



# SMB Reseller Playbook

## Business Applications

**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



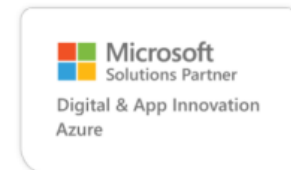
Solutions Partner  
for Business  
Applications



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.



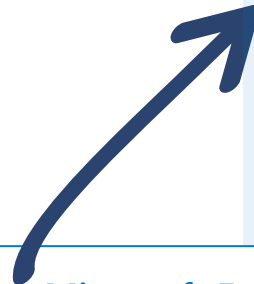
## Skilling

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 <b>Innovate with AI</b> 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 <b>Optimize Finance and Supply Chain</b> Accelerate Innovation with Low Code <b>SMB Scale Business Operations</b>	
MODERN WORK	Secure Productivity Converged Communications Cloud Endpoints Employee Experience Frontline Workers	



# Enablement initiatives and events

 <p><b>Level-Up for Partners</b> Access guided learning path</p>	<p><b>Microsoft Level-Up for Partners</b> is an interactive, holistic, on-demand enablement program for partners with a Solutions Partner designation, anchored on Microsoft SMB Solution Plays.</p>	<p><a href="#">Level-Up</a></p>
 <p><b>Sales &amp; Pre-Sales Enablement</b> Build solution play pipeline &amp; convert sales opportunities</p>	 <p><b>Certification Enablement</b> Build Microsoft AI Cloud Partner Program capability</p>	 <p><b>Delivery Enablement</b> Build project readiness</p>
<p><b>Microsoft Sales Bootcamps</b> 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:</p> <p><a href="#">Sales Bootcamps</a></p>	<p><b>Microsoft Cloud Week for Partners</b> is a five-day event that prepares you for Microsoft advanced role-based certifications.</p> <p>Click below for more information:</p> <p><a href="#">Azure</a>   <a href="#">Security</a> <a href="#">Modern Work</a>   <a href="#">Biz Apps</a></p>	<p><b>Depth workshops</b> offer intermediate to advanced training to help experienced technical professionals deepen their capability in specific lines of technology.</p> <p>Click below for more information:</p> <p><a href="#">Azure</a>   <a href="#">Security</a> <a href="#">Modern Work*</a>   <a href="#">Biz Apps</a></p>
<p><b>Partner Sales Acceleration Program</b> offers best practices and presentation resources for shaping a business-first sales model. Click below for more information:</p> <p><a href="#">PSAP</a></p>	<p><b>Modular training</b> 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:</p> <p><a href="#">Modular Training Videos</a></p>	<p>*This workshop covers Copilot for Microsoft 365</p>
<p><b>Microsoft Cloud Executive Enablement Series</b> offers discussions hosted by senior leaders on the latest cloud trends and technologies. Click below for more information:</p> <p><a href="#">Podcast</a>   <a href="#">Vodcast</a></p>		
<p><b>Solution Play Sales Enablement &amp; Solution Play Pre-Sales Enablement</b></p> <p><a href="#">On-demand</a></p>		
<p><b>High-Volume Acceleration</b> is training spanning all of sales and delivery for <a href="#">Business Applications Solution Area</a>. <a href="#">High-Volume Acceleration – Fundamentals</a>   <a href="#">High-Volume Acceleration – Advanced</a></p>		
<p><b>Industry Cloud events</b> are project-ready trainings aimed to help you get versed in specific Microsoft Industry Clouds. <a href="#">Microsoft Cloud for Sustainability</a>: April 29-30   <a href="#">Microsoft Cloud for Retail</a>: May 13-15</p>		

# FY24 Business Applications event calendar for SMB

## SMB event relevance

★★★★ High      ★★★☆☆ Medium

### January

Sales	<p>SMB Partner Sales Bootcamp (Jan 16-17 &amp; 25 PST, Jan 17-18 &amp; 26 GMT/IST) ★★★★★</p> <p><b>For technical &amp; sales roles:</b>  <u>High Volume Acceleration – Advanced</u> ★★★★★                      (Jan 16 start, PST)</p> <p>MS Copilot Partner Bootcamp (Jan 30 - Feb 1 PST, Jan 31 - Feb 2 GMT/IST) ★★★☆☆</p>
Certification	<p>Modular Training (On-demand) ★★★★★</p>
Delivery Enablement	<p>Reimagine Process Automation with AI &amp; Power Automate Workshop (Jan 23-25, GMT) ★★★★★</p> <p>Customer Success Series (Jan 25, GMT) ★★★☆☆</p> <p>Build Next Gen AI Powered Customer Experiences w/ Dynamics 365 Customer Insights (Jan 30- Feb 1, GMT/IST) ★★★★★</p>

### February

Sales	<p><b>For technical &amp; sales roles:</b>  <u>High Volume Acceleration – Advanced</u> ★★★★★                      (Feb 6 start, PST)</p>
Certification	<p>Modular Training (On-demand) ★★★★★</p>
Delivery Enablement	<p>Build &amp; Extend AI Powered Copilots with Copilot Studio Workshop (Feb 21-23, GMT/IST) ★★★★★</p> <p>Microsoft Cloud for Sustainability (Feb 5-6) ★★★★★</p> <p>Microsoft Cloud for Healthcare (Feb 12-16) ★★★★★</p>

### March

Sales	<p><b>For technical &amp; sales roles:</b>  <u>High Volume Acceleration – Advanced</u> ★★★★★                      (March 4 start, PST)</p>
Certification	<p>Business Applications Cloud Week (Mar 18-22) ★★★★★</p>
Delivery Enablement	<p>Build &amp; Extend AI Powered Copilots with Copilot Studio Workshops (Mar 5-7, PST) ★★★★★</p> <p>Microsoft Cloud for Retail (March 11-13) ★★★★★</p> <p>Build AI Powered Customer Experiences w/ Dynamics 365 Customer Insights-Journeys (March 19-21, PDT) ★★★★★</p> <p>Customer Success Series (March 21, GMT) ★★★★★</p>

### April

Sales	<p><b>For technical &amp; sales roles:</b>  <u>High Volume Acceleration – Advanced</u> ★★★★★                      (April 24 start, PDT)</p>
Certification	<p>Modular Training (On-demand) ★★★★★</p>
Delivery Enablement	<p><b>For technical &amp; sales roles:</b>  <u>Business Performance Planning and Analytics Bootcamp</u> (Apr 9-11, IST, April 10-12, BST, April 16-18 PDT) ★★★★★</p> <p>Microsoft Cloud for Sustainability (April 30) ★★★★★</p> <p>Dynamics 365 Supply Chain Management – Demand Planning Workshop (April 30, PDT) ★★★★★</p>

### May

Sales	<p>SMB Sales Bootcamp (May 14-16, PDT/BST/IST) ★★★★★</p> <p><b>For technical &amp; sales roles:</b>  <u>High Volume Acceleration – Advanced</u> ★★★★★                      (May 7 start, PST)</p>
Certification	<p>Modular Training (On-demand) ★★★★★</p>
Delivery Enablement	<p>Microsoft Cloud for Retail (May 13-15) ★★★★★</p> <p>Dynamics 365 Customer Service Omnichannel Workshop (May 28-30, BST/IST) ★★★★★</p> <p>Process Automation Scenarios Workshop (May 28-30, PDT) ★★★★★</p>

### June

Sales	
Certification	<p>Modular Training (On-demand) ★★★★★</p>
Delivery Enablement	<p>Process Automation Scenarios Workshop (June 4-6, BST/IST) ★★★★★</p> <p>Dynamics 365 Supply Chain Management-Demand Planning Workshop (Jun 11, BST/IST) ★★★★★</p> <p>Dynamics 365 Customer Service Omnichannel Workshop (Jun 25-27, PDT) ★★★★★</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:

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](https://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.

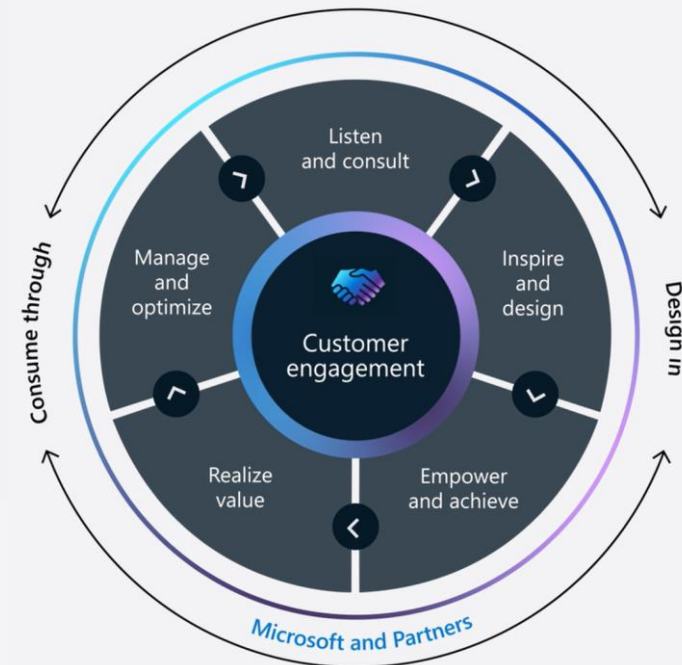
### Why watch?

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](#)



# 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 \(On demand\)](#)



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](#)  
May 14-16



Reference

Audience:







- Sales & Pre-Sales
- Technical

Format:

- On-demand
- (🔊) Live

# Business Applications

## Enablement offerings for SMB Reseller

<b>Enablement start</b>	 <p><b>Microsoft Level-Up for Partners</b> 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>				 <b>Don't miss:</b> <a href="#">Level-Up for Partners</a> Connect with Microsoft PM to activate  <a href="#">Solution Play Enablement</a> (see Level Up)  <a href="#">SMB Sales Bootcamp</a> May 14-16  <a href="#">High Volume Practice Program</a> Available now			
<b>Enablement focus</b>	 <b>Sales</b>	 <b>Pre-Sales</b>	 <b>Certification</b>	 <b>Delivery</b>				
<b>Offerings</b> (click to access)	<table border="1"><tr><td data-bbox="522 735 881 999"><p><a href="#">Sales Bootcamp</a> <a href="#">Partner Sales Acceleration Program</a> Executive Sales Series: <a href="#">Podcast</a> and <a href="#">Vodcast</a> High Volume Practice Program: <a href="#">Fundamentals</a> and <a href="#">Advanced</a></p></td><td data-bbox="886 735 1263 999"><p><a href="#">FY24 Solution Play Sales Enablement</a> <a href="#">FY24 Solution Play Pre-Sales Enablement</a></p></td><td data-bbox="1268 735 1646 999"><p><a href="#">Cloud Week</a> <i>*Mainstream solution play aligned certifications to be prioritized</i></p></td><td data-bbox="1651 735 2033 999"><p><a href="#">Delivery Enablement: Depth Workshops</a></p></td></tr></table>				<p><a href="#">Sales Bootcamp</a> <a href="#">Partner Sales Acceleration Program</a> Executive Sales Series: <a href="#">Podcast</a> and <a href="#">Vodcast</a> High Volume Practice Program: <a href="#">Fundamentals</a> and <a href="#">Advanced</a></p>	<p><a href="#">FY24 Solution Play Sales Enablement</a> <a href="#">FY24 Solution Play Pre-Sales Enablement</a></p>	<p><a href="#">Cloud Week</a> <i>*Mainstream solution play aligned certifications to be prioritized</i></p>	<p><a href="#">Delivery Enablement: Depth Workshops</a></p>
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<b>Prioritized solution plays</b>	<table border="1"><tr><td data-bbox="522 1035 1263 1332">SMB Scale Business Operations</td><td data-bbox="1268 1035 1646 1332">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)</td><td data-bbox="1651 1035 2033 1332">SMB Scale Business Operations</td></tr></table>				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	
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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](#)

# 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](mailto: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 on the Microsoft Level-Up platform. It features a search bar at the top with the text 'Search By Courses Name, Category name, Hands on Labs'. Below the search bar are several filter options: 'Solution Areas', 'Target Audience', 'Level', and 'Certification Course'. The main content area displays a grid of course cards. Each card includes a thumbnail image, the course title, the difficulty level (e.g., 'Intermediate'), and the duration (e.g., '16 hours'). The courses shown include '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' in progress. The progress bar indicates 6% completion. The course is divided into parts, with 'Part1- Accelerate Migration with Cloud Adoption Framework (CAF) for Azure' being the current focus. The course content includes a 'Welcome' section, an 'Introduction to Cloud Adoption Framework (CAF) for Microsoft Azure', and sections for 'Defining strategy' and 'Plan methodology'. A video player is visible on the right side of the screen, showing a workshop titled 'Migrating Windows and SQL to Microsoft Azure and Implementing Security workshop'. The video player shows a duration of 2:03 mins. At the bottom of the video player, 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](mailto: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"> <li>Transform SMB operations with Dynamics 365</li> <li>Revolutionize SMB processes with Microsoft Power Platform</li> <li>Empower your sellers and accelerate your revenue with Microsoft Dynamics 365</li> </ul>	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"> <li>Transform SMB operations with Dynamics 365 Business Central</li> <li>Simplify Business Processes with Power Platform Low-Code solutions</li> <li>Empower your sellers and accelerate your revenue with Microsoft Dynamics 365 Sales</li> </ul>	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](mailto: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 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