



SMB Reseller Playbook

Modern Work

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

A go-to enablement guide for partners

The SMB Reseller Playbook is a guide for understanding the enablement offerings available to help skill up as an SMB partner organization, wherever you are in your learning journey.

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

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



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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 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

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 Sustainability](#): April 29-30 | [Microsoft Cloud for Retail](#): May 13-15

H2 Modern Work event calendar for SMB

SMB event relevance

★★★★ High ★★★☆ Medium

January

Sales	<p>SMB Partner Sales Bootcamp (Jan 16-17 & 25 PST + Jan 17-18 & 26 GMT/IST) ★★★★</p> <p>For technical & sales roles: ★★★★</p> <p>Microsoft Copilot Partner Bootcamp (Jan 30 - Feb 1 PST, Jan 31 - Feb 2 GMT/IST) ★★★☆☆</p> <p>Windows 365: Partnering for Success (Jan 11, PST & Jan 18, IST) ★★★☆☆</p> <p>CSP Masters Sales Bootcamp: Copilot for Microsoft 365 (Jan 24, PST & Jan 31, IST) ★★★★</p>
Certification	<p>Modular Training (On-demand) ★★★★</p>
Delivery Enablement	<p>Copilot for Microsoft 365 Pre-sales & Technical Bootcamp (Jan 31 - Feb 2, PST/GMT/IST) ★★★☆☆</p>

February

Sales	
Certification	<p>Modular Training (On-demand) ★★★★</p>
Delivery Enablement	<p>CSP Masters Technical Bootcamp: Copilot for Microsoft 365 (February 7-8, PST & February 20-21, IST) ★★★★</p> <p>Copilot for Microsoft 365 Pre-sales & Technical Bootcamp (Feb 27-29, PST/GMT/IST) ★★★★☆</p>

March

Sales	<p>CSP Masters Sales Bootcamp: Copilot for Microsoft 365 (March 5, PST & March 12, IST) ★★★★</p>
Certification	<p>Modern Work Cloud Week (March 4-8) ★★★★</p>
Delivery Enablement	<p>Copilot for Microsoft 365 Pre-sales, Deployment, & Adoption Bootcamp (Mar 26-28, PST/GMT/IST) ★★★★☆</p> <p>Frontline Worker Partner Technical Bootcamp March 6-7 (PST), March 13-14 (PST) ★★★☆☆</p> <p>CSP Masters Pre- and Post-Sales Technical Bootcamp: Copilot for Microsoft 365 (March 20, PDT & March 27, IST) ★★★☆☆</p>

April

Sales	<p>CSP Masters Sales Bootcamp: Copilot for Microsoft 365 (April 10, PDT) ★★★★</p>
Certification	<p>Modular Training (On-demand) ★★★★</p>
Delivery Enablement	<p>Copilot for Microsoft 365 Pre-sales, Deployment, & Adoption Bootcamp (Apr 23-25, PDT/BST/IST) ★★★☆☆</p> <p>CSP Masters Pre- and Post-Sales Technical Bootcamp: Copilot for Microsoft 365 (April 24 PDT) ★★★☆☆</p> <p>Level Up Copilot for Microsoft 365 Data Security Technical Champion (On-demand- Access code: ALLP-TCDK) ★★★☆☆</p>

May

Sales	<p>SMB Sales Bootcamp (May 14-16) ★★★★</p>
Certification	<p>Modern Work Cloud Week (May 13-17) ★★★★</p>
Delivery Enablement	<p>Copilot for Microsoft 365 Pre-sales, Deployment, & Adoption Bootcamp (May 21-23, PDT/BST/IST) ★★★☆☆</p> <p>CSP Masters Pre- and Post-Sales Technical Bootcamp: Copilot for Microsoft 365 (May 1, IST) ★★★☆☆</p> <p>Level Up Copilot for Microsoft 365 Data Security Technical Champion (On-demand- Access code: ALLP-TCDK) ★★★☆☆</p>

June

Sales	
Certification	<p>Modular Training (On-demand) ★★★★</p>
Delivery Enablement	<p>Copilot for Microsoft 365 Pre-sales, Deployment, & Adoption Bootcamp (Jun 18-20, PDT/BST/IST) ★★★☆☆</p> <p>Level Up Copilot for Microsoft 365 Data Security Technical Champion (On-demand- Access code: ALLP-TCDK) ★★★☆☆</p>

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:



Prepare

Gain additional skills with optional training



Earn

Pass an interactive, lab-based assessment



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.

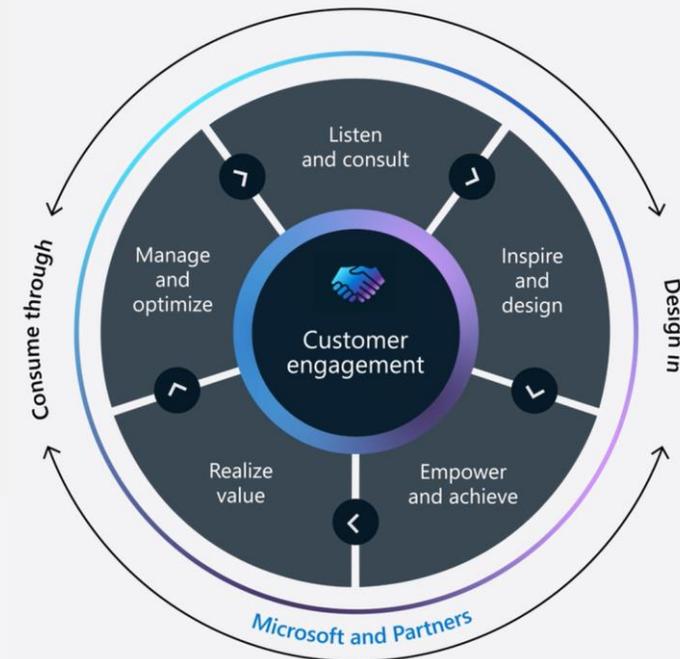
Why watch?

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.

- ▶ [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](#)
- ▶ [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](#)
May 14-16
- ⌂ [Microsoft 365 CSP Masters Program- Copilot for Microsoft 365 - Sales Bootcamp](#)



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

Modern Work

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

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

 **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

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

[Microsoft 365 CSP Masters Program](#) – Copilot for Microsoft 365 Sales & Technical Bootcamp

[Copilot for Microsoft 365 Pre-sales, Deployment & Adoption Bootcamps](#)

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

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

Azure OpenAI and Copilot Enablement offerings

Executive Enablement (On-Demand)

The **Microsoft Cloud Executive Enablement Series** provides partners with access to Microsoft's top executives and experts, who engage in insightful discussions surrounding the latest trends and technologies in the cloud and artificial intelligence.

[Learn more](#)

Sales Enablement (Live)

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

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

[Learn more](#)

Copilot Sales Enablement (On-Demand)

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

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

[Learn more](#)

Technical Enablement

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

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

[Learn more](#)

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

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

[Learn more](#)

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

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

[Learn more](#)

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

[Learn more](#)

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

Microsoft Level-Up for Partners

A holistic Partner Enablement offering

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

[Download playbook](#)

[Watch video](#)

Why register?

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

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



Sales

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'.

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 with the title 'Migrating Windows and SQL to Microsoft Azure and Implementing Security workshop' and a duration of 2:03 mins. A blue callout box at the bottom right 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.

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](#)



Appendix

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