



SMB Reseller Playbook

Azure

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 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.



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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



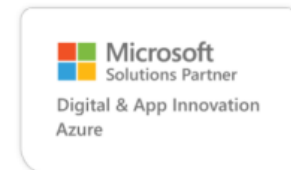
Solutions Partner
for Business
Applications



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

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.



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 program 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.

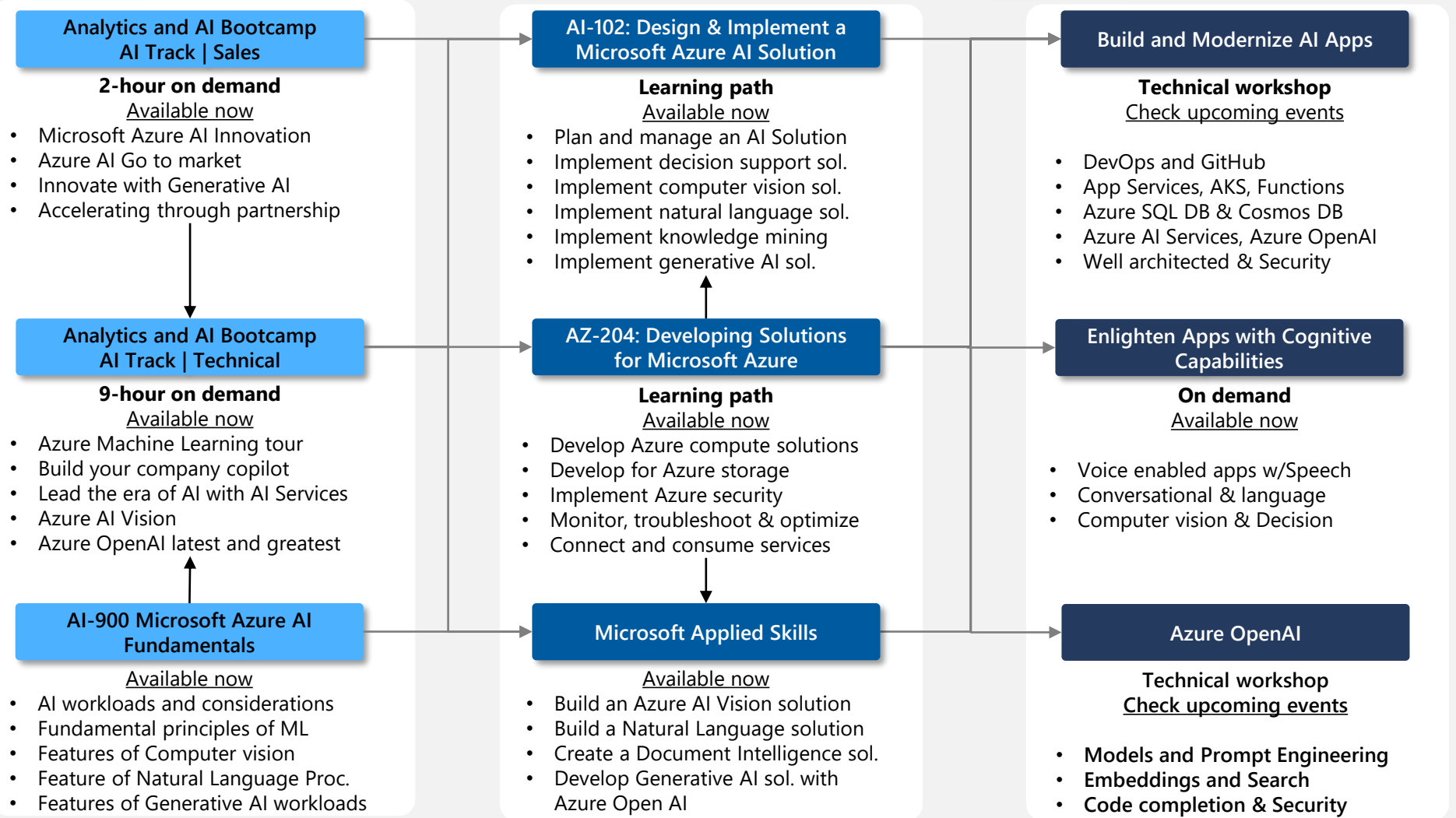
[Microsoft Cloud for Retail](#): May 13-15

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

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

H2 Azure event calendar for SMB

SMB event relevance

★★★★ High

★★★☆☆ Medium

May

Sales	<u>Level Up Copilot Sales Champion</u> On-demand, Access code: (MOKC-MCJB) ★★★★★
Certification	<u>Modular Training (On-demand)</u> ★★★★★
Delivery Enablement	<u>Microsoft Fabric (May 6-9, PDT)</u> ★★★☆☆
	<u>Migrate & Secure Workloads (May 13-16, IST)</u> ★★★☆☆
	<u>Azure OpenAI (May 7-9 PDT/BST/IST)</u> ★★★☆☆
	<u>Build & Modernize AI Apps (May 28-31, PDT/BST/IST)</u> ★★★☆☆

June

Sales	<u>Level Up Copilot Sales Champion</u> On-demand, Access code: (MOKC-MCJB) ★★★★★
Certification	<u>Azure Cloud Week</u> (June 10-14, CST/BST/PDT) ★★★★★
Delivery Enablement	<u>Microsoft Fabric Bootcamp (June 11-13, PDT/BST/IST)</u> (technical & sales roles) ★★★☆☆
	<u>Azure OpenAI (June 18-20, PDT/BST/IST)</u> ★★★☆☆
	<u>AKS Workshop (June 18-20, IST)</u> ★★★☆☆
	<u>Build & Modernize AI Apps (June 24-27, PDT/BST/IST)</u> ★★★☆☆

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.

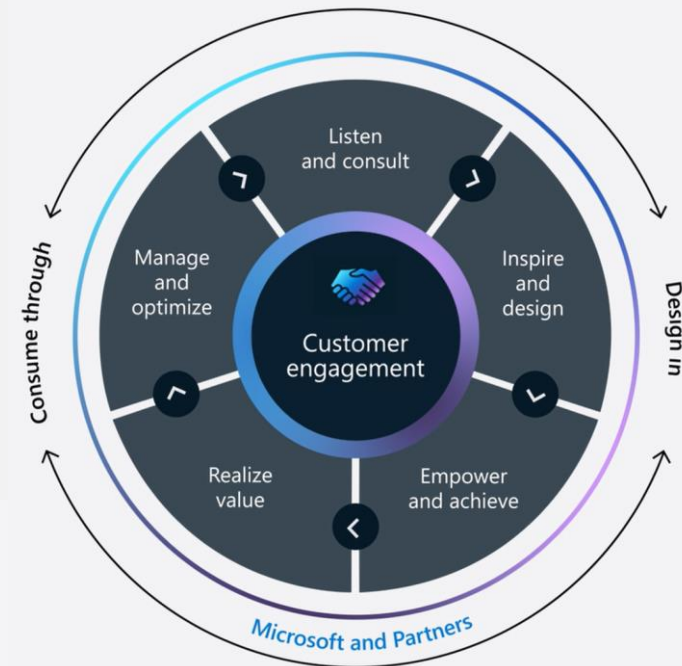
Why watch?

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](#)



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> 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>Azure Cloud Week for SMB June 10-14</p> <p>Microsoft Fabric Partner Bootcamp, June 11-13</p> <p>Level Up Copilot Sales Champion On-demand, Access code: (MOKC-MCJB)</p> <p>Resources:</p> <ol style="list-style-type: none"> Campaign in a box Additional resources
<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>	

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)

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.

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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 <ul style="list-style-type: none"> 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

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	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 <ul style="list-style-type: none"> 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)



Skilling requirements

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

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