



Microsoft Partner Skilling

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Today's Agenda

1 GTM Skilling Strategy

2 Microsoft Partner SMB Playbook

3 Microsoft LevelUp

Microsoft Partner Technical and Sales Skilling

We offer holistic skilling opportunities across Microsoft Cloud solution areas, all anchored on mainstream solution plays.

Grow technical and sales capacity and deepen deployment capabilities

Copilot Empowerment



Certification Skilling

Supports MAICPP designation and specialization capacity

Enable technical proficiency in Microsoft Cloud Services to help partners **develop the baseline skills** needed to build practice and solutions.

Microsoft 365



Project Ready/Deployment

Enable partner practice and delivery teams to accelerate deployment capability

Enable developers, solution architects & data scientists with **advanced design** and **deployment capability** for real-world scenarios.

AI Design Wins

Migrate



Sales Skilling

Enable partner sellers to sell more effectively

Enable partner sellers to **sell more effectively** through demonstrating and landing solution play value.

Cybersecurity Foundation



Technical Pre-Sales Skilling

Enable partner tech sellers to build a practice or solution

Enable tech sellers to act as SMEs **influencing a sale** via in-depth product demonstrations and answering RFP technical questions.

Improve deployment efficiency and time to value

Accelerate sales lead cycle success



SMB Reseller Playbook

Partner.Microsoft.com/training

Azure

Business Applications

Modern Work

Security

Becoming a Designated Partner

How to Attain a Solutions Partner Designation

The [partner capability score](#) provides flexibility to demonstrate knowledge, skills, and experience across subcategories of performance, skilling, and customer success.

A minimum of **70** points must be earned, with points in each category.

There are **100** points possible in total across categories.



Microsoft Skilling initiatives and events support efforts in this subcategory

Enhance Yourself with Solutions Partner Designations



Designations aligned to the Microsoft solution areas recognize your broad technical capabilities and demonstrated success delivering technology solutions.

Benefits aligned to your Solutions Partner designation include product benefits, go-to-market services, co-sell eligibility, skilling and sales skilling resources, and customer-facing badges to help you market your expertise.

Specializations further validate deep technical expertise after you attain a Solutions Partner designation and set you apart from the competition.



*Partners who attain all six Solutions Partner designations receive a Microsoft Cloud badge, recognizing your capabilities across the Microsoft Cloud.

SMB Offerings

Recommended learning journeys anchored on Microsoft solution areas and solution plays



Partner Skilling Hub

Microsoft Partner Skilling Hub

Sales and Pre-sales

Enhance your sales and pre-sales capabilities with expert-led training to boost your skills, communicate value, and accelerate the customer journey.

Microsoft Partner Skilling Hub / Sales and Pre-sales

Types ▾


Levels ▾

Roles ▾

Solution Area(s) ▾

Workloads / Solution Plays ▾


Apply Filters



Microsoft Power Hour for Sellers

REGISTRATION NOW OPEN


Apr-June 2025 | IST/BST/PDT



GitHub Partner Bootcamp

REGISTRATION NOW OPEN


May 6 - 7 PDT
May 7 - 8 IST & BST



Sales Bootcamp on attaching Defender for cloud for Secure Migration

REGISTRATION NOW OPEN


May 20 PDT
May 21 IST & BST



Microsoft Fabric Partner Bootcamp – Sales Track

REGISTRATION NOW OPEN


May 29 PDT
May 30 IST & BST



CSP Practice build on Threat Protection & Data Security with MES

REGISTRATION NOW OPEN


May 6 - 7 IST, BST & PDT



Secure and govern Microsoft 365 Copilot with Microsoft Purview

REGISTRATION NOW OPEN


May 13 IST, BST & PDT



Microsoft AI Agents Day for Partners

ON-DEMAND

April 2025 On-Demand



Unlock Microsoft Security Sales with New Opportunities in CSP

ON-DEMAND

April 2025 On-Demand



Microsoft LevelUp

LevelUp for Partners

● For all LevelUp feedback and support:
LevelUpHelp@technofocus.com

[LevelUp sponsored by Microsoft](https://skillupwithlevelup.com) (skillupwithlevelup.com) provides partner learners access to high-value sales, pre-sales and technical skilling content anchored on all our Microsoft Cloud Solution Areas and GTM Solution Plays. LevelUp is a 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
- Pre-sales 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
- Partner orgs have flexibility to purchase seat capacity to scale up to meet their immediate skilling needs



Pre-Sales

Drive
pipeline



Sales

Improve
POC and
RP
capability



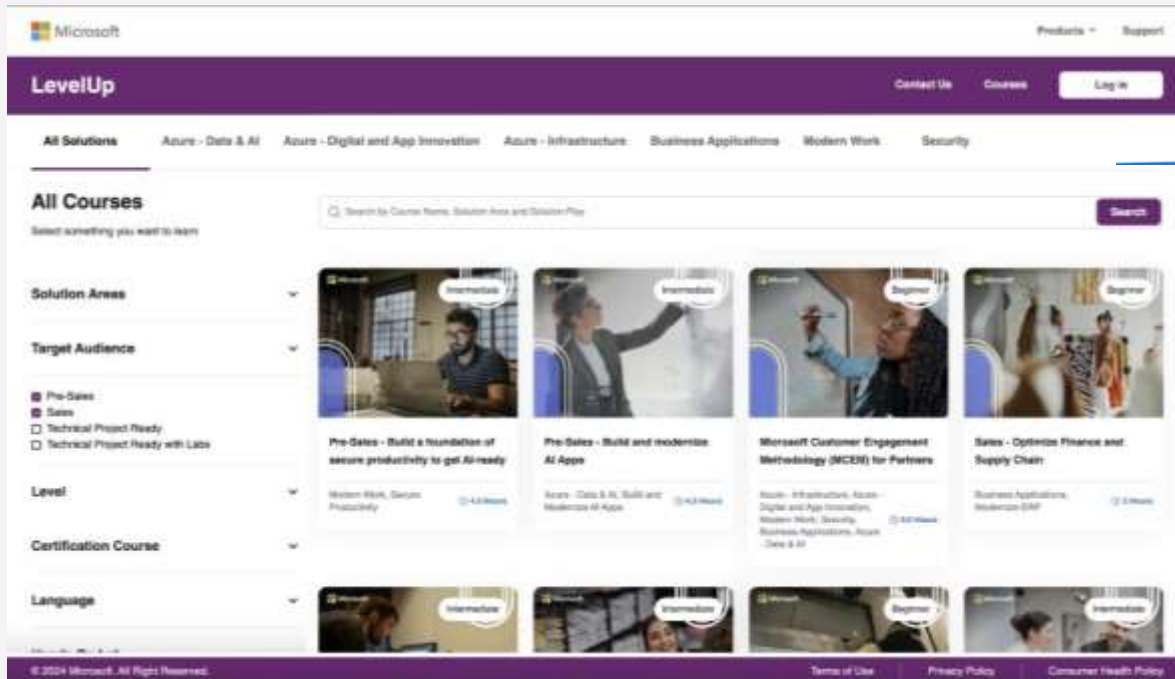
Technical

Improve
deployment
capability

➤ For more information on how to access the LevelUp platform view the playbook [here](#).

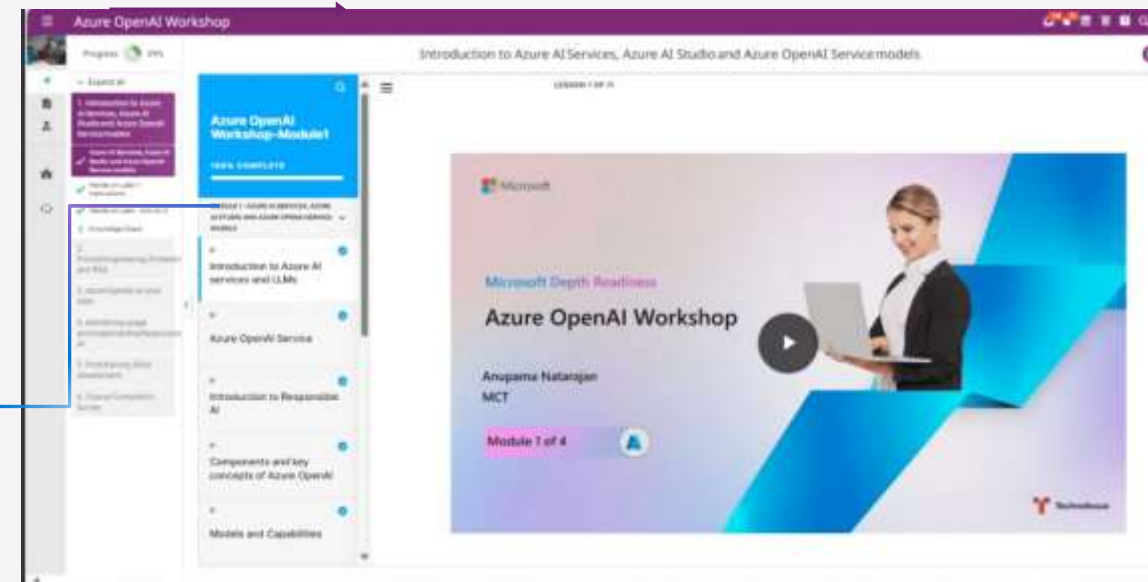
Microsoft LevelUp

What LevelUp learners can expect:



Visual course catalog with intuitive search for all solution areas

Built-in SCORM content, on-demand videos, and interactive content





Demo

LevelUp paid subscription

How it works

1. Use enrollment QR code to order your additional seats and technical labs (seats are valid for 12-months from activation date)
2. The Technofocus team will contact you directly and process your order
3. Once your organization is subscribed, you will receive email notification with access code
4. Learners use this access code to register/access to the LevelUp portal [here](#)



Base Package

1. Base price @ USD 20/user/year

What's included

1. 12 months access to the platform
2. Code-free access to
 - Sales
 - Presales
 - Project Ready technical courses without hands on labs



Base + Labs package

1. Base price @ USD 20/user/year
2. Hands on labs @ USD 35/lab execution

What's included

1. 12 months access to the platform
2. Code-free access to
 - Sales
 - Presales
 - Project Ready technical courses without hands on labs
3. Access to Project –ready courses with hands on labs based on provided access code(s)

Microsoft LevelUp | Pay-as-you-go
| Request Form





Thank you