



Microsoft Sweden Azure Infra Partner Community

January

2023-01-11 14:00





Speakers



Adam Palm
Partner Tech
Strategist



Caroline Söderberg
Program Advisor &
Marketing Support



Roger Morell
Cloud Solution Architect
Azure Core



Emma Jigelius
Partner Channel
Marketing Manager

Agenda

- What's new
 - specialization, EU data boundary...
- Marketing with Microsoft
- Azure Automanage
- Upcoming events and trainings
- Q&A



What's new?

Nya specialisering

Windows Server and SQL Server Migration + Linux and Open-Source Database Migration
=
Infra and Database Migration to Microsoft Azure specialization

EU Data Boundary for the Microsoft Cloud



The EU Data Boundary for the Microsoft Cloud

An update on our Progress:

Microsoft will begin a phased rollout of the EU Data Boundary on January 1st, 2023, to public sector and commercial customers in the European Union (EU) and the European Free Trade Association (EFTA).

Phase 1 will be completed and available to our customers for January 1st, 2023.

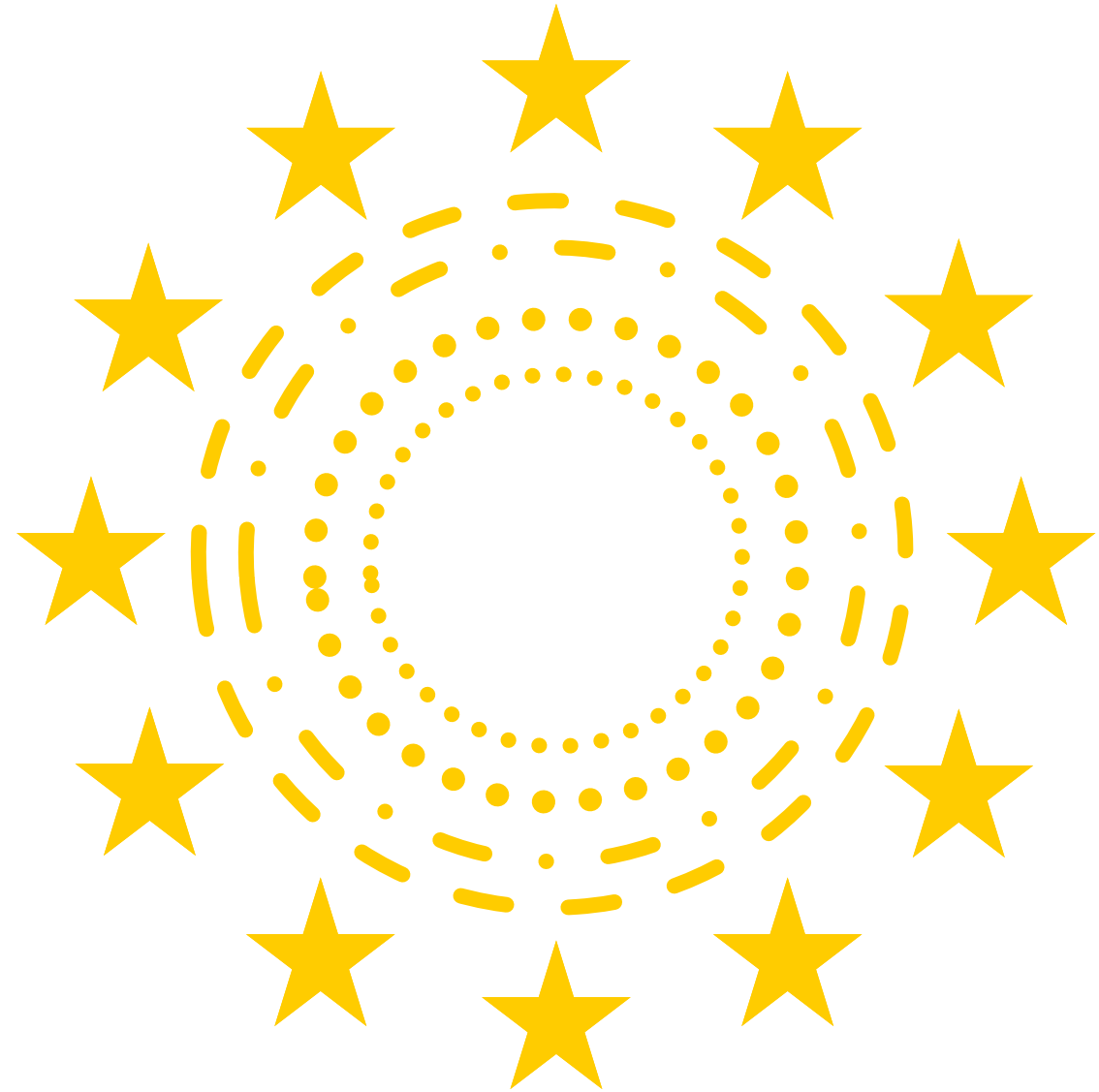


The EU Data Boundary for the Microsoft Cloud

What is the EU Data Boundary

The Microsoft EU Data Boundary for the Microsoft Cloud is an industry-leading solution that further enables public sector and commercial customers the ability to store and process their customer data within the EU Data Boundary for **Microsoft 365, Azure, Power Platform, and Dynamics 365 online services**

The EU Data Boundary enhances Microsoft's data residency commitments for customer and personal data stored and processed in the European Union (EU) and the European Free Trade Association (EFTA).



The EU Data Boundary for the Microsoft Cloud

Scope of the EU Data Boundary

The EU Data Boundary commitment will apply to customer tenants operating in the EU and EFTA countries. The EU Data Boundary will store and process Customer Data (as defined in our DPA) for the majority of **Azure**, **Dynamics 365**, **Power Platform**, and **Microsoft 365** services in the EU Data Boundary.



Phase 3 | 2024

Support data

Support Data:

Store support data in the boundary of the EU.
Limit access to this data from outside the boundary of the EU.

Phase 2 | End of year – 2023

Pseudonymized personal data

Pseudonymized personal data that may be found in system generated logs stored & processed in EU for Microsoft 365, Dynamics 365, Power Platform, Azure services.

EU Data Boundary Roadmap

Announcing our phased rollout for the EU Data Boundary

Phase 1

Customer data and documentation

January 1, 2023

Customer data storage & processing in the EU Data Boundary for the majority of Microsoft 365, Dynamics 365, Power Platform, and Azure Services.

Transparency documentation begins to roll out, inclusive of limited transfers.

Phase 1 brings by far the largest portion of your personal data into the scope of the EU Data Boundary.

Resurser till alla partners

Alla Microsoft Partners har tillgång till självbetjäningsresurser online för att skapa en stark marknadsförings- och försäljningsrörelse.



Kom igång med er marknadsföringsresa med nedanstående marknadsföringsresurser!



Geo-expansion Webinar Series

Webbseminarieserie som går varannan månad för att ge bästa praxis, ta in expertsäljare och byråer som är specialiserade på att hjälpa partners att landa på specifika marknader (Asien, Europa, Nordamerika). [Get started.](#)



Smart Partner Marketing

OnDemand-utbildning för att förbättra ditt marknadsföringsteam, inklusive branschtrender på toppnivå, marknadsundersökningar och bästa praxis. [Get started.](#)



Sales enablement platform

Microsoft Office-plugin-program till Qorus Content Hub som hjälper dig att hitta, skapa och dela Microsoft-marknadsföringsresurser direkt från dina Office 365-appar. [Get started.](#)



Partner Marketing Center

Digitalt innehåll för lösningsspecifikt marknadsförings-, försäljnings- och beredskapsmaterial, inklusive kundpitch decks, förskrivna e-postmeddelanden och marknadsföringstillgångar för dina kampanjer. [Get started.](#)



Geo-expansion readiness assessment

Readiness assessment för att expandera och växa ditt företag till nya geografiska områden. [Get started.](#)

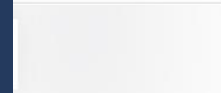
Marketplace Marketing

to Azure Marketplace. Discover, try, and deploy the cloud software you want.

[Browse all apps](#)

[Check out the latest announcements](#)

Featured apps



MongoDB Atlas on Azure
By MongoDB, Inc.

★★★★☆ (6)

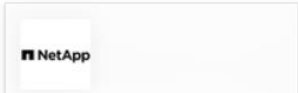
Get it now



Elasticsearch (Elastic Cloud)
By Elastic

Starts at Free

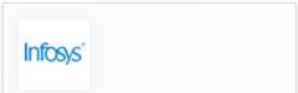
Get it now



NetApp Cloud Volumes ONTAP – Cloud Storage
By NetApp

Starts at \$0.75/hour

Free software trial



Infosys Cloud Data Validation Solution
By Infosys Limited

★★★★★ (1)

Contact me



AvePoint Governance Automation Server
By AvePoint Inc.

Contact me

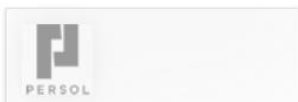
Featured Consulting services

Connect with Gold and Silver Microsoft Cloud Competency partners to facilitate your adoption of Azure. [Browse all Consulting services](#) >



Platform: 30 Days Demonstration
By Persol LLC

¥500,000



Windows Virtual Desktop 2週間の検証支援
By PERSOL PROCESS & TECHNOLOGY ...

¥500,000



Linux & Open Source DB to Azure-3wk...
By Adfolks

\$5,000



Innovation Lab: 4 - Wk Proof of Concept
By Agic Technology S.r.l.

5



Windows Virtual Desktop 1-Week Proof of Concept
By Alpha Data LLC, Dubai

\$3,000

Marketing with Microsoft

Digital Marketing Content (DMC)

Digitalt marknadsföringsinnehåll OnDemand fungerar som en personlig digital marknadsföringsassistent och levererar nytt, relevant och anpassat innehåll att dela på sociala medier, e-post, webbplats eller blogg.

Referenscase

Referenscase gör det möjligt för partners att visa upp sina lösningar i en verklig miljö och är perfekt att ha som marknadsföringstillgång.

Cloud Ascent

Detaljerad kundinformation för att hjälpa till att rikta in sig effektivt. Kundbenägenhetsrapporter tillgängliga för M365, Surface, O365, Dynamics Finance & Ops, Bus.

Brand guidelines & hemsidor

Resurser och core elements i Microsoft-logotypen och granskning av partner förpackning på webbplatser

Event Finder & SMB Workshops

Event Finder är en plattform där Microsoft-partner kan marknadsföra sina kommande evenemang, workshops och webbseminarier. Vidare kan Microsoft hjälpa till med att samordna och arrangera dessa workshops.

Co-op Marketing Funds

Co-Op-medel gör det möjligt för partners att genomföra marknadsföringsaktiviteter som ökar medvetenheten och driver tillväxt i försäljningspipelinen. Partner kan använda den för att gå utöver sin nuvarande kundbas.

Kontakta mig gärna på v-csoderberg@microsoft.com eller lägg till mig på LinkedIn!

Co-op

Vad är Co-op?

Co-op är marketing funds som partners tjänar in genom olika Microsoft Incentives Programs. Pengarna är öronmärkta att användas till marknadsaktiviteter som förstärker brand awareness, kompetens eller driver försäljning. Pengarna behöver claimas och betalas ut i utbyte mot POE från partner.

Vem tjänar Co-op?

Partners som är enrolled i Microsoft Incentive Programs. T.ex. CSP, hosting och Surface.

Hur mycket co-op tjänar man?

Incentives skiljer sig åt mellan olika Incentive Programs, men av de incentives som tjänas in fördelas 60% som rebates och 40% som co-op.

Tjänar en partner mindre co-op än the threshold (10 000 USD) så betalas summan ut som rebates istället.

Vilka är intjäningsperioderna?

Co-op-året är uppdelat i två intjäningsperioder/claim periods. H1 och H2. Det som tjänas in i H1, kan spenderas i H2, och vice versa.

Hur claimas co-op?

Co-op claimas i Partner Center av Global Admin, Incentives Admin eller Incentives user. Partnern har upp till 45 dagar efter claim periodens slut. För H1 FY23 är deadline att claima den **15 februari**, för hösten och den **15 augusti** för våren.

Partner behöver skicka med minst 2 POE (ibland fler).

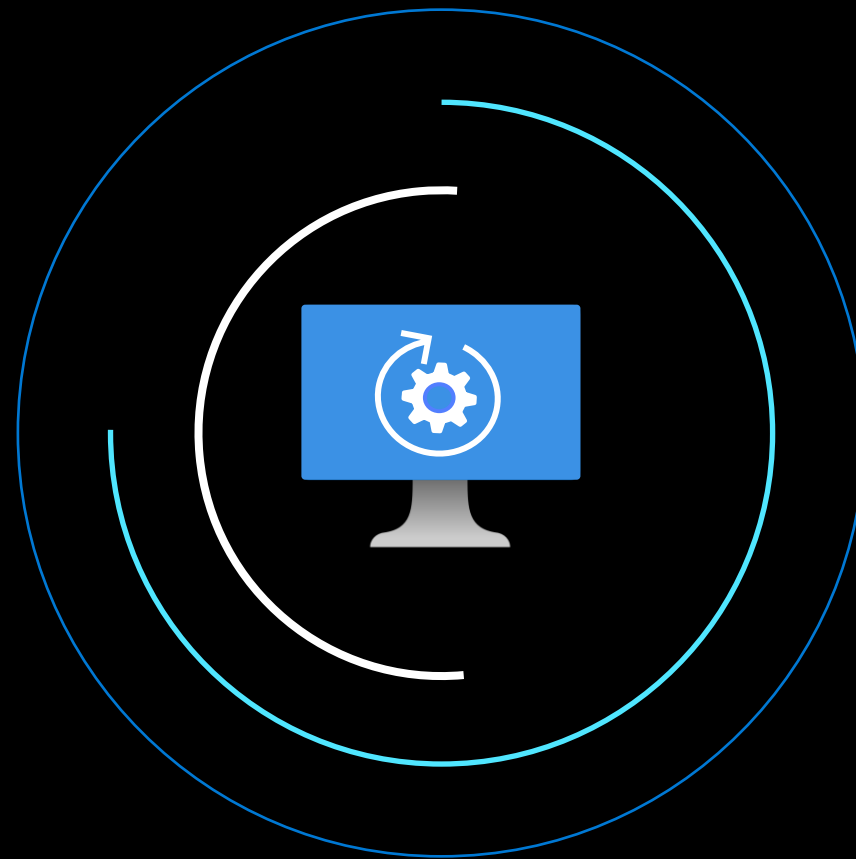
Vad kan claimas?

Aktiviteter inom Demand Generation, Market Development och Readiness.

3:e parts faktura ett krav.

I Partner Center ser ni hur mycket ni har i Co-op.

INTRODUCING Microsoft Azure Automanage



Customer challenges

IT management is complex

1.

Reducing OpEx costs

IT admins are responsible for day-to-day administration tasks such as backup, disaster recovery, and security updates

2.

Improving operational security

Ensuring that apps and data remain secure against growing security threats compounds this administrative burden

3.

Optimizing operations

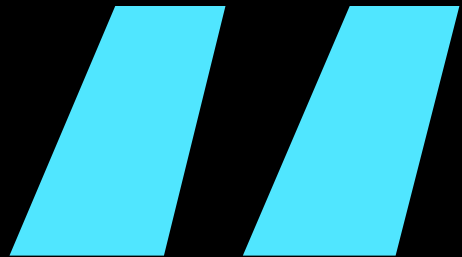
Maintaining operating servers on-premises can be complex and time-consuming

4.

Keeping pace with cloud innovation

Managing virtual machines in the cloud requires expertise with cloud management tools as well as keeping pace with cloud innovations when new management services and features become available

Customer commentary



"Developers don't want to manage servers or spend their time on menial tasks."

—Global research and advisory firm



"Anything that simplifies the day-to-day management of the operating system is a differentiator. We'd choose **Azure** over other providers for these capabilities alone."

—Fortune 500 apparel and sporting goods company

Azure Automanage

Simplify and optimize IT management with automated operations



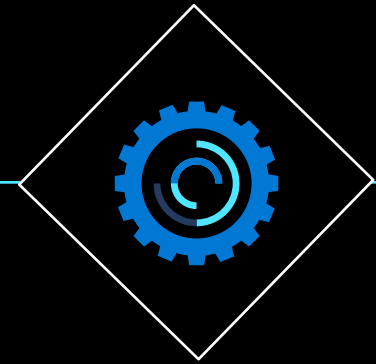
Simplified configuration of
virtual machines anywhere

+



Automated operations for
continuous security and
management at scale

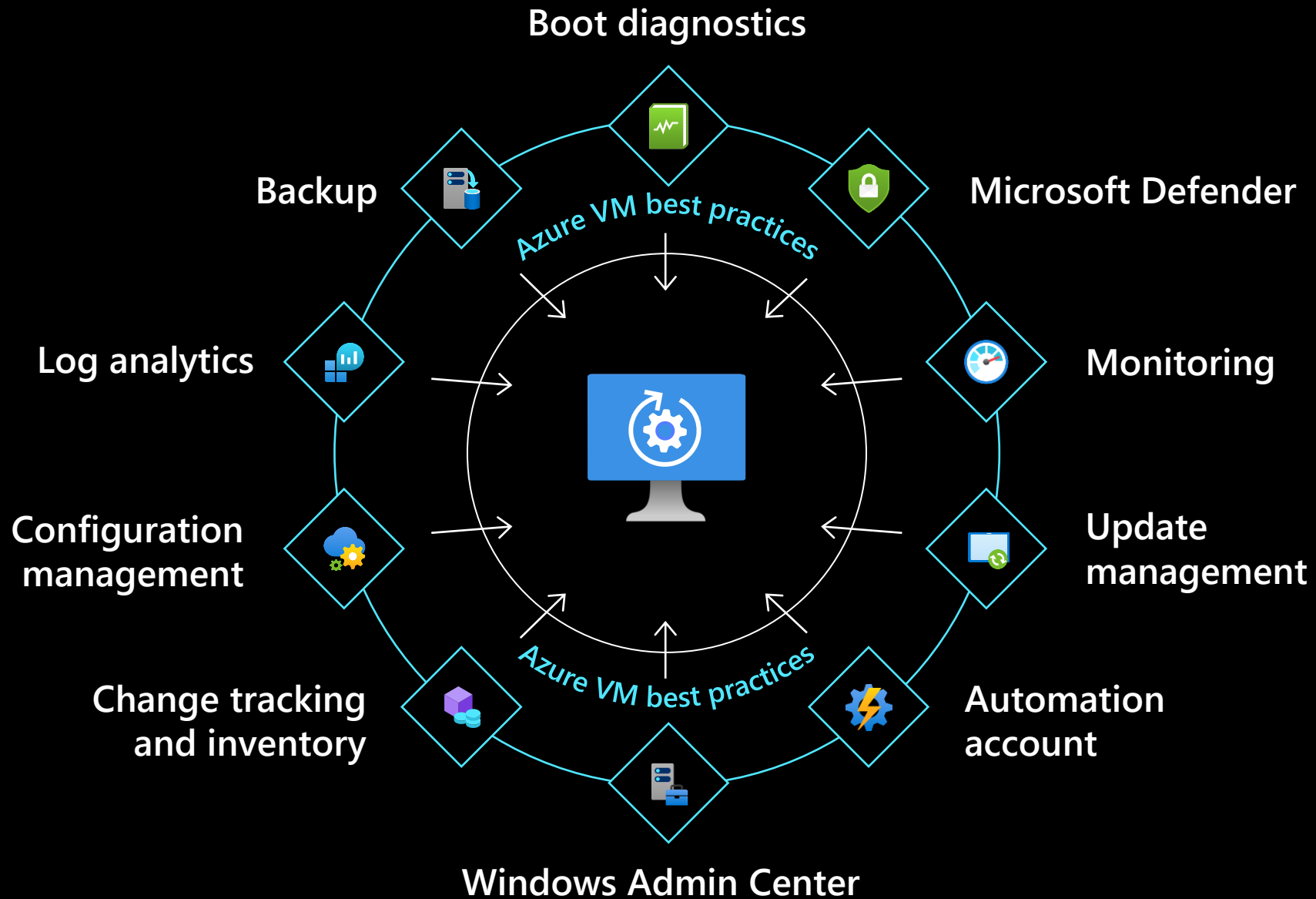
+



Innovative capabilities
for Windows Server
on Azure

Reduce day-to-day VM management tasks with optimized,
automated operations across the entire lifecycle of dev/test
and production virtual machines (VMs)

Intelligently onboard to select Azure services



Azure Automanage for Windows Server

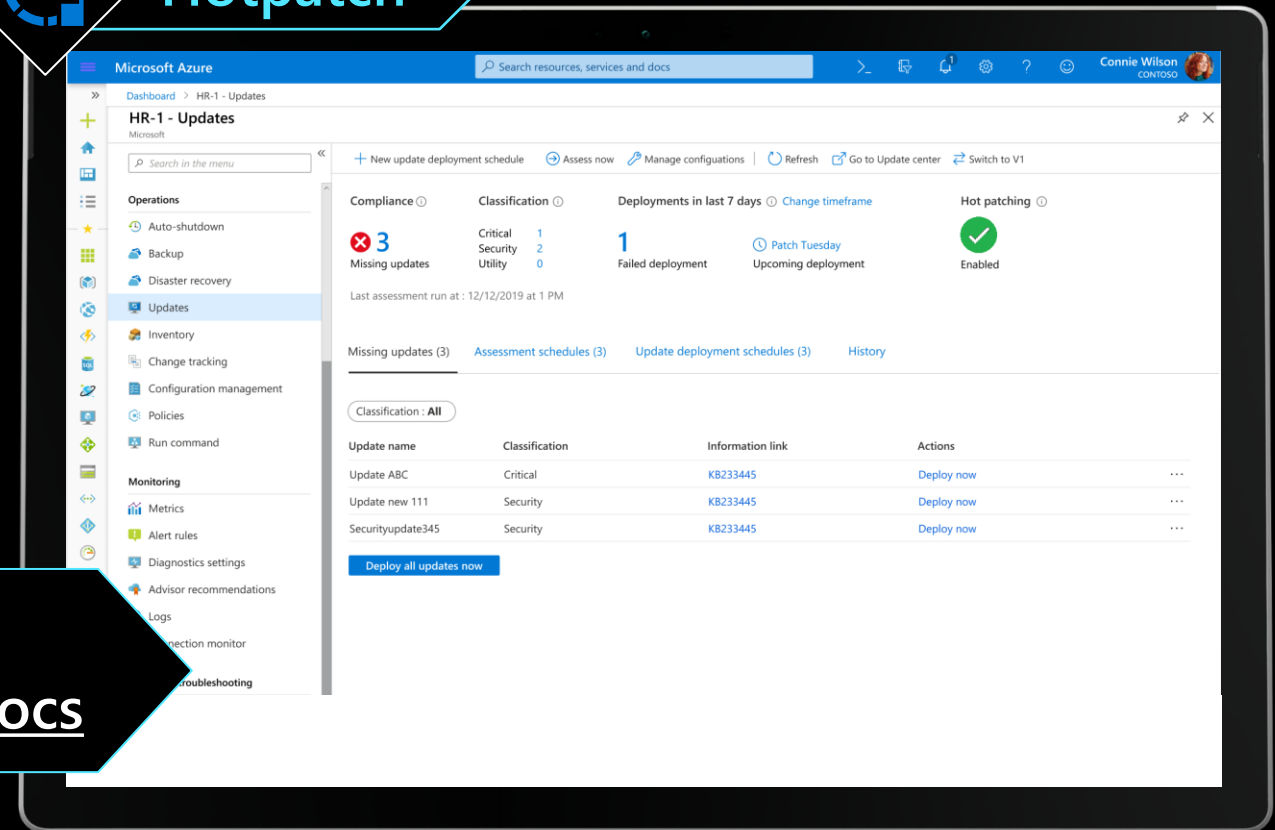
Apply security patches without reboot to protect against critical threats

Reduce downtime for apps and services running on Windows Server VMs

Automatic enrollment for ease of service discoverability



Hotpatch



Learn more at:
aka.ms/AzureAutomanageforWSDocs



Expansion of Azure Automanage to Linux

Support for all major Linux distributions—
CentOS, RHEL, Ubuntu, and SLES



Deploy Automanage on your Linux VMs using the
Azure portal, ARM templates, or Azure Policy—
just like you would for Windows Server VMs

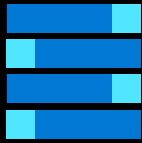


Difference between Automanage best practice services applied to Windows Server and Linux

	DEV/TEST Windows	DEV/TEST Linux	PRODUCTION Windows	PRODUCTION Linux
Backup	X	X	✓	✓
Microsoft Defender	✓	✓	✓	✓
VM insights monitoring	X	X	✓	✓
Boot diagnostics	✓	✓	✓	✓
Windows Admin Center	✓	X	X	X
Change tracking	✓	✓	✓	✓
Inventory	✓	✓	✓	✓
Microsoft Antimalware	✓	X	✓	X
Machine config. and baseline	✓ AUDIT AND REMEDIATE	✓ AUDIT ONLY	✓ AUDIT AND REMEDIATE	✓ AUDIT ONLY
Update management	✓	✓	✓	✓
Automation account	✓	✓	✓	✓
Log analytics workspace	✓	✓	✓	✓

Expansion of Azure Automanage to Azure Arc

Manage your on-premises and multi-cloud servers with Automanage + Azure Arc



Reach

Linux, Windows,
VMs and Bare-Metal
Domain agnostic



Organize and inventory

At scale searchable inventory
Unify management experience
Consistent VM extensions
Integrate with Azure Lighthouse



Governance and security

Built-in Azure policies
Server security baselines
Compliance across environments



Role-based operations

Central IT to manage
at-scale operations
Workload owners manage
based on their access



Any infrastructure, familiar tools



Microsoft Azure

Search resources, services and docs

Home >

Automanage - virtual machines

Microsoft

Enable on existing VM
 Edit columns
 Refresh
 Start
 Restart
 Stop
 Disable automanagement

Automanage takes over the day to day aspects of running server operating systems. Automatically onboard to and configure services compliant to Azure best practices. [Learn more](#)

Search
 Subscription : All
 Resource group : All
 Configuration profile : All
 Profile status : All

Showing 10 items.

☐	Name ↑↓	Configuration profile ↑↓	Configuration preference
☐	My-VM-01	Azure Best Practices - Prod	My-Custom-Preference
☐	My-VM-02	Azure Best Practices - Prod	My-Custom-Preference
☐	My-VM-03	Azure Best Practices - Prod	My-Custom-Preference
☐	My-VM-04	Azure Best Practices - DevTest	Default
☐	My-VM-05	Azure Best Practices - DevTest	Default
☐	My-VM-06	Azure Best Practices - DevTest	Default
☐	My-VM-07	Azure Best Practices - Prod	Default
☐	My-VM-08	Azure Best Practices - Prod	Default
☐	My-VM-09	Azure Best Practices - Prod	Default
☐	My-VM-10	Azure Best Practices - Prod	Default

Microsoft Azure (Preview)

Search resources, services and docs

Home >

Automanage - Azure virtual machine best practices

PREVIEW

Enable on existing VM
 Refresh
 Disable automanagement

Name : Any
 Subscription : Contoso
 Configuration profile : All

0 items.

☐	Name ↑↓	Configuration profile ↑↓	Configuration preferences ↑↓	Status ↑↓	Account ↑↓	Subscription ↑↓	Resource group ↑↓
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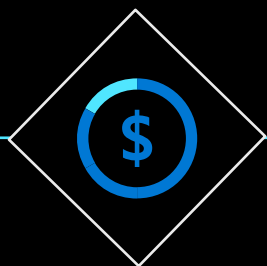
No automanaged machines to display.

Enable Automanage - Azure virtual machine best practices on machines to simplify your management experience. [Learn more](#)

Enable on existing VM



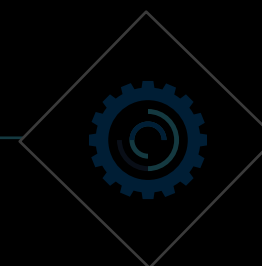
Watch the video at:
aka.ms/Automanageshortvideo



Save time and costs by simplifying configuration of virtual machines anywhere



Automate operations for continuous security and management at scale



Innovative capabilities for Windows Server on Azure



Yesterday

Read and understand how to implement the best practices outlined in Azure's Cloud Adoption Framework (CAF) for monitoring, backup, security, and management



Today

Automate onboarding and configuration of Windows and Linux servers to best-practice Azure services such as [Azure Monitor](#), [Azure Backup](#) and [Security Center](#) and familiar tools such as [Windows Admin Center](#) to realize operational savings



Yesterday

Spend time configuring VMs with the necessary Azure services for production and dev/test workloads as defined by CAF



Today

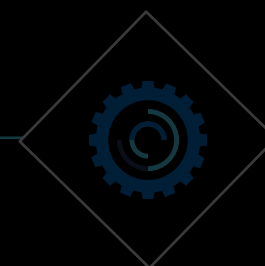
Save time by choosing from predefined configurations or create custom configurations for dev/test and production VMs to meet company requirements in Azure or hybrid environments through [Azure Arc](#)



Save time and costs by simplifying configuration of virtual machines anywhere



Automate operations for continuous security and management at scale



Innovative capabilities for Windows Server on Azure



Yesterday

Ensure Azure services are applied to all future VMs by writing custom policies



Today

Improve workload uptime by proactively detecting and automatically remediating drift if machines diverge from the desired configuration state.



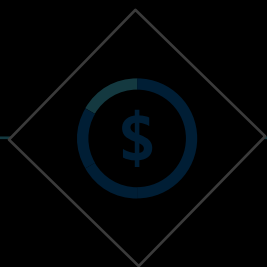
Yesterday

Continuously monitor VMs and all their services to ensure your workload is configured properly



Today

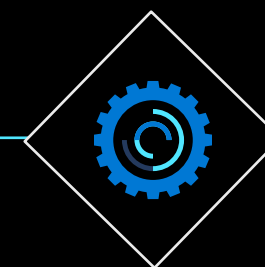
Reduce risk by automating frequent, error-prone tasks such as applying the [Microsoft server security baseline](#) to efficiently maintain operational security.



Save time and costs by simplifying configuration of virtual machines anywhere



Automate operations for continuous security and management at scale



Innovative capabilities for Windows Server on Azure



Reboot and shut down applications every time a patch is installed

Yesterday



Apply security patches without rebooting your Windows Server virtual machines with [hotpatch](#) to protect against critical threats and reduce downtime

Today



Change IP addresses of on-premises VMs when migrating to Azure

Yesterday



[Extend an on-premises subnet into Azure](#) to let on-premises virtual machines keep their original on-premises private IP addresses when migrating to Azure.

Today



Openly transport files over untrusted networks like the Internet

Yesterday



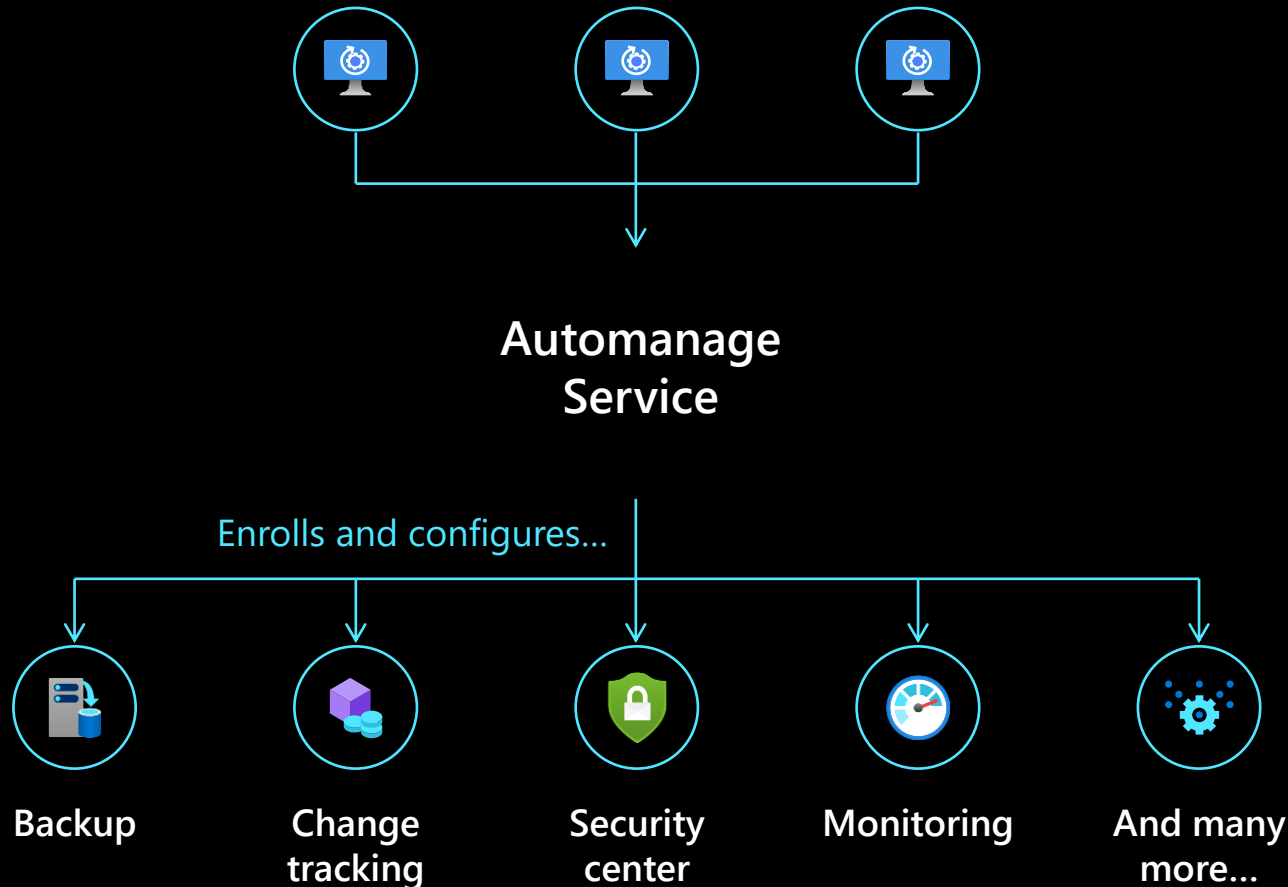
Use [SMB over QUIC](#), an alternative to TCP network transport, as an "SMB VPN" to provide secure, reliable connectivity to edge file servers

Today

All available through Windows Server Azure Edition

aka.ms/ws2022azureedition

Architecture view of Azure Automanage



HOW IT WORKS

1.

Users enable Automanage with a set of parameters

2.

Automanage service calls each service and configures with correct settings

3.

Automanage monitors the configuration on a regular cadence

4.

If drift is detected, Automanage brings the VM/associated resource back into the desired state

Key takeaways

Azure Automanage sets the stage for an exception-only management model



Automatically onboards to best-practice Azure services



Choose from predefined, best-practice profiles or create custom configuration profiles of your own



Configures guest operating system per Microsoft baseline configuration



Automatically detects for drift and corrects for it when detected



Onboarding:

Point-and-click portal experience | Azure Policy and PowerShell for at-scale scenarios | ARM

Get started!

[Aka.ms/Automanageportal](https://aka.ms/Automanageportal)

Learn more:

Azure.com

[Aka.ms/Automanage](https://aka.ms/Automanage)

Technical Documentation

[Aka.ms/AutomanageDocumentation](https://aka.ms/AutomanageDocumentation)



Azure. Invent with purpose.

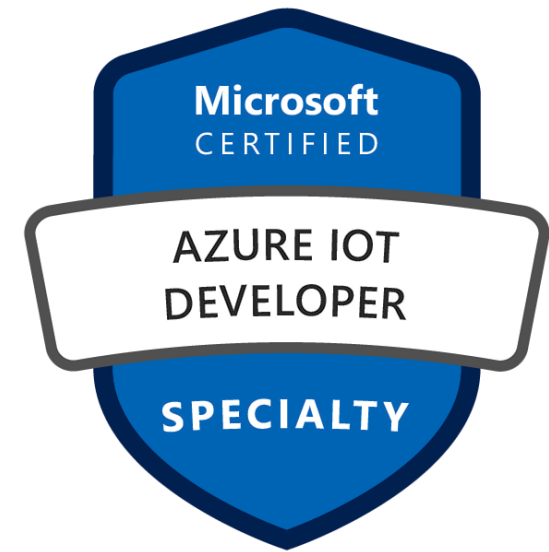


Upcoming events and trainings

a-ejigelius@microsoft.com



Certification trainings in Q3 – Save the date!

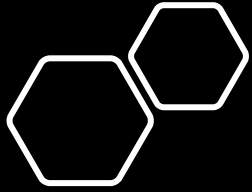


Registration pages available [here!](#)

All trainings will be online.

Where to find all local certification trainings: [Partner Training Calendar](#)

Certification Training	Start Date	End Date	Time
MS-500 Microsoft 365 Security Administration	07-Feb	10-Feb	9:00-16:30
MD-101 Managing Modern Desktop (short version)	14-Feb	16-Feb	9:00-16:30
MB-300 Microsoft Dynamics 365: Core Finance and Operations	27-Feb	28-Feb	9:00-16:30
AZ-500 Microsoft Azure Security Technologies	07-Mar	10-Mar	9:00-16:30
SC-300 Microsoft Identity and Access Administrator	13-Mar	16-Mar	9:00-16:30
PL-200 Microsoft Power Platform Functional Consultant	20-Mar	23-Mar	9:00-16:30
AI-102 Designing and Implementing a Microsoft Azure AI Solution	27-Mar	30-Mar	9:00-16:30



Certifications

- aka.ms/TrainCertPoster
- microsoft.com/certifications
- Bläddra bland certifieringar efter roll
- Populära certifieringar
- Hur man förbereder sig för examination

Microsoft

Become Microsoft Certified

Learn more at: microsoft.com/certifications

Full certification title
★ Expert certification
🔒 This certification has prerequisites
MB-300 → MB-310 → Earn requirements

	Azure	Dynamics 365	Microsoft 365	Power Platform	Security, Compliance, and Identity
Fundamentals Master the basics	Azure Fundamentals AZ-900 Azure Data Fundamentals DP-900	Azure AI Fundamentals AI-900	Dynamics 365 Fundamentals (CRM) MB-310 Dynamics 365 Fundamentals (ERP) MB-320	Microsoft 365 Fundamentals MS-900	Power Platform Fundamentals PL-900 Security, Compliance, and Identity Fundamentals SC-900
Role-based Expand your technical skill set	Azure Administrator Associate AZ-804 Azure Security Engineer Associate AZ-500 Azure Network Engineer Associate AZ-700 Azure AI Engineer Associate AI-902 Azure Data Engineer Associate DP-203 Azure Enterprise Data Analyst Associate DP-100 Azure Solutions Architect Expert AZ-805	Azure Developer Associate AZ-404 Azure Stack Hub Operator Associate AZ-500 Windows Server hybrid Administrator Associate AZ-600 Azure Data Scientist Associate DP-100 Azure Database Administrator Associate DP-300 DevOps Engineer Expert AZ-400	Dynamics 365 Sales Functional Consultant Associate MB-210 Dynamics 365 Customer Service Functional Consultant Associate MB-230 Dynamics 365 Finance Functional Consultant Associate MB-300 Dynamics 365 Supply Chain Management Functional Consultant Associate MB-200 Dynamics 365 Finance and Operations Apps Developer Associate MB-200 Dynamics 365 Business Central Functional Consultant Associate MB-600	Dynamics 365 Marketing Functional Consultant Associate MB-220 Dynamics 365 Field Service Functional Consultant Associate MB-240 Dynamics 365 Supply Chain Management Functional Consultant Associate MB-300 Dynamics 365 Commerce Functional Consultant Associate MB-330 Dynamics 365 Finance and Operations Apps Solution Architect Expert MB-700	Teams Application Developer Associate MS-600 Modern Desktop Administrator Associate MD-101 Teams Administrator Associate MS-100 Enterprise Administrator Expert MS-100 Microsoft 365 Security Administrator Associate MS-200 Microsoft 365 Security Analyst Associate MS-101 Microsoft 365 Security Information Protection Administrator Associate MS-500 Security Operations Analyst Associate SC-200 Identity and Access Administrator Associate SC-300 Information Protection Administrator Associate SC-400 Cybersecurity Architect Expert SC-500
Specialty Design, develop, and manage industry solutions	Azure for SAP Workloads Specialty AZ-100 Azure Support Engineer for Connectivity Specialty AS-700 Azure Cosmos DB Developer Specialty DP-400	Azure Virtual Desktop Specialty AZ-100 Azure IoT Developer Specialty AZ-500	Customer Data Platform Specialty MB-200	Exchange Online Support Engineer Specialty MS-200 Teams Support Engineer Specialty MS-700	

aka.ms/TrainCertPoster | LAST UPDATED AUG 2022

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Other trainings

IN PERSON

[Talk show - marketplace edition](#)

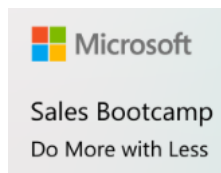
Januari 18, 2023 | 1:00 PM | Microsoft office Stockholm

Gå från zero to hero kring hur du skapar erbjudanden och säljer genom Microsoft Marketplace samt skillnad mellan olika säljformer.

[Azure Container Apps Hackaton](#)

February 21 | Microsoft office Stockholm

Azure Container Apps – the serverless Kubernetes on tap solution for most of your container hosting needs! Get hands-on with Container Apps and learn what you can do with the platform.



ONLINE

[Manage your relationship with Microsoft and customers through Partner Center](#)

January 17, 2023 | 4:00 PM

A live webinar to show you how Partner Center can help you. Explore the key areas of Partner Center such as Account Settings, Benefits, Insights, Membership and much more.

[Virtual Training Days for Azure](#)

Sessions continuously

Help your organization adapt to new ways of working, solve business challenges, and achieve your goals by sharpening your technical skills. Learn how to get the most from Azure at these free, virtual training events. All levels – fundamentals to expert.

[Microsoft Licensing Academy Events](#)

Azure Licensing (Part 2) | January 18

Other events available on demand.

[Innovate Across Hybrid with Azure Arc Bootcamp](#)

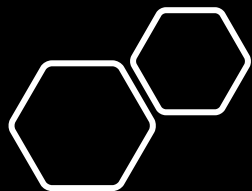
January 24-26 | 8:00 AM – 12:00 PM

3 days of technical exploration on how you can simplify governance and management using Azure Arc, which delivers a consistent multi-cloud and on-premises management platform.

[Do More with Less Sales Bootcamp](#)

February 8-10 | 9:00 AM – 11:30 AM

A multi-day sales training covering all 4 Solution Areas: Azure, Modern Work & Security, and Business Applications. Join this virtual event to learn how to build customer solutions with the Microsoft Do More with Less initiative, focused on real-life customer examples via live role plays and demos of partner tools and resources.



Partner Training Calendar

<https://www.microsoft.com/sv-se/partner-training/>

Microsoft | Microsoft-säkerhet | Azure | Dynamics 365 | Microsoft 365 | Microsoft Teams | Windows 365 | Heja Microsoft | 56k

Partner Träning Kalender för Sverige

Hitta träningsprogram och anmäl dig

Undertill ses kommande träningsprogram för Sverige. Du kan lätt filtrera genom kategorierna Solution Area, Solution Play, Publik mm. för att hitta rätt Readiness Aktiviteter och på så sätt kunna öka dina färdigheter i Microsoft. Registrera dig idag!

Filters

- ☐ Select to see new trainings
- ☐ Select to see only on-demand
- Months
- Solution Area
- Solution Play
- Area of Interest
- Audience
- Partner Type
- Incentive
- Advanced Specialization
- Languages
- Formats
- Industry
- Providers

Training overview

Search

Training Title	Audience	Level	Dates	Provider	
Microsoft Azure Virtual Training Day: AI Fundamentals	Audiences: Developer Business Technical	Advanced Specialization: AI and Machine Learning in Microsoft Azure	2022-09-22	Microsoft	
Microsoft Azure Virtual Training Day: Modernize .NET Apps	Audiences: Developer Technical	Level: Intermediate	2022-09-21 - 2022-09-22	Microsoft	
Product obsolescence using Engineering change management in D365 Supply Chain Management	Audiences: Pre-Sales Technical Technical	Level: Intermediate	2022-09-22	Microsoft	
Windows 365 Cloud PC Event in a Box and Post-Event Promo	Audiences: Marketing Sales Business	Level: Beginner	2022-09-22	Microsoft	
Microsoft 365 Virtual Training Day: Enable Hybrid Work with Microsoft Teams	Audiences: Pre-Sales Technical Business Technical	Level: Beginner	2022-09-22 - 2022-09-23	Microsoft	
Microsoft Dynamics 365 Virtual Training Day: Build a Resilient Supply Chain	Audiences: Pre-Sales Technical Technical	Level: Beginner Intermediate	2022-09-22 - 2022-09-23	Microsoft	
D365 Business Central Bootcamp Community Event	Audiences: Pre-Sales Technical Technical	Level: Beginner Advanced Intermediate	2022-09-22 - 2022-09-23	Microsoft	
Microsoft Azure Virtual Training Day: Azure Virtual Desktop	Audiences: Technical	Advanced Specialization: Adoption and Change Management	Level: Intermediate	2022-09-28	Microsoft

Upcoming webinars – Cloud Champion



Series: [Moving sustainability beyond the marketing pitch](#) (SE) – Thursdays, January 19 – February 16 | *Earn a Microsoft Sustainability Badge!*

Monthly: [Microsoft Hänt Extra SMB](#) (SE) – February 1 | *Allt nytt, spännande och aktuellt som du som partner behöver ha koll på!*

[1,2,3 ... testing : is this thing on\(line\)? MSFT Testing Tools](#) (ENG) – March 2 | *In this session you will be guided though all the options you have today lining out all the testing capabilities you have in the Microsoft Coding Universe.*

Series: [Microsoft Tech Team Presents : "Learn it All"](#) (ENG) – Bi-weekly, January 12 – June 29 | *The Irish Tech Team presents a webinar series that explores various Microsoft technologies, global success stories, answer your tech questions, and in generally explore how we can promote, and implement them within our markets.*

Series: [Unlock your Azure Solution Designation for MCPP: 30-min Prep for the AZ-104 Exam](#) (ENG) – Bi-weekly, January 17 – June 21 | *Leverage these 30-minute office hours to help attain your Azure Administrator Associate (AZ-104) certification which is a pre-requisite for all 3 Azure Solution Designations for Microsoft Cloud Partner Program (MCPP).*

On demand: [Skydda dig och dina kunder från bedrägerier i molnet](#) (SE)

Cloud Champion

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Security – Learning Path

With the transition to hybrid work, security remains one of the biggest concerns and most challenging responsibilities facing businesses today. Increasingly sophisticated cyberattacks are targeting small and medium-sized businesses, and threats are becoming more automated and indiscriminate, striking at a significantly higher rate. In this third level of Modern Work & Security learning path, you will learn more on Microsoft approach to ensure security for small and medium organizations.



The voucher promotion was a success and **we have run out of vouchers!** But don't worry, you can still upgrade your Security skills and get your Expert badge by completing the Learning Path!

INTRODUCTION TO CLOUD SECURITY



1. Why is the Cloud more secure? Part 1
[Watch video](#)

2. Why is the Cloud more secure? Part 2
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MANAGING SECURITY FOR SMB CUSTOMERS



1. Elevate your customers security with Microsoft Defender for Business
[Watch video](#)

2. Defender for Business (sales readiness)
[Watch video](#)

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ADVANCED SECURITY



1. Microsoft 365 E3 & E5 intro – Cloud Champion Admin
[Watch video](#)

2. Microsoft 365 E5 Cost Savings & Business Value
[Watch video](#)

* You will receive a Microsoft voucher for completing this level

October 2022					DAY	WEEK	MONTH
Mon	Tue	Wed	Thu	Fri			
3	4	5	6	7			
	10 - 10:30 D365 Sell Coach Tuesday - HR- Tip						
10	11	12	13	14			
	10 - 10:30 D365 Sell Coach Tuesday - CFO - T 11 - 11:45 Solution Assessment Updates FY2		12 - 12:30 Bi-weekly Office Hours - Microsoft				
17	18	19	20	21			
	10 - 10:30 D365 Sell Coach Tuesday - Säljche	10 - 11 Hänt Extra Microsoft SMB - October					
24	25	26	27	28			
	10 - 10:30 D365 Sell Coach Tuesday - CIO/IT -			11 - 12 BizApps Partner Update - October			
31	1	2	3	4			
		10 - 10:30 D365 Sell Coach Tuesday - VD					
7	8	9	10	11			
	10 - 10:30 D365 Sell Coach Tuesday - Busine						
Cloud Champion Webinar					UPCOMING	ON-DEMAND	REGISTERED

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Grow your business with a marketing plan that fits...	4

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Missa aldrig ett inlägg. Aktivera aviseringar för alla inlägg från den här gruppen. ✕

Microsoft Sweden Partner Group

Standardgrupp

<https://www.linkedin.com/groups/12474694/>

Yammer

MICROSOFT PARTNER NETWORK SVERIGE

<https://www.yammer.com/mpnsverige>

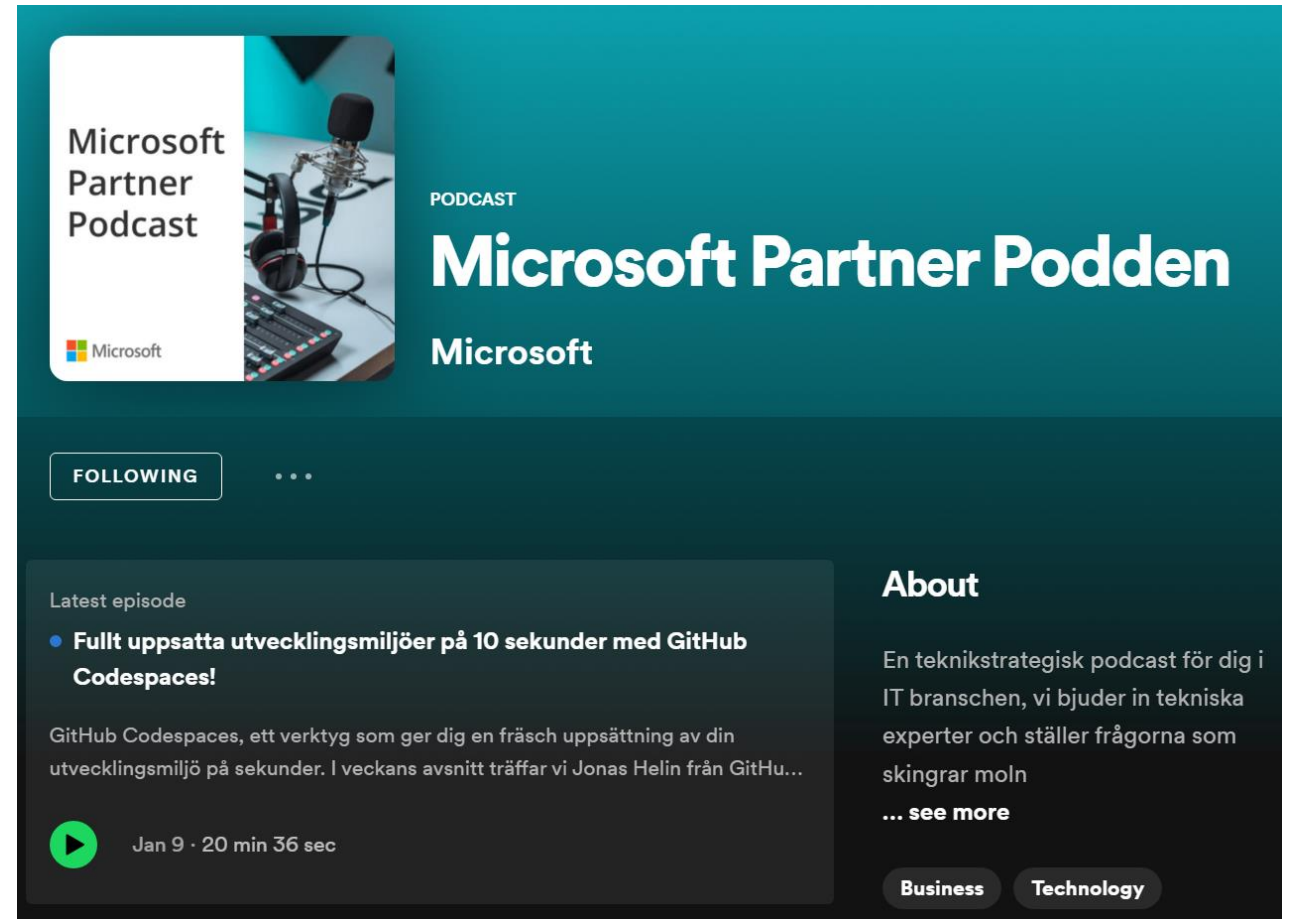
Microsoft Partner Podcast

Lyssna nu!

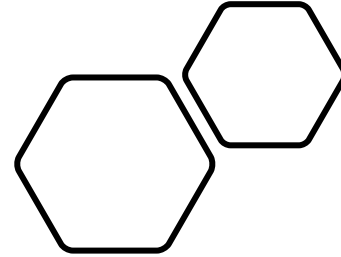
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Apple podcast aka.ms/mpp-apple



Microsoft Cloud Partner Program Playbook



<https://aka.ms/playbook>



Thank you for today!

Next session (online only):

Feb 08 14:00 – 15:00, Register at <https://aka.ms/sweinfracm>