

Make every meeting inclusive and effective



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Use the raise-hand feature to comment or ask questions.



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Connect with other attendees in the meeting chat (No side conversations in the room, please!)

Accessibility Checked

Using the Accessibility Checker



FY26 Partner Skilling Kickoff for SMB

2025.09.10

Agenda

- **Partner Skilling Strategy + EMEA events (20')**
Michalis Moschos
- **Partner Skilling Hub and Co-Sell Operations Service for Skilling (10')**
Eric Lustig
- **SureStep Skilling (15')**
Ben Ellgass
- **Cloud Champion Updates (5')**
Michalis Moschos
- **Q&A (10')**

Partner Skilling Strategy + EMEA events

Michalis Moschos
EMEA Partner Skilling Lead



Microsoft AI Cloud Partner Program

Benefits

Skilling

Designations & Specializations

Co-sell

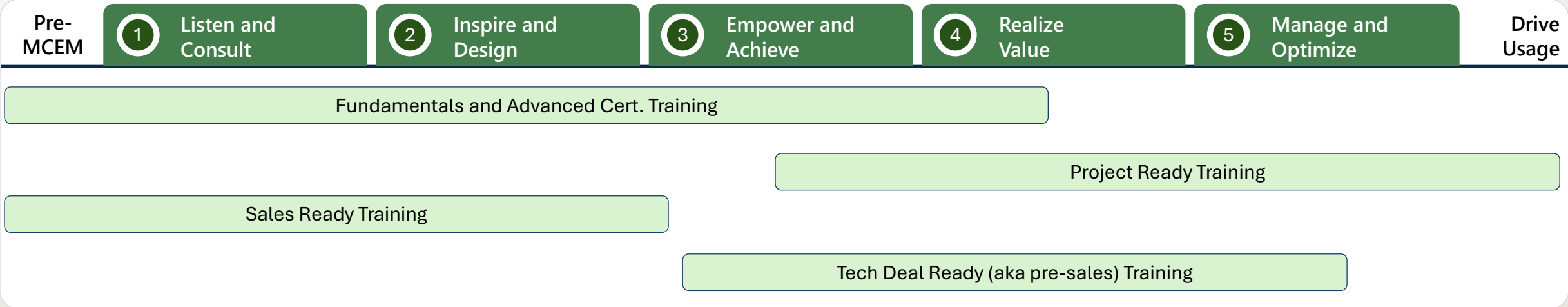
Incentives

A foundation for success

Holistic Partner Skilling GTM



Partner Skilling MCEM Overlay



Holistic Partner Skilling GTM

Benefits

Skilling

Designations & Specializations

Co-sell

Incentives



Credential
Ready



Project
Ready



Sales
Ready



Tech Deal
Ready



Microsoft
Applied Skills



Microsoft
Certifications



Partner Skilling Badge progression



| Badge Type | Criteria to receive the badge |
|------------|---|
| Skilled | Attended the skilling session for more than 30 minutes/day of the event |
| Proficient | Attended the skilling session for more than 30 minutes/day of the event + Cleared an online assessment |
| Titan | Attended the course for more than 30 minutes/day of the event + Cleared an online assessment + Completed the aligned Applied skill wherever applicable + Completed the aligned Fundamental Or Role-based Certification wherever applicable + Completed the aligned lab assessment |

Sales & Tech Deal Ready Skilling

Visit the Partner Skilling Hub: aka.ms/PartnerSkilling
Partner Skilling resources: aka.ms/PartnerSkillingNews

Sales Bootcamps

This multi-day sales training led by Microsoft sales specialists focuses on providing advanced knowledge for selling the four Microsoft Cloud solution areas. Become proficient at starting sales conversations, solving customer challenges, pitching Microsoft cloud value, and overcoming objections by showcasing real-time customer benefits.

Capabilities Achieved: Build Solution Area pipeline and sell the Microsoft Cloud

Duration: Multi-day (multi-part) live deliveries

Roles: Sellers, BDM's, Solution Sellers

Microsoft Titan skilling Academy

The Microsoft Titan Partner Skilling Academy consisting of an immersive learning framework that empowers our partners to deepen their knowledge and skills across Microsoft solution areas. Choose your Titan Path by selecting the learning journey that aligns with your role and earn badges across sales and technical workloads to showcase your accomplishments.

Microsoft AI-Powered Selling for Partners

A dynamic learning experience for Sales professionals. You'll sharpen your ability to lead strategic, value-based conversations, navigate complex sales scenarios using the Rooms of the House (ROTH) framework, and connect Microsoft solutions to customer outcomes through powerful, metrics-driven storytelling.

Solution Play Sales Ready Skilling

Deeper training on the FY26 solution plays. Gain valuable information on industry, use cases, integration, and licensing and pricing.

Capabilities Achieved: Build solution play pipeline and sell the Microsoft Cloud

Duration: On-demand learning path

Roles: Sales and tech deal ready

Solution Play Tech Deal Ready Skilling

Depth use case and product knowledge training for FY26 solution plays. Gain valuable information on building customer case studies, responding to proposals, and proposing solutions.

Capabilities Achieved: Respond to RFPs and develop POCs to convert deals

Duration: On-demand learning path

Roles: Sales and tech deal ready

← Accelerate sales lead cycle success →

Project Ready Workshops

Partner Project Ready Workshops **offer intermediate to advanced training** events designed to help experienced technical professionals deepen their capability in specific lines of technology. Taught by seasoned instructors, each workshop focuses on a specific topic to help drive deep skills applications across priority solution plays.

Who is it for?

These intermediate to advanced training events are designed to help experienced technical professionals deepen their capability in specific lines of technology.

Learn more:

[Cloud and AI Platforms](#)

[AI Business Solutions](#)

[Security](#)

Why should you attend?

Project Ready Workshops focus on how to implement Microsoft solutions for customers. Other benefits include:

- Keep pace with technical roles and requirements
- Flexible learning to fit your schedule and working hours
- Lab resources
- Sessions with moderator support via chat
- Content presented in English, with captions in 10 languages
- Three time-zone choices (PST/PDT/GMT/BST/IST)

Many Project Ready Workshop training events include labs. When offered, labs will be available to a limited number of Microsoft partner participants. Access to the labs will be issued on a first-come, first-served basis.

Partner Skilling calendar: September 2025

**Available to
all partners**

| | Cloud and AI Platform | AI Business Solutions | Security |
|--|---|---|---|
| Sales Skilling Bootcamps | Pitch and land the power of the Copilot and Copilot Stack <i>Sept 8-10 (IST, BST, PDT)</i> Azure Empower Sales Bootcamp <i>Sept 9-10 (IST, BST, PDT)</i> Software certification Designation Training <i>Sept 16 (IST, BST, PDT)</i> Agentic AI Deal Clinic or Agentic AI Accelerator (Deal Ready focus) <i>Sept 23-24 (IST, BST, PDT)</i> GitHub Partner Pulse for Sellers <i>Sept (IST, BST, PDT)</i> Security Webinar Series <i>Sept (IST, BST, PDT)</i> | | |
| Certification | Cloud & AI Platform Certification Week (Mandarin <i>Sept 15-19 (CST)</i>) Cloud & AI Platform Certification Week (English) <i>Sept 22-26 (IST, BST, PDT)</i> Cloud & AI Platform Certification Week (Japanese, Korean) <i>Sept 22-26 (JST, KST)</i> | | Security Certification Week (Mandarin) <i>Sept 15-19 (CST)</i> Security Certification Week (English) <i>Sept 22-26 (IST, BST, PDT)</i> Security Certification Week (Japanese, Korean) <i>Sept 22-26 (JST, KST)</i> |
| Cross Solution Area Project Ready Workshops | Secure and govern Microsoft 365 Copilot with Microsoft Purview <i>Sept (IST, BST, PDT)</i> | | |
| Project Ready Workshops | <u>Partner Meetup for Microsoft Azure Weekly - Thursdays 8-9AM (PDT)</u> Migrate & Secure Code with GitHub <i>Sept 9-11 (IST, BST, PDT)</i> Modern Data Platform with Azure Databricks <i>Sept 11-12 (IST, BST, PDT)</i> Microsoft Fabric Workshops (two tracks) <i>Sept 22-26 (IST, BST, PDT)</i> Modernize your app and database <i>Sept 29-30 (IST, BST, PDT)</i> | Copilot + Agents Partner Updates <i>Sept 2, 9, 16, 23 (IST, BST, PDT)</i> Modernize with intelligent apps <i>Sept 2-4 (IST, BST, PDT)</i> Transform business processes with agentic Dynamics 365 CRM & ERP (two tracks) <i>Sept 16-17 (IST, BST, PDT)</i> Optimize project-centric businesses with AI and Dynamics 365 <i>Sept 23-25 (IST, BST, PDT)</i> | Implement Microsoft Defender for Endpoint <i>Sept 10-12 (IST, BST, PDT)</i> CSP Threat Protection with MES <i>Sept 2-4 (IST, BST, PDT)</i> Secure and govern Microsoft 365 Copilot with Microsoft Purview <i>Sept (IST, BST, PDT)</i> Defender Airlift <i>Sept (IST, BST, PDT)</i> |

*please note - event names and dates are subject to change. Registration opens 4-6 weeks in advance

Microsoft AI Tour for Partners

- One day companion events to the AI Tour **designed to upskill Partners** on the latest Microsoft AI technologies
- Formerly known as Partner AI Training Day
- Target audience: c.500 partner attendees per event all EMEA partners
- 4 events in EMEA
- Keynote by corporate and regional executives
- Sales and technical tracks, expanding to SDC's for this year
- Executive meeting schedule, networking sessions and booths

AI Tour for Partners



In-person events

Frankfurt

AI Tour for Partners in Frankfurt

Tuesday, December 2 | 9:00 AM - 5:30 PM GMT



In-person events

London

AI Tour for Partners in London

Thursday, February 26 | 9:00 AM - 5:30 PM BST

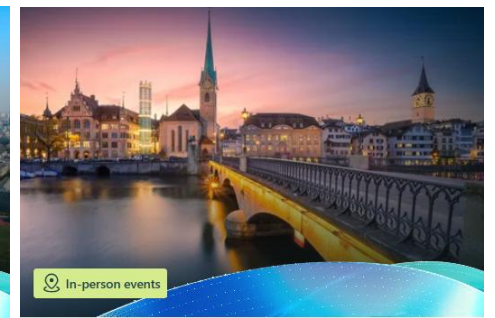


In-person events

Paris

AI Tour for Partners in Paris

March 2026



In-person events

Zurich

AI Tour for Partners in Zurich

April 2026

EMEA In Person events

Visit the Partner Skilling Hub: [EMEA in person events](#)

Available to all
partners

| | Q1 | Q2 | | |
|----------------|----------------------|---------------------------------|-------------------------------|-------------------------|
| Workloads | Sep | Oct | Nov | Dec |
| Agentic AI (5) | Zurich, CH Sep 29 | Dubai, AE Oct 21 | Madrid, ES Nov 4 | |
| | | Milan, IT Oct 29 | Amsterdam, NL Nov 11 | |
| | | | | |
| Copilot (2) | | Athens, GR Oct 15 | | |
| | | | | Stockholm, SE Dec 10 |
| Security (5) | | | Amsterdam, NL Nov 13 | Paris, FR Dec 4 |
| | | | Munich, DE Nov 26 | |
| | | Warsaw, PL Oct 29 | London, UK Nov 6 | |
| Fabric (12) | | Brussels, BE Oct 22 – Oct 23 | London, UK Nov 4 – Nov 5 | Paris, FR Dec 3 |
| | | Dubai, AE Oct 22 | Madrid, ES Nov 5 | |
| | | Milan, IT Oct 30 | Amsterdam, NL Nov 12 | |
| | | | Munich, DE Nov 25 | |
| | | | Riyadh, SA Nov 25 – Nov 26 | |
| AVS (2) | | Warsaw, PL Oct 28 | London, UK Nov 3 | |

EMEA H1 Regional In-Person Tech Workshops

| Workload | Tech Deal Ready (TDR) or Project Ready (PR) | City, State, Country | Event Date | Language | Registration Page Link |
|------------|---|-----------------------------|------------|--|---|
| Agentic AI | PR | Zurich, Switzerland | Sep 29 | Eng | https://msevents.microsoft.com/event?id=3156231845 |
| Copilot | PR | Athens, Greece | October 15 | Eng | https://msevents.microsoft.com/event?id=946693346 |
| Agentic AI | TDR | Dubai, United Arab Emirates | October 21 | Eng | https://msevents.microsoft.com/event?id=282684669 |
| Fabric | TDR | Dubai, United Arab Emirates | October 22 | Eng | TBA SOON |
| Fabric | TDR | Brussels, Belgium | October 22 | Eng | TBA SOON |
| Fabric | PR | Brussels, Belgium | October 23 | Eng | TBA SOON |
| AVS | PR | Warsaw, Poland | October 28 | Delivery Language: Polish – Content: English | TBA SOON |
| Security | PR | Warsaw, Poland | October 29 | Delivery Language: Polish – Content: English | TBA SOON |
| Agentic AI | PR | Milan, Italy | October 29 | Delivery language: Italian Content: English | https://msevents.microsoft.com/event?id=3834043378 |
| Fabric | PR | Milan, Italy | October 30 | Delivery language: Italian Content: English | TBA SOON |
| AVS | PR | London, United Kingdom | November 3 | Eng | TBA SOON |

EMEA H1 Regional In-Person Tech Workshops

| Workload | Tech Deal Ready (TDR) or Project Ready (PR) | City, State, Country | Event Date | Language | Registration Page Link |
|------------|--|------------------------|-------------|--|------------------------|
| Fabric | TDR | London, United Kingdom | November 4 | Eng | TBA SOON |
| Fabric | PR | London, United Kingdom | November 5 | Eng | TBA SOON |
| Security | TDR | London, United Kingdom | November 6 | Eng | TBA SOON |
| Agentic AI | TDR | Madrid, Spain | November 4 | Delivery language: Spanish Content: English | TBA SOON |
| Fabric | PR | Madrid, Spain | November 5 | Delivery language: Spanish Content: English | TBA SOON |
| Agentic AI | PR | Amsterdam, Netherlands | November 11 | Eng | TBA SOON |
| Fabric | PR | Amsterdam, Netherlands | November 12 | Eng | TBA SOON |
| Security | TDR | Amsterdam, Netherlands | November 13 | Eng | TBA SOON |
| Fabric | TDR | Munich, Germany | November 25 | Delivery language: German Content: English | TBA SOON |
| Security | TDR | Munich, Germany | November 26 | Delivery language: German Content: English | TBA SOON |
| Fabric | TDR | Riyadh, Saudi Arabia | November 25 | Eng | TBA SOON |
| Farbic | PR | Riyadh, Saudi Arabia | November 26 | Eng | TBA SOON |
| Fabric | PR | Paris, France | December 3 | Delivery language: French Content: English | TBA SOON |
| Security | PR | Paris, France | December 4 | Delivery language: French Content: English | TBA SOON |
| Copilot | TDR | Stockholm, Sweden | December 10 | Eng | TBA SOON |

Regional In-person AI-powered Analytics with Microsoft Fabric

Microsoft Fabric is an all-in-one analytics solution for enterprises that covers everything from data movement to data science, and business intelligence. The first day of this course will empower presales professionals to confidently position Microsoft Fabric as a unified data and AI platform for customers. Attend both days to learn more about this comprehensive suite of services, including Data Engineering and Fabric integrations with Microsoft Purview and Azure AI Foundry. Learn how to implement this easy-to-use product that is designed to simplify analytics needs of enterprises.

Duration: 2 days (7 hrs/day)

Level: Intermediate

Hands on Labs: Yes (Skillable)

Course Prerequisites: Prior knowledge of Microsoft Fabric

Target Audience: Technical

Suggested Supplementary Certification: DP-600

Last Refreshed: July 2025



Establish Fabric as Data
Foundation for AI
Transformations

Day 1 – Tech Deal Ready

| Time | Type | Topic |
|-------------|--------------------------|--|
| 9:00-9:30 | Check-in | Registration and check in |
| 9:30-9:45 | Discussion | Introduction to the Workshop |
| 9:45-10:45 | Training Session | Module 1: Unify and grow your business with Microsoft Fabric <ul style="list-style-type: none"> Current data and analytics landscape Unify your data estate with Microsoft Fabric OneLake deep dive Copilot in Fabric Microsoft fabric integration with Azure Databricks Developer Tools |
| 10:45-11:00 | Break | |
| 11:00-11:30 | Training Session | Module 2: Fabric Integrations and Partner Skilling <ul style="list-style-type: none"> Partner Solutions Product integrations Partner Skilling Resources |
| 11:30-12:00 | Training Session | Module 3: Selling Microsoft Fabric and AI Solutions with Confidence <ul style="list-style-type: none"> Better selling Fabric workloads and AI solutions Customer Stories Seller Guidance – Winning Deals with Microsoft Fabric |
| 12:00-12:30 | Training Session | Module 4 - Get started with Data Engineering experiences using Microsoft Fabric <ul style="list-style-type: none"> Data Engineering in Microsoft Fabric Work with Lakehouse OneLake Shortcut Transformations |
| 12:30-13:15 | Lunch Break | |
| 13:15-14:15 | Lab Activity (Skillable) | Lab 1 - Create a Lakehouse, ingest sample data and build a report |
| 14:15-15:15 | Training Session | Module 5: Data integration and transformation <ul style="list-style-type: none"> Data integration and transformation with Data Factory in Microsoft Fabric Transform and enrich data seamlessly with AI functions Enhance data interaction with Fabric Data Agent |
| 15:15-15:30 | Break | |
| 15:30-17:00 | Lab Activity (Skillable) | Lab 2 - A Data Factory solution for moving and transforming data with dataflows and data pipelines Lab 3 - Chat with your data using Fabric Data Agent |
| 17:00-17:15 | Discussion | Partner Resources and Next Steps |
| 17:15-17:30 | Discussion | Q&A and Wrap up |

Day 2 – Project Ready

| Time | Type | Topic |
|-------------|--------------------------|---|
| 9:00-9:30 | Check-in | Recap of Day 1 session topics |
| 9:30-11:00 | Training Session | Module 6 - Data Engineering using Apache Spark, Delta Lakes and Notebooks <ul style="list-style-type: none"> Apache Spark in Microsoft Fabric Delta Lake tables optimization and V-Order Use Microsoft Fabric Notebooks Microsoft Fabric extension for Visual Studio Code Manage a Workspace with git Spark Administration settings and Resource Profile Configurations |
| 11:00-11:15 | Break | |
| 11:15-12:15 | Lab Activity (Skillable) | Lab 4 - Analyze data with Apache Spark |
| 12:15-13:00 | Training Session | Module 7 - Implement Data Warehousing in Microsoft Fabric <ul style="list-style-type: none"> Data Warehousing in Microsoft Fabric Data Ingestion Dimensional modeling Monitor the Data Warehouse |
| 13:00-13:45 | Lunch Break | |
| 13:45-14:15 | Training Session | Module 8 - Achieve Analytics value from Fabric Warehouse <ul style="list-style-type: none"> T-SQL Experiences to query the data in your Warehouse Power BI semantic modeling Management and Security |
| 14:15-14:45 | Training Session | Module 9 – Migrate to Data Warehouse in Microsoft Fabric <ul style="list-style-type: none"> Prepare for migration Extract a Data-tier Application (DAC) from an Azure Synapse dedicated SQL pool Migrate with the Fabric Migration Assistant |
| 14:45-15:45 | Lab Activity (Skillable) | Lab 5- Build a Sales and Geography Data Warehouse for Contoso in Microsoft Fabric |
| 15:45-16:00 | Break | |
| 16:00-16:30 | Training Session | Module 10 - Data Science in Microsoft Fabric <ul style="list-style-type: none"> Data Science in Microsoft Fabric Track and Train machine learning models Automated Machine Learning (AutoML) Model Scoring |
| 16:30-17:00 | Lab Activity (Skillable) | Lab 6 - Identify and extract text with Document Intelligence in Microsoft Fabric |
| 17:00-17:15 | Discussion | Partner Resources and Next Steps |
| 17:15-17:30 | Discussion | Q&A and Wrap up |

Regional In-person Accelerate Agentic AI

This is a comprehensive learning journey designed to rapidly equip professionals with the skills needed to effectively build, demonstrate, and deploy powerful AI-driven agents. From presales essentials for Azure AI Foundry to multiagent frameworks like AutoGen, Semantic Kernel, participants will progressively gain deep, practical insights. Attend this workshop to master key AI concepts, accelerate your organization's AI capabilities, and confidently architect, deploy, and scale sophisticated AI agent solutions with Azure AI Foundry.

Duration: 2 days (7 Hours/Day)

Level: Intermediate-Advanced

Hands on Labs: Yes

Course Prerequisites: Generative AI Fundamentals

Target Audience: Presales-Technical

Suggested Supplementary Reference:
Develop generative AI apps in Azure

Labs Author and hosting: Spektra

Last Refreshed: July 2025



Win the AI and Agentic AI platform decisions with Azure AI Foundry

Day 1 – Tech Deal Ready

| Time | Type | Topic |
|---------------|------------------------|--|
| 9:00-9:30 | Check-in | Registration and check in |
| 09:30-09:45 | Discussion | Introduction to the Workshop |
| 09:45-11:15 | Training Session | Module 1: Sell enterprise-ready Agentic AI with confidence with Azure AI Foundry <ul style="list-style-type: none"> AI Development Challenges and the future of agentic AI Agent tooling – choose the best tool to build agents Azure AI Foundry - The AI app & agent factory Getting started with AI Foundry Design with the best models for your use case |
| 11:15-11:30 | Break | |
| 11:30-12:30 | Lab Activity (Spektra) | <ul style="list-style-type: none"> Lab 1 – Set up the lab environment to create agents Lab 2 - Build a Health insurance plans analyzer AI Agent |
| 12:30 – 13:20 | Training Session | <ul style="list-style-type: none"> Customize with a multi-agent toolchain |
| 13.20 – 14:05 | Lunch Break | |
| 14:05-14:55 | Training Session | <ul style="list-style-type: none"> AI innovation across landscapes – AI Foundry integrations Importance of Managed databases Why Microsoft AI Foundry |
| 14:55-15:25 | Lab Activity (Spektra) | Lab 3 - Develop a Health plan report generation multi-agent system |
| 15:25-15:40 | Break | |
| 15:40-16:30 | Training Session | <ul style="list-style-type: none"> AI Foundry - Popular Customer Use Cases Customer Success stories Getting Started |
| 16:30-17:00 | Discussion | <ul style="list-style-type: none"> Partner Resources and Next Steps Deal Ready demo accelerators |
| 17:00-17:15 | Discussion | Q&A and Wrap up |

Day 2 – Project Ready

| Time | Type | Topic |
|-------------|------------------------|--|
| 9:00-9:30 | Recap | Recap of the Day 1 topics |
| 09:30-11:00 | Training Session | Module 2: Customize, orchestrate and experiment with Azure AI Foundry <ul style="list-style-type: none"> Retrieval Augmented Generation (RAG) Customizing models – Fine tuning, distillation Responses API (preview) Azure AI Foundry Agent Service - Orchestrate and debug AI workflows Databases in Agentic AI |
| 11:00-11:15 | Break | |
| 11:15-13:00 | Lab Activity (Spektra) | <ul style="list-style-type: none"> Lab 4 - Implement and enhance chat application by integrating Retrieval-Augmented Generation (RAG) Pipeline Lab 5 - Evaluate and Optimize RAG Performance using Azure AI evaluators |
| 13:00-13:45 | Lunch Break | |
| 13:45-14:15 | Training Session | Module 3: Build your own multi agents with Semantic Kernel or AutoGen <ul style="list-style-type: none"> Multi-agent applications Understanding Semantic Kernel |
| 14:15-15:15 | Lab Activity (Spektra) | <ul style="list-style-type: none"> Lab 6 - Build an intelligent chat feature using Semantic Kernel Fundamentals Lab 7 - Implement Time and Weather retrieval Semantic Kernel Plugins |
| 15:15-15:30 | Break | |
| 15:30-16:00 | Training Session | <ul style="list-style-type: none"> Understanding AutoGen Agents Framework Multi-Agent Collaboration & Orchestration with AutoGen / Semantic Kernel |
| 16:00-16:45 | Training Session | Module 4: Enterprise grade production at scale <ul style="list-style-type: none"> Scaling challenges and agent controls Manage AI performance in production Observability Tools Enabling Enterprise governance and management Enterprise grade security and data protection Monitoring and observability |
| 16:45-17:00 | Discussion | Partner Resources and Next Steps |
| 17:00-17:15 | Discussion | Q&A and Wrap up |

Regional In-person Unlock Innovation with Agentic AI in Copilot Studio

Whether you're looking to enhance your deal readiness or lead Copilot solution conversations, this workshop equips you with the strategic and technical knowledge to drive customer success with Copilot Studio. In this workshop you will learn how to extend the Microsoft 365 Copilots and to build/develop your own agents using pro-code technologies in Copilot Studio. It analyses all the available pro code options to build your own agents using the Copilot Studio.

Duration: 2 Days (7 hrs/day)

Level: Intermediate

Hands on Labs: Yes (Spektra)

Course Prerequisites: Familiarity with Azure AI Apps and Copilots and basic programming knowledge

Target Audience: Developers

Suggested Supplementary Certification:
PL-200

Last refreshed: July 2025



X-solution



AI + Agents/
Innovate with Azure AI
Apps & Agents

Day 1 – Tech Deal Ready

| Time | Type | Topic |
|-------------|------------------------|--|
| 9:00-9:30 | Check-in | Registration and check in |
| 9:30-9:45 | Discussion | Introduction to the Workshop |
| 9:45-10:30 | Training Session | Module 1: Agents in Microsoft 365 ecosystem <ul style="list-style-type: none"> Copilot and Agents Empower everyone with Agents Build your own agents – Agent tooling Low-code agent building with Copilot Studio Agent Builder SharePoint Agents |
| 10:30-11:00 | Lab Activity (Spektra) | Lab 1 - Explore Copilot Studio Agent Builder |
| 11:00-11:15 | Break | |
| 11:15-12:30 | Training Session | Module 2: Building custom agents <ul style="list-style-type: none"> Building custom agents with Copilot Studio Agent anatomy Customizing agents – Orchestrator, UI, Knowledge, Tools Autonomous Agents Enhance with Azure AI Foundry |
| 12:30-13:00 | Lab Activity (Spektra) | Lab 2 - Build and Customize a Travel Assistance AI Agent in Microsoft Copilot Studio |
| 13:00-13:45 | Lunch Break | |
| 13:45-14:00 | Training Session | Module 3: Agent guidance <ul style="list-style-type: none"> Comparing Agent Types AI Alignment Guidance – Build vs Buy Customer Stories |
| 14:00-15:00 | Training Session | Module 4: Agent Governance and Controls <ul style="list-style-type: none"> Copilot Control System Existing Security & Governance Capabilities Agent Security and Governance Agent Management Controls |
| 15:00-15:15 | Break | |
| 15:15-15:45 | Training Session | Module 5: Drive success with agent adoption and measurement <ul style="list-style-type: none"> Driving Copilot Studio and copilot adoption Agent Measurement and Reporting |
| 15:45-16:30 | Training Session | Module 6: Copilot Studio Licensing and Pricing <ul style="list-style-type: none"> Introduction to Agent Cost Controls Agent Cost Controls across Microsoft 365 admin center Agent Cost Controls across Power Platform admin center Analytics in Copilot Studio |
| 16:30-17:00 | Discussion | <ul style="list-style-type: none"> Partner Resources and Next Steps Deal Ready Demo Accelerators |
| 17:00-17:15 | Discussion | Q&A and Wrap up |

Day 2 – Project Ready

| Time | Type | Topic |
|-------------|------------------------|--|
| 9:00-9:30 | Check-in | Recap of Day 1 session topics |
| 9:30-10:30 | Training Session | Module 7 : Extend Microsoft 365 Copilot with declarative agents <ul style="list-style-type: none"> The Copilot Stack Microsoft 365 Copilot - extensibility options <ul style="list-style-type: none"> Declarative agents Custom engine agents Build declarative agents using natural language coding approach Add skills with plugins Extend Copilot's knowledge through Microsoft Graph connectors Train Copilot with Copilot Tuning |
| 10:30-11:00 | Lab Activity (Spektra) | Lab 3 - Build a declarative agent using Microsoft 365 Agents Toolkit |
| 11:00-11:15 | Break | |
| 11:15-12:45 | Training Session | Module 8: Build your own agents and multi agents with Copilot Studio <ul style="list-style-type: none"> Build your own agents using Copilot Studio (natural language coding approach) Build your own multi agents with Copilot Studio Ground agents with knowledge Introduction to Agent Tools <ul style="list-style-type: none"> Use deep reasoning models Extend your agent with Model Context Protocol (MCP) (preview) Computer use in Microsoft Copilot Studio for UI automation Enhance automation with agent flows and connectors |
| 12:45-13:30 | Lunch Break | |
| 13:30-15:15 | Lab Activity (Spektra) | <ul style="list-style-type: none"> Lab 4 - Create and incorporate actions in HR Agent in Copilot Studio Lab 5 - Enabling Autonomous Capabilities in Microsoft Copilot Studio for HR Activities |
| 15:15-15:30 | Break | |
| 15:30-16:00 | Training Session | Module 9: Pro-code agent development <ul style="list-style-type: none"> Develop agents on your custom engine using Teams AI Library Build agents using Microsoft 365 Agents Toolkit & Microsoft 365 Agents SDK Code Interpreter in Copilot Studio Microsoft 365 Copilot APIs |
| 16:00-16:45 | Lab Activity (Spektra) | Lab 6 - Building a Multimodal RAG Solution with Copilot Studio |
| 16:45-17:00 | Discussion | Partner Resources and Next Steps |
| 17:00-17:15 | Discussion | Q&A and Wrap up |

Project Ready

Threat Protection with Microsoft Defender XDR

In this course, you'll learn how to position Microsoft's Zero Trust security strategy and deliver unified threat protection with the Microsoft 365 E5 Security Suite and Defender XDR. Through hands-on labs, you'll configure phishing and threat policies, investigate incidents across endpoints, identities, email, and cloud apps, govern Shadow IT, secure SaaS applications, and automate responses using Automated Investigation and Response (AIR), Power Automate, and Microsoft Sentinel.

Duration: 1 day (7 hrs/day)

Level: Intermediate

Hands on Labs: Yes (Spektra)

Course Prerequisites: Basic understanding of Microsoft 365 services and cybersecurity concepts is recommended for this course.

Target Audience: Technical

Suggested Supplementary Certification:
[SC-401](#)

Last refreshed: Aug 2025



Project Ready

| Timings | Type | Topic |
|-------------|------------------------------|---|
| 9:30-11:00 | TR1 - Training session | <ul style="list-style-type: none"> Trends in Threat Landscape Introduction to Zero Trust Microsoft Secure Future Initiative Threat Protection with M365 E5 Suite Threat Protection with Microsoft Defender XDR <ul style="list-style-type: none"> Defender for Endpoint Microsoft Entra ID P2 Defender for Identity Defender for Office 365 Defender for Cloud Apps |
| 11:00-11:15 | BR1 - Break | |
| 11:15-12:45 | LA1 - Lab activity (Spektra) | <ul style="list-style-type: none"> Lab 1: Analyze Threats with Threat Explorer and Real-Time Detections Lab 2: Configure Anti-Phishing and Safe Links Policies Lab 3: Implement and Monitor Defender for Office 365 Secure Posture Lab 4: Investigate and Remediate Incidents in Microsoft Defender XDR Lab 5: Microsoft Defender for Cloud Apps-Configuring Cloud App Discovery Lab 6: Discover and Analyze Shadow IT Using Cloud Discovery Lab 7: Connect and onboard a SaaS App to Defender for Cloud Apps Lab 8: Configure Session Policies to Monitor and Block Risky Behavior |
| 12:45-1:30 | BR2 - Lunch Break | |
| 1:30 – 3:00 | TR2 - Training session | <ul style="list-style-type: none"> Accelerate SecOps with GenAI Demo: Integrate Microsoft Security Copilot with Defender XDR for Investigations and Reporting Microsoft Defender XDR Unified Portal Managed XDR (MXDR) Extended Threat Protection with Microsoft |
| 3:00 – 4:00 | LA2- Lab activity (Spektra) | <ul style="list-style-type: none"> Lab 9: Implement App Governance and Risk Detection for OAuth Apps Lab 10: Investigate Alerts and Create Custom Detection Policies Lab 11: Deploy Microsoft Defender for Identity Sensor on Domain Controllers Lab 12: Simulate and Detect Lateral Movement Attacks Lab 13: Investigate Identity-Based Threats and User Timelines Lab 14: Integrate Defender for Identity with Microsoft Defender Portal |
| 4:00 – 4:15 | BR3 - Break | |
| 4:15 – 5:15 | LA3 - Lab activity (Spektra) | <ul style="list-style-type: none"> Lab 15: Implement Automated Investigation and Response (AIR) for Identity Threats Lab 16: Automate Response with Power Automate and Microsoft Sentinel |
| 5:15-5:30 | Discussion | <ul style="list-style-type: none"> Partner Resources Q&A and Wrap up |

Regional In-person Architect and Implement AVS

Join us for an intensive, hands-on lab experience tailored for VMware administrators. This one-day, in-person workshop will deepen your expertise in implementing and managing Azure VMware Solution (AVS). You'll gain practical skills in deploying AVS, migrating VMware VMs to AVS, and integrating AVS with other Azure services, all designed to enhance your existing VMware knowledge and capabilities.

This workshop is not for beginners; to take advantage of this course, attendees should have experience using the VMware platform and tools.

Duration: 2 days (7 Hours/Day)

Level: Intermediate-Advanced

Hands on Labs: Yes

Course Prerequisites: VMware knowledge

Target Audience: Technical

Suggested Supplementary Reference:
[Run VMware resources on Azure VMware Solution](#)

Labs Author and hosting: Spektra

Last Refreshed: May 2025



Migrate and Modernize
your estate

| Day 1 – Tech Deal Ready | | |
|-------------------------|------------------|--|
| Time | Type | Topic |
| 9:00-9:30 | Check-in | Registration and check in |
| 09:30-09:45 | Discussion | Introduction to the Workshop |
| 09:45-11:15 | Training Session | Module 1: Intro to Azure VMware solution (AVS) <ul style="list-style-type: none"> Adoption Azure VMware Solution AVS design principles using CAF and WAF AVS landing zone accelerator Pricing, metering, quotas and capacity Plan network topology for AVS deployment Deploy Azure VMware Solution Connect to on-premises VMware vSphere Configure NSX network components Demo: AVS Planning and Deployment |
| 11:15-11:30 | Break | |
| 11:30-13:20 | Training Session | Module 2: Design an Azure VMware Solution environment <ul style="list-style-type: none"> Plan HCX deployment Install and activate VMware HCX in AVS Deploy and install VMware HCX Configure networking and compute profiles for VMware HCX Create a service mesh for VMware HCX Cloud migration strategies Use cases and scenarios Demo: AVS Migration with VMware HCX |
| 13.20 – 14:05 | Lunch Break | |
| 14:05-15:25 | Training Session | Module 3: Manage and operate AVS <ul style="list-style-type: none"> Migrate VM workloads to AVS Identify deployment workflow prerequisites Install vSphere Replication appliance Configure vCenter site pairing Business continuity and disaster recovery Store expansion Azure integration scenarios |
| 15:25-15:40 | Break | |
| 15:40-16:30 | Training Session | Module 4: Security and compliance <ul style="list-style-type: none"> Security and compliance Defender for Cloud |
| 16:30-17:00 | Discussion | Partner Resources and Next Steps |
| 17:00-17:15 | Discussion | Q&A and Wrap up |

| Day 2 – Project Ready | | |
|-----------------------|--------------|---|
| Time | Type | Topic |
| 9:00-9:30 | Recap | Recap of the Day 1 topics |
| 09:30-11:00 | Lab Activity | Module 5: Deployment hands-on labs <ul style="list-style-type: none"> Lab 1: Understand the AVS deployment Lab 2: Connect Azure VNET to AVS using Express Route Connectivity Lab 3: Configure DHCP for Azure VMware Solution |
| 11:00-11:15 | Break | |
| 11:15-13:00 | Lab Activity | <ul style="list-style-type: none"> Lab 4: Deploy VMware VMs in AVS Lab 5: Enable Managed SNAT for AVS Lab 6: Enable DNS forwarder for AVS |
| 13:00-13:45 | Lunch Break | |
| 13:45-15:15 | Lab Activity | Module 6: Migration hands-on labs <ul style="list-style-type: none"> Lab 7: Deploy HCX for VM Migration Lab 8: Review on-prem prep for VM Migration (read only) |
| 15:15-15:30 | Break | |
| 15:30-16:45 | Lab Activity | <ul style="list-style-type: none"> Lab 9: Migrating VMs (Read Only / Migrate to each other's VMware environments) |
| 16:45-17:00 | Discussion | Partner Resources and Next Steps |
| 17:00-17:15 | Discussion | Q&A and Wrap up |

Partner MS Certifications

**Available to all
partners-key focus
on MPN**

Regional Cert Week Plan – FY26

EMEA Cloud & AI Platforms + Security Certification Weeks

| Country-Language | Dates | Reg Page |
|------------------|------------|---|
| EMEA-English | Sept 22-26 | https://aka.ms/EMEA-CW-EN-AZSC |
| Germany-German | Nov 10-14 | https://aka.ms/EMEA-CW-AZSC-DE |
| France-French | Oct 6-10 | https://aka.ms/EMEA-CW-AZSC-FR |
| Italy-Italian | Oct 6-10 | https://aka.ms/EMEA-CW-AZSC-IT |
| Spain-Spanish | Oct 20-24 | https://aka.ms/EMEA-CW-AZSC-ES |

EMEA AI Business Solutions Certification Weeks

| Country-Language | Dates | Reg Page |
|------------------|-----------------|---|
| EMEA-English | Sept 29 – Oct 3 | https://aka.ms/EMEA-CW-EN-AIBS |
| Germany-German | Oct 6-10 | https://aka.ms/EMEA-CW-AIBS-DE |
| France-French | Nov 3-7 | https://aka.ms/EMEA-CW-AIBS-FR |
| Italy-Italian | Oct 13-17 | https://aka.ms/EMEA-CW-AIBS-IT |
| Spain-Spanish | Nov 3-7 | https://aka.ms/EMEA-CW-AIBS-ES |

What is Cert Week

- Certification Weeks help technical professionals prepare for advanced, role-based certifications while supporting their organization meet the Microsoft AI Cloud Partner Program Skilling requirements.
 - Beginner and intermediate learners gain comprehensive insights and critical hands-on knowledge through expert-led training, flexible scheduling, and multi-language support.
 - This modular five-day virtual training offers expert-led sessions, hands-on practice, sales training and exam preparation - all designed to fit around busy schedules.
- Sessions run consecutively for 5 days
 - 5th day is preparation for certifications
 - 100% free vouchers available to take exams

FY26 Regional Certification Week Top Priorities:

AI Business Solutions

Top Priority ARB Certifications:

AI Workforce:

MD-102: Endpoint Administrator *

MS-102: Microsoft 365 Administrator *

MS-700: Teams Administrator *

MS-721: Collaboration Communications System Engineer *

SC-401: Information Security Administrator *

AI Business Process:

MB-230: Customer Service Functional Consultant *

MB-240: Field Service Functional Consultant *

MB-280: Customer Experience Analyst *

MB-310: Finance Functional Consultant *

MB-330: Supply Chain Functional Consultant *

MB-335: Supply Chain Functional Consultant Expert *

MB-500: Finance & Operations Developer *

MB-700: Finance & Operations Solution Architect *

MB-800: Business Central Functional Consultant

MB-820: Business Central Developer *

PL-200: Power Platform Functional Consultant

PL-400: Power Platform Developer

PL-500: Power Automate RPA Developer

PL-600: Power Platform Solution Architect

Wave 1 (Q1/Q2) Priority Certifications:

AI Workforce:

MD-102: Endpoint Administrator *

MS-102: Microsoft 365 Administrator *

MS-700: Teams Administrator *

SC-401: Information Security Administrator *

AI Business Process:

MB-240: Field Service Functional Consultant *

MB-335: Supply Chain Functional Consultant Expert *

MB-700: Finance & Operations Solution Architect *

MB-800: Business Central Functional Consultant

PL-200: Power Platform Functional Consultant

PL-400: Power Platform Developer

PL-500: Power Automate RPA Developer

PL-600: Power Platform Solution Architect

Wave 2 (Q3/Q4) Priority Certifications:

AI Workforce:

MD-102: Endpoint Administrator *

MS-102: Microsoft 365 Administrator *

MS-721: Collaboration Communications System Engineer *

SC-401: Information Security Administrator *

AI Business Process:

MB-230: Customer Service Functional Consultant *

MB-280: Customer Experience Analyst *

MB-310: Finance Functional Consultant *

MB-330: Supply Chain Functional Consultant *

MB-500: Finance & Operations Developer *

MB-700: Finance & Operations Solution Architect *

MB-820: Business Central Developer *

PL-600: Power Platform Solution Architect

FY26 Regional Certification Week Top Priorities:

Cloud & AI Platform and Security

Top Priority ARB Certifications:

Cloud & AI Platform:

AI-102: Azure AI Engineer *

AZ-104: Azure Administrator *

AZ-204: Azure Developer *

AZ-305: Azure Solution Architect *

AZ-400: DevOps Engineer

AZ-700: Network Engineer

DP-100: Azure Data Scientist *

DP-300: Azure Database Administrator

DP-600: Fabric Analytics Engineer

DP-700: Fabric Data Engineer *

GH-300: GitHub Copilot

PL-300: Power BI Data Analyst *

Security:

AZ-500: Azure Security Engineer

SC-100: Cybersecurity Architect Expert *

SC-200: Security Operations Analyst *

SC-300: Identity and Access Administrator

SC-401: Information Security Administrator *

Wave (Q1/Q2) Priority Certifications:

Cloud & AI Platform:

AZ-104: Azure Administrator *

AZ-204: Azure Developer *

AZ-305: Azure Solution Architect *

AI-102: Azure AI Engineer *

GH-300: GitHub Copilot

DP-300: Azure Database Administrator

DP-600: Fabric Analytics Engineer

Security:

AZ-500: Azure Security Engineer

SC-100: Cybersecurity Architect Expert *

SC-200: Security Operations Analyst *

SC-300: Identity and Access Administrator

SC-401: Information Security Administrator *

Wave 2 (Q3/Q4) Priority Certifications:

Cloud & AI Platform:

AZ-104: Azure Administrator *

AZ-204: Azure Developer *

AZ-305: Azure Solution Architect *

AI-102: Azure AI Engineer *

GH-300: GitHub Copilot

DP-300: Azure Database Administrator

DP-700: Fabric Data Engineer *

Security:

AZ-500: Azure Security Engineer

SC-100: Cybersecurity Architect Expert *

SC-200: Security Operations Analyst *

SC-300: Identity and Access Administrator

SC-401: Information Security Administrator *

Certified Software Designation Training

Available to all
SDC partners

Skilling goal and overview

To help ISVs/Software Development Companies (SDCs) navigate the process of acquiring their Certified Software Designation (CSD), **driving the number of SDC Solution Partners with CSDs.**

This **online, self-led training series** outlines the different CSDs available across solution area and industry designations, reviews the performance requirements and customer success requirements, summarizes core concepts from the **Azure Well Architected Framework and Azure Advisor**, and deep dives the **technical audit requirements and process.**

Certified Software Designation Training

Available to all
SDC partners

Example below on Azure (live on Level-up by end September '25). To follow: Industry and Solution Area specific ones in Q2

Certified Software Designation Training

Business Track

Introduction

- CSD value prop & market demand
- Core strategy and principles
- Overview of 5 main types
 - Azure
 - AI Workforce
 - AI Business Process
 - Security
 - Industry
- Deeper view on Azure
- How to achieve the CSD/process overview
- FAQ

Requirements

- Overview of qualification criteria
- Deep dive solution pre-requisites
- Deep dive partner criteria
- Deep dive solution criteria
- Deep dive customer success criteria

Technical track

Introduction

- CSD value prop & market demand
- Core strategy and principles
- Overview of 5 main types
 - Azure
 - AI Workforce
 - AI Business Process
 - Security
 - Industry
- Deeper view on Azure
- FAQ

• Architecture guidance

- WAF overview
- Azure Advisor Score/overview
- Architecture diagram
- Security demo

• Azure Technical Audit

- Overview Azure technical audit process
- Deep dive Azure technical audit requirements
- Next steps

Partner Skilling Hub and Co-Sell Operations Service for Skilling

Erik Lustig

Senior Field Operations Lead



Co-sell Operations Services for Skilling

Language supported operational capacity and scale catering to regional teams to close awareness gaps and increase consumption of core incremental skilling and program offerings (AI/Cloud, ESI benefits, Cert training, Project Ready, Sale/Pre-Sales) by providing a destination to receive and resolve partner and field skilling query and enable a proactive outbound engagement model for priority partner segments/cohorts.

| | | | |
|--|---|---|-----------------------------|
| Close field and partner awareness gaps for core incremental skilling offerings | Evangelize corporate and regional skilling programs with all partners | Localized communication: French, German, Spanish Portuguese, Japanese, Korean, Mandarin & ENG | At scale Partner management |
|--|---|---|-----------------------------|

Sponsored by  Microsoft

Unlock your Microsoft AI Cloud potential with Partner Skilling Hub

Partner Skilling Hub provides the comprehensive skilling
and development to make the Frontier Firm possible.

[Explore skillings](#)

[Create an account](#)



Skilling Hub Demo

SureStep Skilling

Ben Ellgass

SR. Business Strategy Analyst



FY26 SureStep Skilling changes

Available to
specific partners

From FY25



To FY26

SureStep Seller learning journeys



- 6 Solution Play aligned Sales learning journeys, Certification Days and Pitch Perfect initiative
- 80% Sellers certified & 20% sales champion SSAs

Reseller Skilling – Scale thru SureStep



- CSP Global Distributor Skilling Hub, onboarding 1K top resellers & 5K sales trained learners

AI-powered SureStep learning journeys



- Mandatory CSA aligned sales course & assessment. Open to all Partner Sellers
- Enhanced tracking of seller skilling progress for Partner reviews and PoE
- AI-powered conversational scenario tool for Seller Pitch Perfect

Expand outcome-based learning journeys



- Available for all 96K SMB channel partners (LevelUp, Microsoft Titan Academy)
- SMB CSA Sales Ready learning journeys anchored on partner influenced revenue
- In-a-box skilling modules for deeper integration with select Distributors

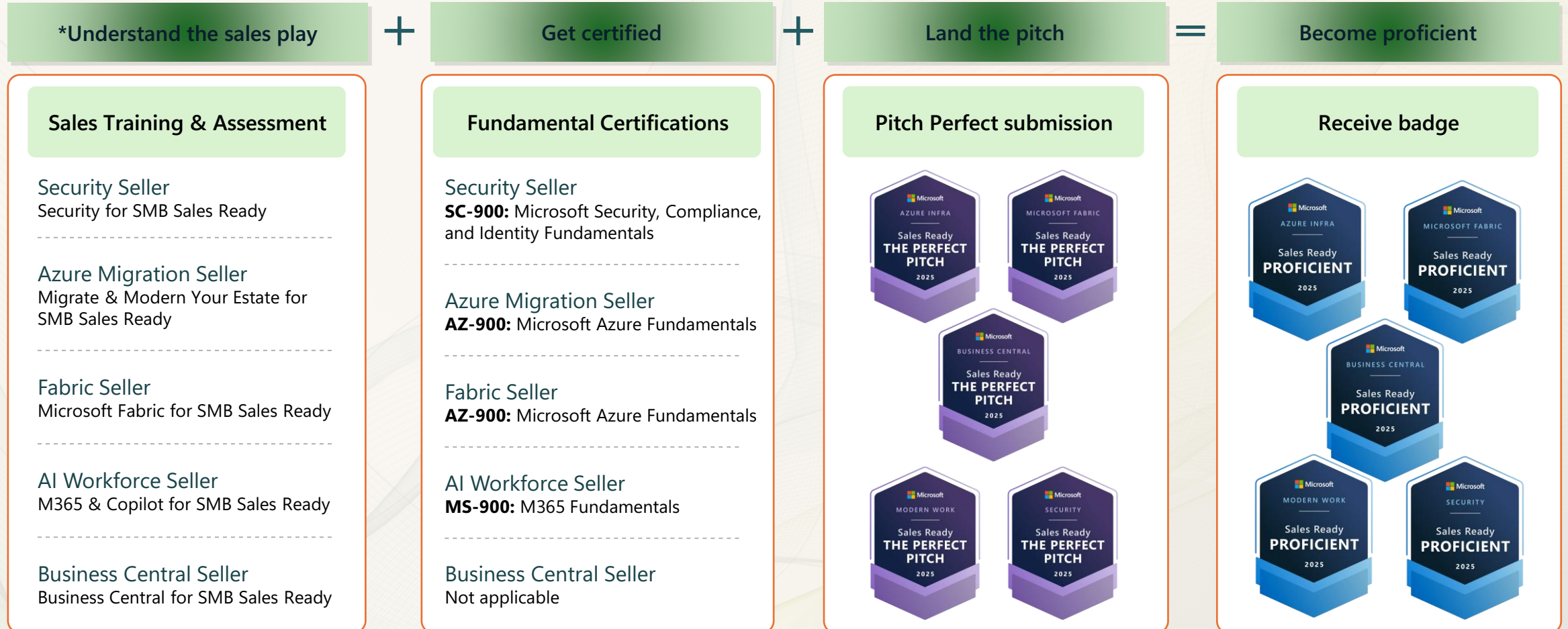
Continue expanding CSP specific skilling offerings



- CSP Sales Ready, Tech Deal Ready, Project Ready across all CSAs (in-person, virtual 1:many)
- Certification Weeks for MAICPP (FY25: 12 cert weeks across all CSAs with +5K channel attendees)

SureStep learning journey

Accelerate your career through skilling! SureStep Skilling provides structured journey combining sales training and practical application to empower sellers to confidently position Microsoft Cloud Solutions, navigate complex customer conversations, and grow their careers. Learning journeys available on **Microsoft Titan Skilling Academy!**



* New FY26 Surestep PoE requirements:

1. 70% of allocated SureStep resources must successfully complete sales course
2. Must successfully pass knowledge check assessment

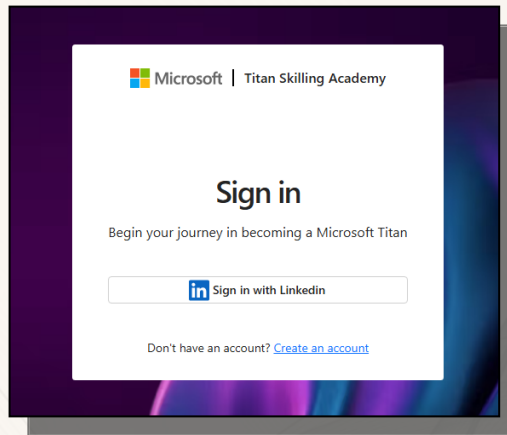
For support, reach out to titan-contact@ms-titan-dashboard.com

How to access your SureStep learning journey

All SureStep learning journeys are available on Microsoft Titan Skilling Academy. To access your learning journey, you will need to register for Microsoft Titan Skilling Academy.

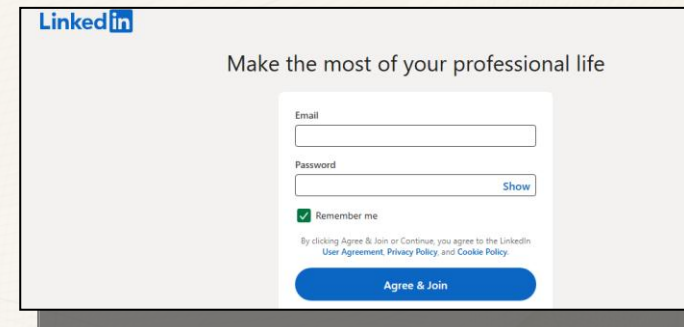
1

New user: Create an account.



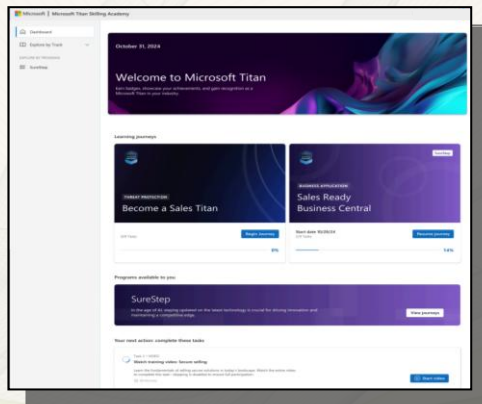
2

New user: Create an account by signing into your LinkedIn account.



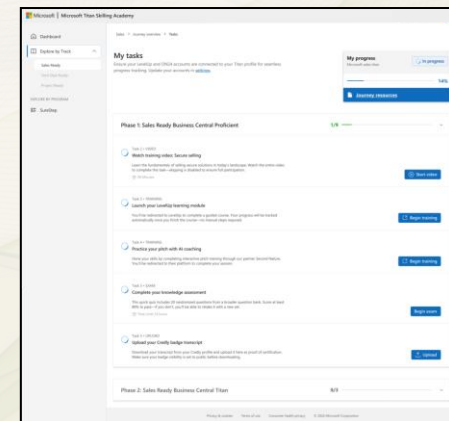
3

Navigate to SureStep and select your solution area learning journey.



4

Complete your learning journey!



Microsoft Titan Skilling Academy

Microsoft Titan skilling Academy is a Partner skilling academy consisting of immersive learning framework that empowers our partners to deepen their knowledge and skills across Microsoft solution areas.

Choose your Titan Path by selecting the learning journey that aligns with your role and earn badges across sales and technical workloads to showcase your accomplishments.

How it works

The Microsoft Titan skilling academy allows learner to learn at their own pace, track progress, and advance through tasks such as videos, quizzes, and real-world applications.

Learners complete each phase to earn badges that highlight their accomplishments and showcase their expertise.

Learners earn badges which not only unlock new opportunities but also enhance professional's profile on LinkedIn, positioning them as a recognized Microsoft Titan in industry.

Who will benefit from Titan badges?

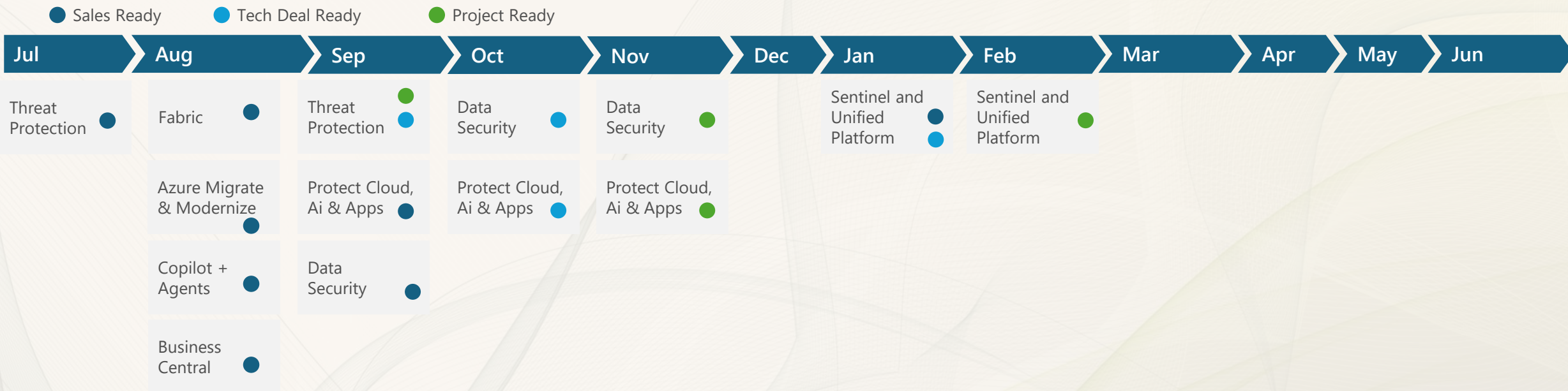
- Sales professionals
- Pre-sales specialists
- Technical delivery teams



Sign up to become a Microsoft Titan today!

[Register for Microsoft Titan](#)

Titan Learning Journey's Roadmap



Introducing: Microsoft AI-Powered Selling



"The top quartile of our Copilot users generated 10% more pipeline, closed deals 23% faster, and delivered 9% more revenue per seller. AI isn't just enhancing our sales process—it's fundamentally transforming the way we empower sellers to drive productivity and growth."

Judson Althoff, EVP & Chief Commercial Officer

What is MAPS?



MAPS is structured training across MCEM stages that allows our salesforce to master the application of consultative skills and use AI tools to become the most efficient and effective at their jobs.

Who is it for?



Our salesforce: ICs, Managers, and **Partners**

What will we deliver?



Consultative skills

Tailored learning modules for selling to all ROTH, aligned to MCEM

Hands-on AI practice

AI application in real-world scenarios relevant to all roles

Peer-to-peer learning and integrated coaching

Best practice sharing and ongoing manager support

What are the intended outcomes?



Increased productivity



Increased AI usage



Pipeline growth and consumption



Higher win rate



Improved customer satisfaction



LevelUp for Partners



LevelUp sponsored by Microsoft (skillupwithlevelup.com) provides partner learners access to high-value sales, tech deal ready and technical skilling content anchored on all our Microsoft Cloud Solution Areas and GTM Solution Plays. LevelUp is a free, self-directed, self-paced interactive learning management system that includes assessments and badges for course completions.

Organizational and Learner Benefits

- Access to an extensive catalog of high-value on-demand Microsoft Cloud skilling courses
- Guided learning paths anchored on Microsoft GTM Solution Plays – sales, pre-sales, technical
- Sales skilling to enable Microsoft partner sellers to build mindshare and sell more effectively
- Tech Deal Ready skilling to enable Microsoft partner tech sellers to convert mindshare into customer projects
- Project Ready skilling with hands-on-labs to improve delivery team deployment capability
- Exam-style assessments to gauge role type discipline competency across the Microsoft Cloud
- Offline support with bidirectional email integration and built-in chat function



Pre-Sales

Drive pipeline



Sales

Improve POC and RP capability



Technical

Improve deployment capability

Cloud Champion Updates

Michalis Moschos
EMEA Partner Skilling Lead



WHAT IS CLOUD CHAMPION

Available to all
channel partners

1. **Microsoft + Indirect Provider** platform that ENGAGES **100,000 people** from **31,000 SMB** Resellers
2. **Who transact 73% of Microsoft's SMB revenue**, to keep them **ENGAGED and ENABLED**

Co-Branded, Co-Funded and Co-Executed with Indirect Providers

WHAT SETS CLOUD CHAMPION APART?

Local Channel Value Service

- 12 yrs of experience in the platform
- Local engagements by Distis & MSFT
- Local Language coverage
- Mix of Local & EMEA relevant content
- Fast Response to partner & market needs

KEY FACTS AND FIGURES – EMEA – FY25

Countries

- 12 FYs in Spain
- 7 FYs in WE, CH, NL
- 5 FYs in DE
- 19 Countries/Areas
- 7 Languages

Resellers

31,423

Engagement

70,792

Trainings Consumed

83

Average Attendees per
Microsoft Session

52 NPS

And 81% CSAT

Campaign Execution

984

Live Webinars - FY25

3.6 M

Emails sent / Year

2.1X

Industry standard
Engagement Metrics

Sales

73%*

of SMB MS revenue
transacted through
CC Resellers

6.5X*

CC resellers sell 6.5X
more than Non-CC
Resellers

Indirect Providers

50















































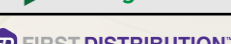


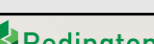
Registered People

99,955

*numbers excluding new markets added in FY25 (UK, FR, CEMA)

Market coverage and participating distributors

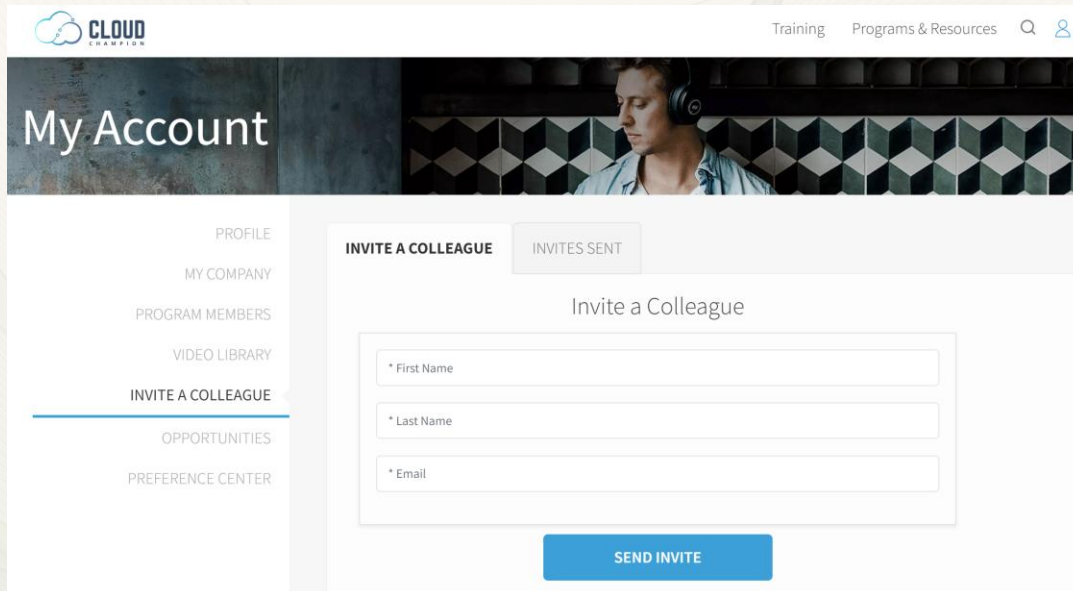
Cloud Champion is active in 19 countries/regions with 50 different local distributors.

| | | | | |
|------------------|--|---|--|---|
| France |  |  TD SYNEX |  |  |
| Germany |  |  TD SYNEX |  | |
| Netherlands |  |  | | |
| Switzerland |  |  TD SYNEX | | |
| UK |  |  TD SYNEX |  |  |
| Austria |  | | | |
| Belgium |  |  TD SYNEX |  |  <small>A Proximus company</small> |
| Denmark | | | | |
| Finland |  |  | | |
| Ireland | | | | |
| Italy |  |  TD SYNEX |  |  |
| Norway |  | | | |
| Portugal |  TD SYNEX | | | |
| Spain |  |  TD SYNEX |  |  <small>enhancing your business</small> |
| Sweden |  |  |  TD SYNEX |  |
| Central Europe |  |  PROMISE GROUP | | |
| Southeast Europe |  |   |  | |
| Middle East |  |  |  | |
| Africa |  |  <small>Epsilon Unit Group Technology</small> |  |   |

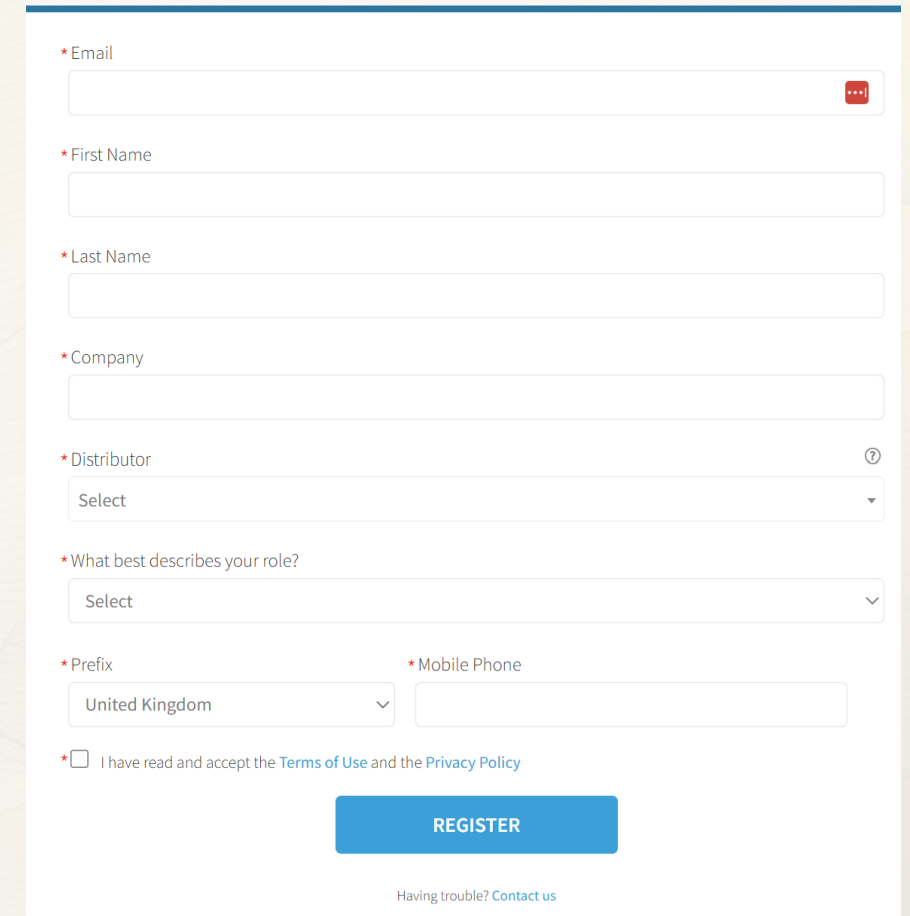
How to engage with Cloud Champion

To register for free:

- Go to <https://www.cloudchampion.co/link/home/> and select your country or region.
- Register yourself and select your distributor or Other (if you don't want to connect to one specifically).
- When registered, you can add more people from your organization in the user menu by selecting "Invite a Colleague"



The screenshot shows the 'My Account' page of the Cloud Champion website. The header includes the Cloud Champion logo and navigation links for Training, Programs & Resources, and a user profile icon. The main content area is titled 'My Account' and features a sidebar with links: PROFILE, MY COMPANY, PROGRAM MEMBERS, VIDEO LIBRARY, INVITE A COLLEAGUE (highlighted), OPPORTUNITIES, and PREFERENCE CENTER. The 'INVITE A COLLEAGUE' section has two tabs: 'INVITE A COLLEAGUE' and 'INVITES SENT'. Below the tabs is a form titled 'Invite a Colleague' with three input fields: '* First Name', '* Last Name', and '* Email'. A blue 'SEND INVITE' button is at the bottom of the form.



The screenshot shows the registration form on the Cloud Champion website. It includes the following fields and options:

- * Email: Text input field with a red asterisk and a red 'x' icon.
- * First Name: Text input field with a red asterisk.
- * Last Name: Text input field with a red asterisk.
- * Company: Text input field with a red asterisk.
- * Distributor: Dropdown menu with 'Select' and a red asterisk.
- * What best describes your role?: Dropdown menu with 'Select' and a red asterisk.
- * Prefix: Dropdown menu with 'United Kingdom' and a red asterisk.
- * Mobile Phone: Text input field with a red asterisk.
- * ☐ I have read and accept the [Terms of Use](#) and the [Privacy Policy](#).
- REGISTER**: Blue button.
- Having trouble? [Contact us](#)

Cloud Champion webinars:

Most popular on-demand ones (5) from the last 3 months

On-demand Webinars

| Training Title | Language | Date | Provider | Solution Area | Audience |
|--|----------|------------|-----------|----------------|-----------------|
| Secure Your Code and AI from the Start | English | 29/07/2025 | Microsoft | Security | Technical,Sales |
| Unified SecOps Platform: Modernize, Streamline, and Secure Your Operations | English | 17/07/2025 | Microsoft | Security | Technical |
| SMB Solution Partner Designations: Benefits & Support | English | 29/05/2025 | Microsoft | Cross Solution | Sales |
| Build and Extend Copilot - Tools and Best Practices | English | 19/05/2025 | Microsoft | Cross Solution | Technical,Sales |
| Striking the Balance: Boosting Productivity with Microsoft 365 Copilot While Staying Secure with Microsoft Purview | English | 26/06/2025 | Microsoft | Security | Sales |



Q&A

Thank you!