Bootcamps](#)
May 21-23, June 18-20

[Level Up Copilot for Microsoft 365 Data Security Technical Champion](#)
On-demand, (Access code: ALLP-TCDK)

[Microsoft 365 CSP Masters Program- Copilot for Microsoft 365 - Sales Bootcamp](#) On-demand, (Access Code: TEZB-MMPP)

Resources:
1. [Microsoft 365 Partner Readiness Hub](#)

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

Drive pipeline



Pre-Sales

Improve POC and RFP 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

The screenshot shows the 'All Courses' page with a search bar and filters for Solution Areas, Target Audience, Level, and Certification Course. A grid of course cards is displayed, including 'Migrating Windows and SQL Server to Azure and Implementing Security', 'Selling Low code solutions with Microsoft Power Platform', 'Innovate with AI using Azure OpenAI (AOAI) Service models', 'Migrating to Microsoft Sentinel', 'Implementing Microsoft Defender for Endpoint', and 'Innovate with AI and Power Platform low code tools'. Each card shows the course title, level (Intermediate), duration, and category.

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

Follow up hands-on lab activity

The screenshot shows a course titled 'Migrating Windows and SQL Server to Azure and Implementing Security' with a progress indicator at 6%. The course content includes 'Part1- Accelerate Migration with Cloud Adoption Framework (CAF) for Azure' and 'Migrating Windows and SQL to Microsoft Azure and Implementing Security - Part 1a of 4'. A video player is visible, showing a workshop titled 'Migrating Windows and SQL to Microsoft Azure and Implementing Security workshop'. The video duration is 2:03 mins. At the bottom, it states 'At the end of this course you will be able to:'.

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

[Cloud Weeks](#)

[Sales Bootcamps](#)

By solution area

[Azure](#)

[Business Applications](#)

[Modern Work](#)

[Security](#)

For SMB Resellers

[Azure](#)

[Business Applications](#)

[Modern Work](#)



Appendix

Solutions Partner for Infrastructure (Azure)



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

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](#)

Solutions Partner for Data & AI (Azure)



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](#)

Solutions Partner for Digital & App Innovation (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

Advanced

Required:

AZ-305: Azure Solutions Architect Expert

Other certifications:

AZ-204: Azure Developer Associate

PL-400: Power Platform Developer Associate

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:** Microsoft 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:** Microsoft Dynamics 365 Customer Insights (Data) Specialist
- MB-310:** Dynamics 365 Finance Functional Consultant Associate
- MB-320:** Dynamics 365 Supply Chain Management, Manufacturing Functional Consultant Associate
- MB-330:** Dynamics 365 Supply Chain Management Functional Consultant Associate
- MB-340:** Dynamics 365 Commerce 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:** 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-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

Solutions Partner for Business Applications



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

Finance

MB-310: Dynamics 365 Finance Functional Consultant Associate
MB-500: Microsoft Dynamics 365: Finance and Operations Apps Developer
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: Microsoft 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-320: Dynamics 365 Supply Chain Management, Manufacturing Functional Consultant Associate
MB-330: Dynamics 365 Supply Chain Management Functional Consultant Associate
MB-700: Dynamics 365: Finance and Operations Apps Solution Architect Expert

Solutions 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

Solutions Partner for Security



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

MS-500: Microsoft 365 Certified: Security Administrator Associate*

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

**This certification was retired on June 30, 2023. It will remain eligible for partner capability score points through June 2024*

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