

# On today's call



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## Session Objectives

- Keep you up-do-date about the Microsoft Business Applications
- Save you time
- Provide you the links to additional information

## Agenda

- Technical Presales & Deployment Services
- Distribution and Partner news
- Events
- Technical News
- Documentation & Trainings
- Questions and Answers

# Technical Presales & Deployment Services

### Plan, build and grow your technical capabilities and accelerate sales

Partner organizations receive technical & business enabler guidance from a Microsoft Partner Technical Consultant (PTC) through personalized, one-to-one consultations to plan, build and publish Microsoft AI & cloud services or applications and accelerate the closure of sales opportunities.



## Plan your business with Microsoft

Get help assessing your organization's technical capabilities to uncover key opportunities that can help you grow your business.



## Build a service or application

From envisioning to publishing, our consultants will advise and support you.



### Technical assistance for sellers

Help to create demos and proofs of concepts and remove sales blockers to help close more sales opportunities.



### Grow and support your business

Consultants are here to support you in growing and enhancing your solution, even after you've built and sold your service or application.

Get started today at <a href="https://aka.ms/tpd">https://aka.ms/tpd</a>. Available to partner organizations with a Microsoft AI Cloud Partner Program user account and benefits associated with a Solutions Partner designation, legacy competency or Microsoft Action Pack.

### Learn more about our supported solutions

Our consultants are ready to support partners across Microsoft's suite of cloud and cloud-hybrid products.



### Infrastructure (Azure)

Learn how to migrate an existing application, accelerate the development of a new one, or get to market faster. Stretch the boundaries of your technical solutions with innovative approaches to Al and Internet of Things (IoT) technologies. Dive into our server migration, data migration, SAP on Azure, application innovation, Al, analytics, and IoT options.



### **Modern Work**

Examine real-world scenarios you may encounter when closing deals and implementing Microsoft Modern Work solutions. Work with our consultants to enhance your organization's capabilities for provisioning, configuring and managing Microsoft 365 and to accelerate productivity with Al.



### Data & AI (Azure)

Address real-world scenarios encountered when closing deals and implementing Microsoft Data & Al solutions. Get assistance for closing sales, improving sales pitches, and creating technical capabilities in the scenarios of Data Platform Modernization, Advanced Analytics, and Al. Work with our consultants to eliminate technical blockers and address the main challenges when deploying your solutions.



### Security

Ready your team to address real-word scenarios you encounter when closing deals and implementing Microsoft Security solutions. Work with our consultants to enhance your organization's capabilities with AI and for securing Microsoft 365. Get assistance closing sales for Security solutions.



### Digital & App Innovation (Azure)

Get ready to address the main challenges when building a cloud application on Azure. Get assistance to speed up envisioning and deploying your cloud application and successfully publish it to the Microsoft commercial marketplace. Work with our consultants to receive technical guidance and best practices to build and modernize Al applications.

### **Business Applications**

Boost your customers' engagement capabilities by using intelligent solutions like Microsoft Dynamics 365 and Power Platform, and Microsoft Sales Copilot which can empower businesses to make better-informed, more customer-driven decisions.

### Technical consultations (TC) defined

### What a TC is

- Delivered remotely.
- Consultation service to help plan, build and grow partner technical capabilities.
- Provides technical resources, recommendations and deliverables.
- Focuses on common partner questions and technical scenarios.
- Packaged as a Microsoft AI Cloud Partner Program advisory benefit.

### What a TC is not

- Microsoft sign-off or certification / approval of a proposed partner solution.
- Hands-on support or in-production deployment assistance.
- Break-fix alternative for in-production or technical issues.
- Training or workshop.

### Microsoft Partner Program benefits used to engage

Technical presales and deployment services to help you deliver services and applications faster.

	Advisory hours	Technical sales preparation & deal enablement
Partner Launch Benefits	Not available	Not available
Partner Success Core Benefits	5	Deducts advisory hours
Partner Success Expanded Benefits	10	Unlimited
Solutions Partner	50	Unlimited
Specialization / Expert*	50	Unlimited

<sup>\*</sup>Specialization and Expert MSP designation and TPD benefits shown are the same as, and not incremental to, Solutions Partner designation benefits.

Get the details: Learn how to qualify for Microsoft AI Cloud Partner Program technical presales and deployment benefits.

## Distribution and Partner news

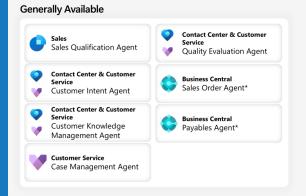
## Agents in Dynamics 365

Pre-built Agents in Dynamics 365

### **Pre-built Agents with Dynamics 365**

The easiest way to get started are pre-built agents to quickly launch without the need for extensive configuration:

- ✓ Designed to integrate seamlessly with other Dynamics 365 applications
- ✓ With predefined functionalities, many of these agents can be extended using tools like Copilot Studio.





\* Generally available in November 2025

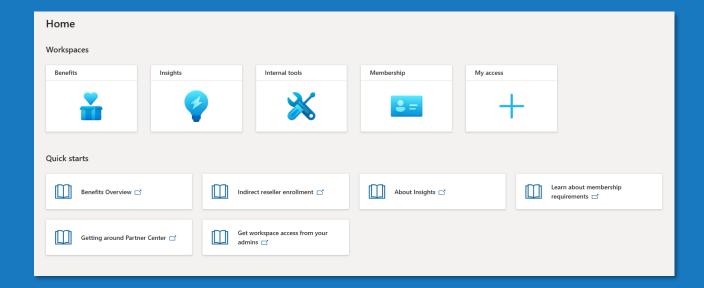
## Dynamics 365 Premium SKUs

<u>Dynamics 365 Premium SKUs will become</u> <u>the premier destination</u>



### Microsoft Al Cloud Partner Program Concierge

<u>Drive profitability with personalized assistance</u> <u>from Partner Concierge</u>



## Launch Enablement Guides

<u>Launch Enablement Guide - Partner Center</u> <u>announcements</u>

Strengthening security and customer trust with technical and API changes

All Cloud Solution Provider (CSP) and Scale Solution Provider(SSP) partners	Al Builder end of sale: Al Builder credits transition to Copilot Studio credits	Power Platform licensing FAQ Copilot Studio licensing guide 2	November 1, 2025	October 13, 2025	October 13, 2025
All CSP indirect providers and indirect resellers	Partner of Record (POR) API enforcement	Partner Center Announcement POR FAQ 년	December 1, 2025	October 13, 2025	October 13, 2025
Partners with Viva customers	Viva Goals retirement	Microsoft Learn Article Partner FAQ	December 31, 2025	October 13, 2025	October 13, 2025
All Cloud Solution Provider (CSP) and Scale Solution Provider (SSP) partners	Cloud Solution Provider (CSP) incentive requirement changes	FY26 CSP incentives eligibility & Partner FAQ &	FY26	October 13, 2025	October 13, 2025
All distributors (formerly indirect providers) and direct bill partners using attestation methods for their customers' MCA acceptance	Important update to the Microsoft Customer Agreement (MCA) partner attestation blocking changes timeline: Extended to January 5, 2026	Partner Center Announcement Partner FAQ ☑	January 5, 2026	October 13, 2025	October 13, 2025
Cloud Solution Provider (CSP) direct bill partners and distributors who use billing APIs in Partner Center	Migration of unbilled invoice reconciliation API in Partner Center	Partner Center Announcement	March 15, 2026	October 13, 2025	October 13, 2025
CSP direct bill partners, distributors, and resellers through their distributors	New extended service term for Cloud Solution Provider (CSP) subscriptions	Partner briefing deck 2 Partner FAQ 2 Partner Center Announcement Microsoft Learn Article	April 1, 2026	October 14, 2026	October 29, 2025

# Events

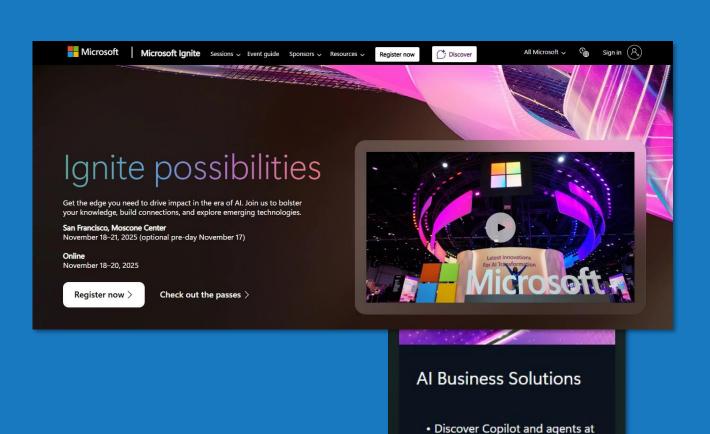
## Business Applications Launch Event

Explore new Al innovation for Dynamics 365, Microsoft Power Platform, and Copilot Studio at the Business Applications Launch Event



## Microsoft Ignite

Microsoft Ignite: Shaping what's next with our partner ecosystem



work

agents

endpoints

applications

Learn more >

· Innovate with low-code Al and

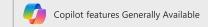
Scale with cloud and Al

• Build agentic business

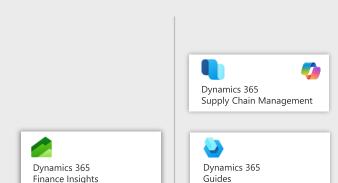


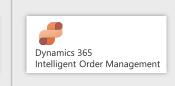
# Technical news

### Microsoft Business Applications









Supply Chain





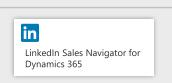




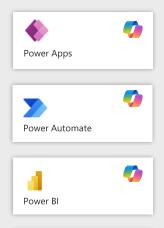


Microsoft Copilot for Sales

Microsoft Copilot for Service







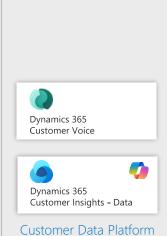
Microsoft Power Platform

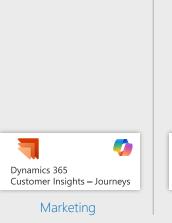
**Power Pages** 

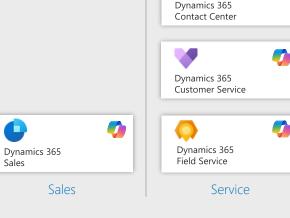
Dynamics 365

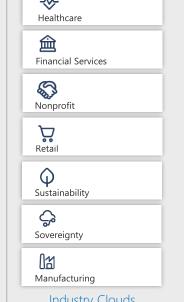
Finance

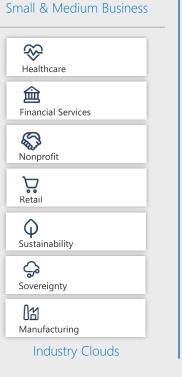
Finance







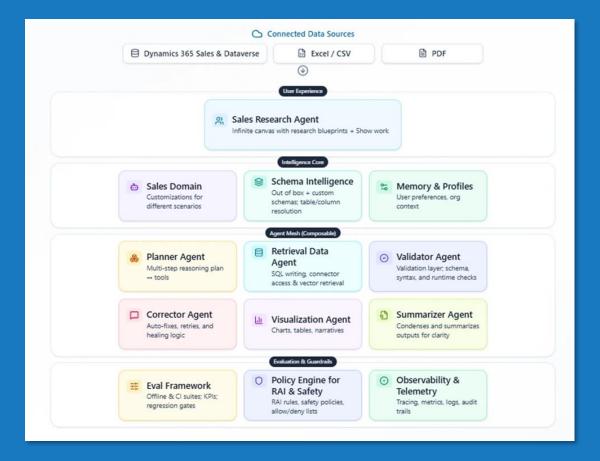




# Dynamics 365 Sales

Sales Research Agent & Sales Research Bench

Microsoft 365 Copilot for Sales architecture



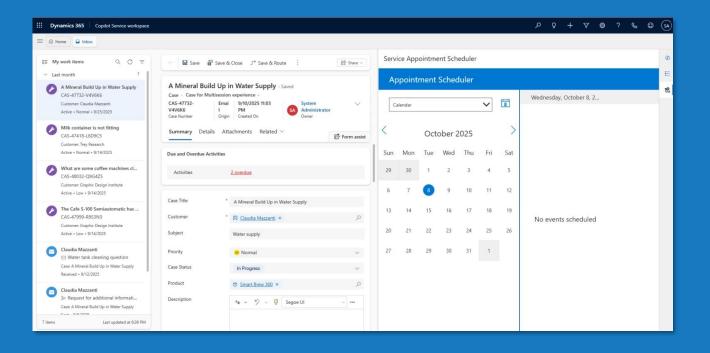
Release Planner: Dynamics 365 Sales Features coming soon

## Dynamics 365 Customer Service

<u>Use custom productivity tools in Dynamics 365</u> Customer Service

Try the Al agent activity feed in Dynamics 365 Customer Service

<u>Use session restore for seamless continuity in Customer Service</u>

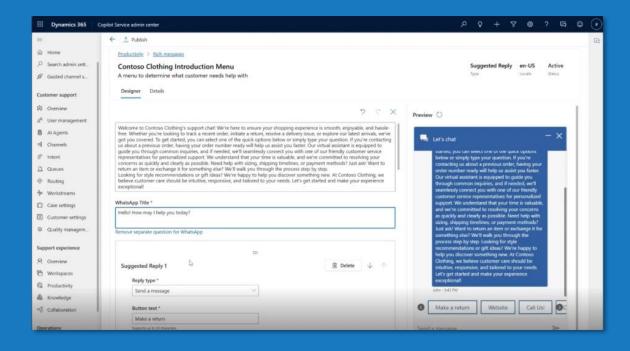


Release Planner: Dynamics 365 Customer Service Features coming soon

## Dynamics 365 Contact Center

Try rich messaging for live chat and WhatsApp in Contact Center

Announcing sensitive data redaction for voice Al agents

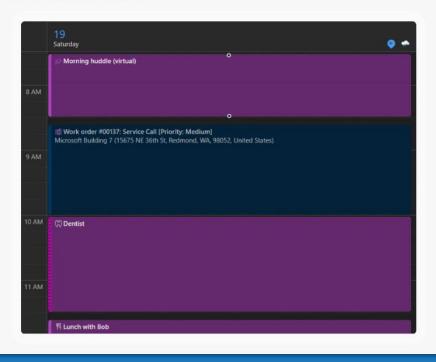


Release Planner: Dynamics 365 Contact Center Features coming soon

## Dynamics 365 Field Service

Integrate Field Service bookings with Outlook and Teams, now Generally Available

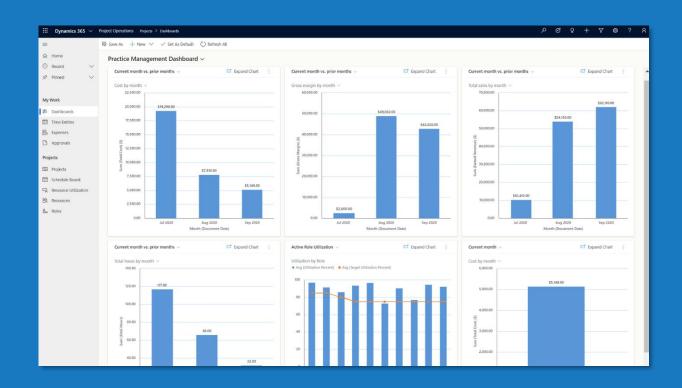
With Release Wave 2 2025, we're excited to announce the **General Availability (GA) of Exchange Integration for Dynamics 365 Field Service**. This capability syncs work order bookings directly into Outlook and Teams calendars, giving technicians a unified view of their schedules in one place, where they already collaborate with their team.



Release Planner: Dynamics 365 Field Service Features coming soon

# Dynamics 365 Project Operations

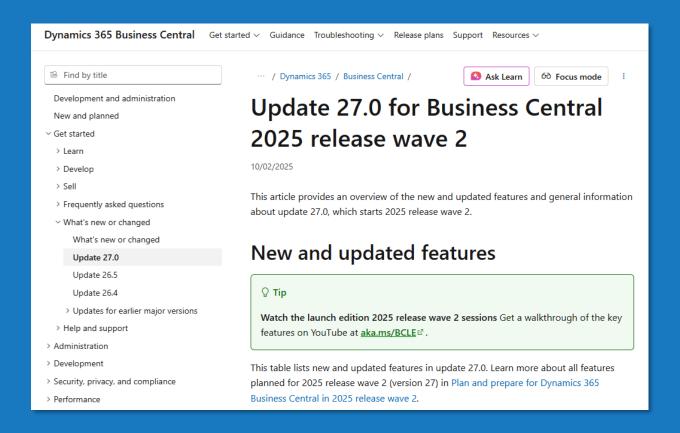
<u>Using Project Online? Check out Dynamics</u> <u>365 Project Operations</u>



Release Planner: Dynamics 365 Project
Operations Features coming soon

# Dynamics 365 Business Central

What's New or Changed in Business Central 2025 Release Wave 2 - Update 27.0

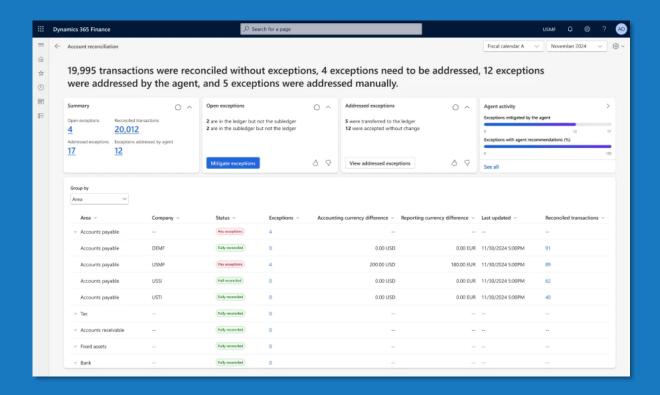


Release Planner: Dynamics 365 Business Central Features coming soon

## Dynamics 365 Finance

Reinventing business process with Al: Agents in record to report

<u>Introducing the Brazilian Tax Reform Solution</u> <u>in Microsoft Dynamics 365 Finance</u>

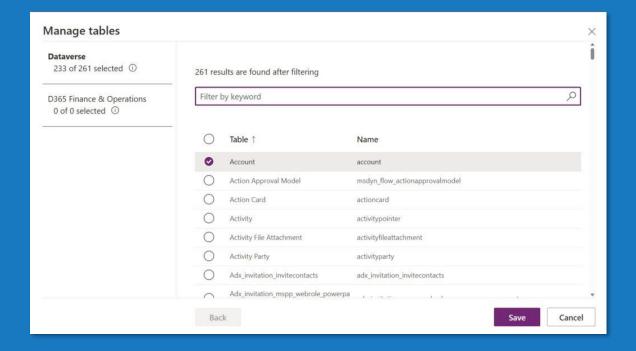


Release Planner: Dynamics 365 Finance coming soon

### Dataverse

<u>Announcing Major Updates to Dataverse +</u> <u>Fabric Integration</u>

Permission Update Alert – Dataverse
Solutions



Release Planner: Dataverse Features coming soon

### Al Builder

Starting November 1, 2025, we're evolving the way you access and use AI tools in Microsoft Power Platform and Dynamics 365

Overview of licensing

Learn / Power Platform / Al Builder /



6∂ Focus mode

ode :

### Overview of licensing

11/01/2025

In Copilot Studio, Al Builder features always consume *Copilot Credits*. Learn more in Licensing and Copilot Credits. In Power Apps and Power Automate, Al Builder features consume either *Al Builder credits* (Licensing and Al Builder credits), or *Copilot Credits* (Licensing and Copilot Credits).

Al Builder is licensed on a capacity basis. Building custom and testing models (including prompts) doesn't require Al Builder credits or Copilot Credits. Running them in agents, agent flows, apps, or flows consume these credits.

#### (i) Important

On November 1, 2025, there are major changes to AI Builder licensing. Starting on this date, AI Builder features in Power Apps and Power Automate can consume both AI Builder credits, or Copilot Credits if there are no available AI Builder credits.

- Al Builder capacity add-ons can only be purchased as a renewal or true-up by existing customers. New customers must purchase Copilot Credits to run Al Builder features.
- Al Builder credits seeded in Power Platform or Dynamics licenses will be removed in November 2026.
- · Al Builder trials are discontinued.

Release Planner: Al Builder Features coming soon

### Power BI

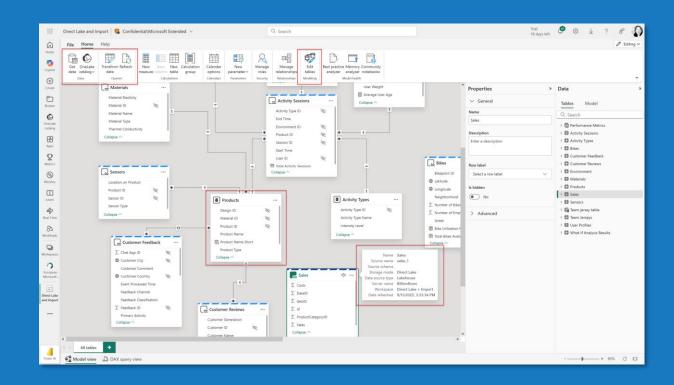
<u>Introducing Improvements to the Report</u> <u>Copilot in Power BI</u>

Announcing a new Fabric REST API for connection binding of semantic models

Empowering our customers to shape the future of data connectivity in Power BI and Microsoft Fabric

<u>Prep Your Data for Al — Now in the Power Bl</u> Service

Deep dive into composite semantic models with Direct Lake and import tables



Power Bl Roadmap - Features Planned

## Power Pages

Seamlessly Open VS Code Desktop from Power Pages VS Code for the Web with auto-download site code

Protecting Your Organization with the Phishing Detection Security Agent for Power Pages

### Why VS Code Desktop?

Switching to VS Code Desktop unlocks advanced capabilities such as:

- GitHub Copilot for Al-assisted coding
- Configuration file editing for fine-grained control
- **Develop with Live Preview** for real-time feedback
- Write and run unit/integration tests for robust application quality
- Access to a wide range of extensions for debugging, linting, and productivity

Release Planner: Power Pages
Features coming soon

### Microsoft Copilot Studio

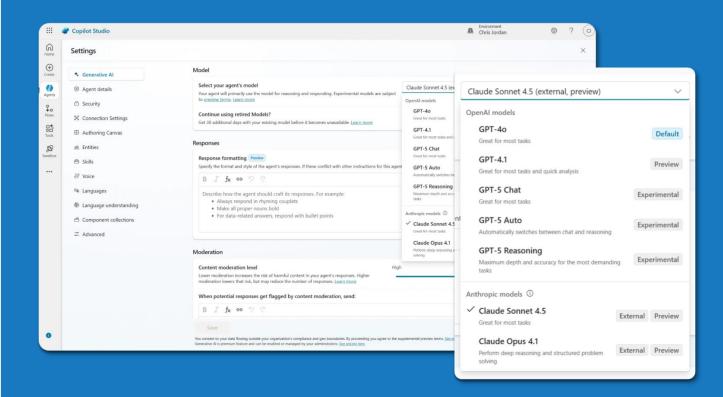
Adding Custom Headers to MCP Connectors in Copilot Studio

Deployment Guide-Copilot Studio agent with MCP Server exposed by API Management using OAuth 2.0

<u>The Custom Engine — CAT's new technical</u> <u>blog</u>

Microsoft Copilot Studio - Real-time protection during agent runtime

Available today: Claude Sonnet 4.5 in Microsoft Copilot Studio



Release Planner: Microsoft Copilot Studio Features coming soon

# Documentation & Trainings

## Licensing Guides

Microsoft Dynamics 365 Licensing Guide

Power Platform Licensing Guide

Microsoft Copilot Studio Licensing Guide

### Appendix K: Change Log

Page(s)	Topic	Change	Action	Date
45	Business Central	Update	Pricing and capacity increase for Business Central Essentials, Premium and Device	November 2025
58	Team Members	Update	Appendix E: Team Members use rights clarified	November 2025
39	Dynamics 365 Agents	New	Dynamics 365 Agents generally available (GA)	October 2025
54	Dynamics 365 Agents	New	Dynamics 365 Agents available in Paid Public Preview	October 2025
10, 11	Commerce	Update	Commerce security role names updated	October 2025
10	Commerce	Update	General subheading added to security roles section	October 2025

#### Appendix C: Change Log

Page(s)	Topic	Change	Action	Date
Various	Al Builder	Remove	AI Builder End of Sale	November 2025
Various	Al Builder	Update	Al Builder entitlements for existing Power Apps, Power Automate and Dynamics 365 remain available until November 1, 2026.	November 2025
4	How to buy	Update	Updated with Microsoft Partners, Microsoft Sales and Microsoft Online purchasing options	October 2025

#### Appendix E: Change Log

Page(s)	Topic	Change	Action	Date
30	Code Interpreter	Update	Code Interpreter now generally available (GA)	November, 2025
17-18	Computer Use	Update	Copilot Studio Computer Use now generally available (GA)	November, 2025
29	Al Builder	Update	Text and Generative Al Tools > Al Builder capabilities renamed Copilot Studio Al Tools capabilities	November, 2025
Various	Copilot Studio	New	Copilot Credits Pre-Purchase Plan	October 2025
7,18	Microsoft 365 Copilot	Update	Use rights updated	October 2025
22	Computer Use	New	Computer use in Copilot Studio (Paid Public Preview)	October 2025

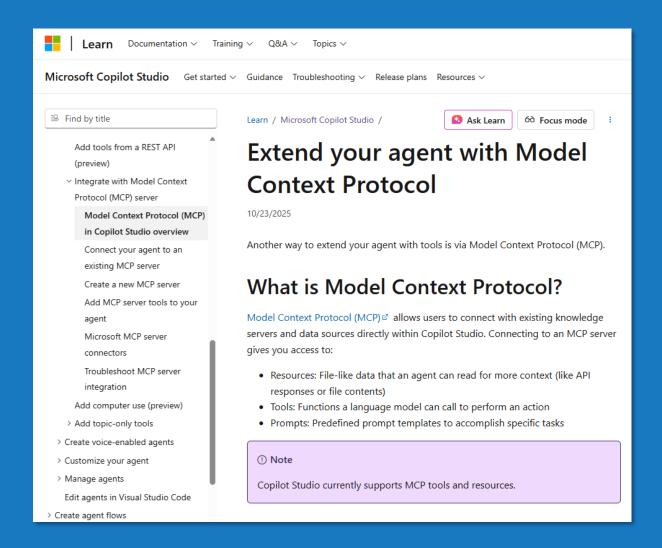
### Courseware Title Plan

<u>Title Plan Update – October 31, 2025</u>

		·	
Solution Area	Course Number	Title	Duration -
Business Applications	AB-6002	AB-6002: Introduction to finance in Dynamics 365	1 day
Business Applications	AB-6004	AB-6004: Introduction to service in Dynamics 365	1 day
Business Applications	MB-230T01	MB-230T01: Microsoft Dynamics 365 Customer Service	4 day
Business Applications	MB-240T00	MB-240T00: Microsoft Dynamics 365 Field Service	4 day
Business Applications	MB-280T01	MB-280T01: Configure Dynamics 365 customer experience model-driven apps	1 day
Business Applications	MB-280T02	MB-280T02: Empower sellers with Dynamics 365 Sales	2 day
Business Applications	MB-280T03	MB-280T03: Design and deliver powerful customer experiences with Dynamics 365 Customer Insights	1 day
Business Applications	MB-280T04	MB-280T04: Configure a Dynamics 365 customer experience solution	1 day
Business Applications	MB-310T00	MB-310T00: Manage Financial Operations with Dynamics 365 Finance	4 day
Business Applications	MB-330T00	MB-330T00: Conceptualize Supply Chain Management in Microsoft Dynamics 365	5 day
Business Applications	MB-335T00	MB-335T00: Augment advance level Supply Chain Management solutions with Microsoft Dynamics 365	5 day
Business Applications	MB-500T00	MB-500T00: Microsoft Dynamics 365: Finance and Operations Apps Developer	5 day
Business Applications	MB-7005	MB-7005: Create and manage journeys with Dynamics 365 Customer Insights	1 day
Business Applications	MB-7006	MB-7006: Create and manage segments in Dynamics 365 Customer Insights – Data	1 day
Business Applications	MB-700T00	MB-700T00: Microsoft Dynamics 365: Finance and Operations Apps Solution Architect	5 day
Business Applications	MB-800T00	MB-800T00: Manage business solutions with Microsoft Dynamics 365 Business Central	5 day
Business Applications	MB-820T00	MB-820T00: Dynamics 365 Business Central Developer	5 day
Business Applications	MB-910T00	MB-910T00: Introduction to Microsoft Dynamics 365 (CRM)	1 day
Business Applications	MB-920T00	MB-920T00: Introduction to Microsoft Dynamics 365 (ERP)	1 day
Business Applications	PL-200T00	PL-200T00: Microsoft Power Platform Functional Consultant	5 day
Business Applications	PL-400T00	PL-400T00: Microsoft Power Platform Developer	5 day
Business Applications	PL-500T00	PL-500T00: Microsoft Power Automate RPA Developer	5 day
Business Applications	PL-600T00	PL-600T00: Microsoft Power Platform Solution Architect	4 day
Business Applications	PL-7001	PL-7001: Create and Manage Canvas Apps with Power Apps	1 day
Business Applications	PL-7002	PL-7002: Create and Manage Automated Processes by using Power Automate	1 day
Business Applications	PL-7003	PL-7003: Create and Manage Model-Driven Apps with Power Apps and Dataverse	1 day
Business Applications	PL-7008	PL-7008: Create agents in Microsoft Copilot Studio	1 day
Business Applications	PL-900T00	PL-900T00: Introduction to Microsoft Power Platform	2 day

### Microsoft Copilot Studio

Extend your agent with Model Context Protocol



### New Certification

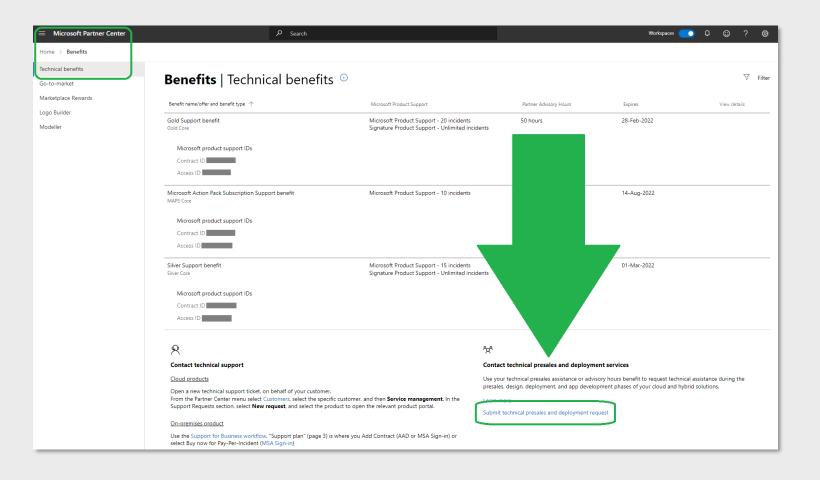
New Certification for architects of agentic Al business solutions



# Want to know more?

### Technical Consultations

Explore Technical Presales and Deployment services (TPD)



## Thank you!

Next Session:

What's New and Highlights in Business Applications

December 4th

