



Microsoft In a Day program

Partner opportunity

Nikolina Kvesic

Principal Program Manager – Fabric Partner Success Team,
Azure Data Engineering

Alisha Dranitsaris

Partner Enablement Program Manager – Partner Success,
Copilot Agents & Platform Ecosystem (CAPE) Team



What is an X-in-a-Day?

One-day hands-on partner-led workshop for end users that provides new skills to help customers use and adopt Microsoft products and advocate within their organization.

Increase Microsoft product usage and adoption

Drive customer/partner connection and opportunities



XIAD program details

- **Complete workshop:** Presenter deck, demo scripts, step-by-step guides, Dataset, TTT
- Content updated regularly (monthly/quarterly) and some available in multiple languages
- **Co-branded registration pages** on Microsoft properties
- Event logistics managed by Microsoft
- **Lead generation** through email campaigns, in-product notifications and Microsoft field
- **Partner Playbook** on best practices to increase ROI
- Access to XIAD Teams community & regular monthly **office hours**
- Partner management of customer registrations

Microsoft | Microsoft 365 | Office | Windows | Surface | Xbox | Teams | Support

Sign up

Dashboard in a Day

When: Thursday, October 14, 2021 | 9:00 AM (GMT-06:00)
Where: Online

Delivery language(s): English

Dashboard in a Day - PragmaticWorks - United States

At Microsoft, we understand that in the current economic climate you are being asked to enhance your business by leveraging data to make critical business decisions in an efficient, precise and effective manner.

Power BI is a business analytics service that gives you a single view of your business data, with the ability to monitor the health of your business using live dashboards, create rich interactive reports and access your data on the go, from your mobile devices.

Microsoft in partnership with Pragmatic Works are pleased to invite you to a free 1-day workshop covering the capabilities of Power BI. The goal of this informational series is to help you understand how to analyze your data in a rich and compelling way. Whether you are evaluating its ability to meet organizational requirements around data visualization and analysis or are looking to learn how it can help you be more efficient and make a greater impact on the work you do every day, this is the workshop for you.

At the end of the day, attendees will better understand how to:

- Connect to, import, and transform data from a variety of sources
- Define business rules and KPIs
- Explore data with powerful visualization tools
- Build streaming reports
- Share dashboards with their team and business partners, and publish them to the web

Microsoft is proud to work with Pragmatic Works to deliver this workshop.

Any personal data we collect from you will be used by Microsoft and Pragmatic Works to administer the event. For complete information on the data collection and use practices of each company, please read the full privacy statements of each company.

- Pragmatic Works Website
- Pragmatic Works Privacy Policy
- Microsoft Privacy Policy

For information regarding your registration, please contact [Power BI Partner Events](#).

Want to learn more about Power BI?

- Check out our Power BI Partner Showcase
- Find partner offers to help you train, onboard, and implement Power BI
- Join the Power BI Community and engage with users and product teams
- Or read the latest posts in our blog

First Name *

Last Name *

Email Address *

Phone Number *

Job Title *

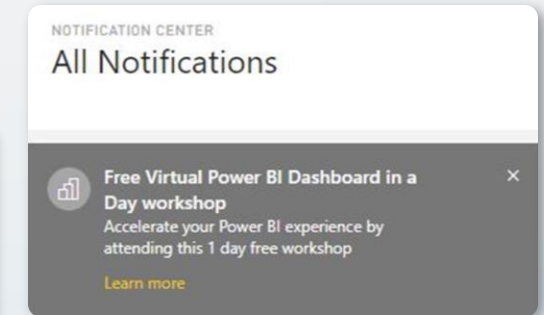
Company Name *

Country *

What best describes the size of your organization? *

☐ I would like the event partner to share with me information about their products, services and offers related to this event

[Sign up](#) [Cancel](#)



Microsoft | Microsoft 365 | Office | Windows | Surface | Xbox | Teams | Support

Sign up

App in a Day

When: Tuesday, October 19, 2021 | 9:00 AM (GMT-05:00)
Where: Online

Delivery language(s): English

App in a Day - PragmaticWorks - United States

Register today for an all-day interactive training to learn how to create custom business applications without writing code, leveraging the Microsoft Power Platform technologies - Power Apps and Power Automate.

App in a Day is designed to accelerate your Power Apps and the rest of the Power Platform stack experience with a comprehensive training in a single day, led by a certified Microsoft Partner.

The training provides practical hands-on experience with Pragmatic Works who specializes in creating Power Apps solutions in a full-day of instruction and app creation workshop.

You will learn how to build custom apps that run on mobile devices, and share them inside your organization securely.

Don't miss this opportunity to learn about building great apps in this App in a Day training event.

Microsoft is proud to work with Pragmatic Works to deliver this workshop.

Any personal data we collect from you will be used by Microsoft and Pragmatic Works to administer the event. For complete information on the data collection and use practices of Pragmatic Works please read the Pragmatic Works privacy policy.

First Name *

Last Name *

Email Address *

Phone Number *

Job Title *

Company Name *

Country *

What best describes the size of your organization? *

☐ I would like the event partner to share with me information about their products, services and offers related to this event

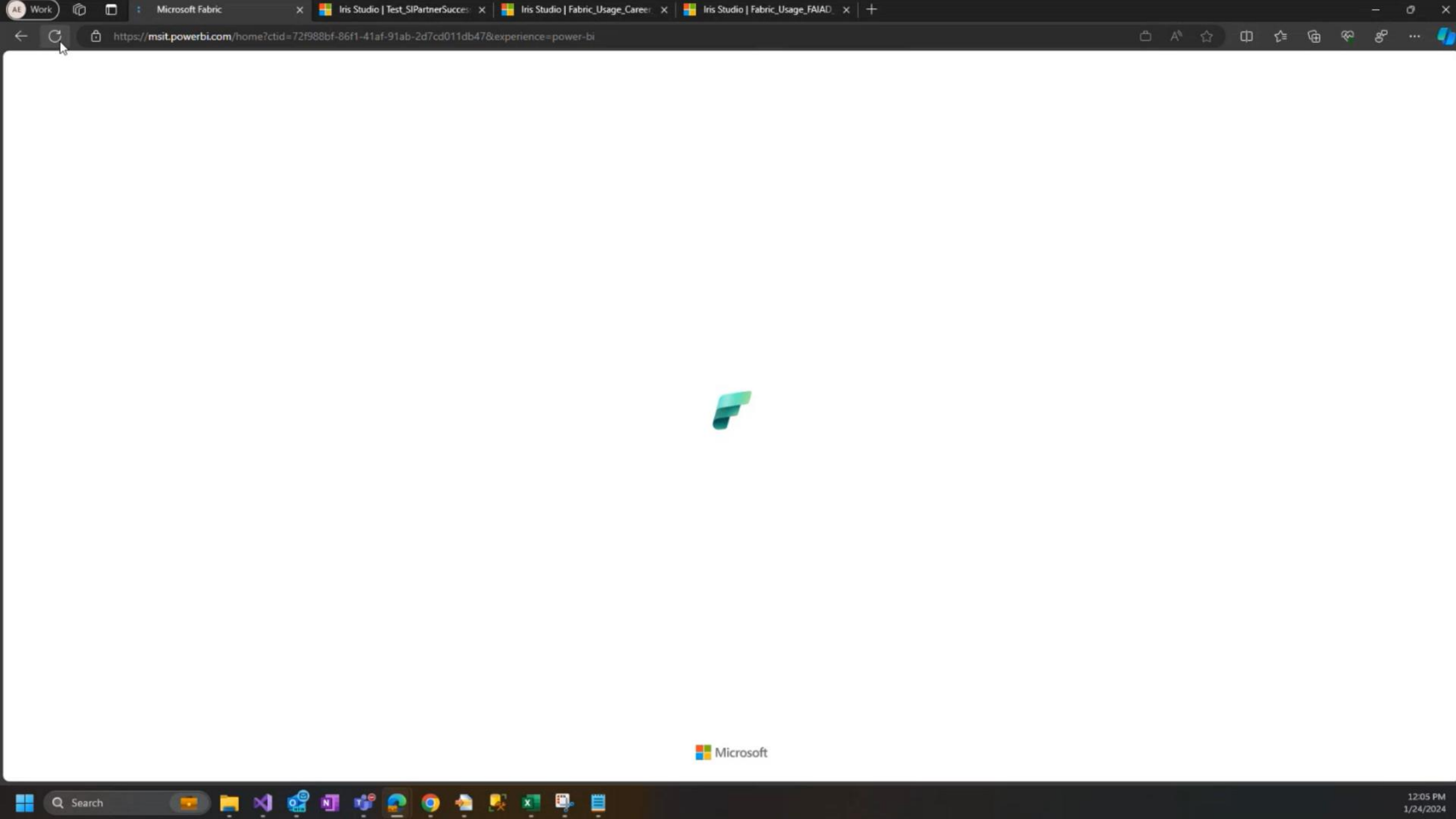
[Sign up](#) [Cancel](#)

For information regarding your registration, please contact [Power BI Partner Events](#).

Resources

- Check out Power Apps Partners and their Offers
- Join the Power Apps User Community and engage with users and product teams
- Or read the latest posts in our blog

Note: Microsoft Teams delivers a rich, interactive experience that works best with the Teams app. We recommend downloading the app if you don't have it, as not all features are supported. When you join this event, your name, email and/or phone number may be visible to other session participants in the attendee list. By joining this event, you're agreeing to this experience.



XIAD partner benefits

Introduction to new customers



Lead generation opportunity

Build trust in ability to meet customer needs

Accelerate customer adoption



Build brand within Microsoft

Build reputation in the market

XIAD customer benefits

What's in it for the customer?

- Free high-quality hands-on workshop
- Introduction to competent certified partners
- Understand the value of the products
- Gain experience to confidently use the products
- Understand product differentiation



XIAD partner success stories

"Microsoft in a Day has become a core driver of our growth, helping us build deeper client relationships and secure larger, long-term projects"

[Case study](#)

Chief Commercial
Officer, Ingentive

"In over 30 years of being in the services business, I've never found a better lead-gen engine than the In a Day events."

[Case study](#)

Business Transformation
Consultant, SkyPoint Cloud

"We were so invigorated by the first few workshops that we decided to make it part of our business model."

[Case study](#)

Co-founder, Tingk

"In a Day workshops, have led to more than 1,000 opportunities for paid customer trainings. These workshops serve as a way for new customers to see Pragmatic Works in action and often lead to more work and enterprise training partnerships."

[Case study](#)

President of Training,
Pragmatic Works

"We've built our whole marketing strategy around the in-a-day program." "A big part of our success comes from the fact that Microsoft trusts us to conduct these workshops. That immediately positions us as an expert and trusted partner to customers"

[Case study](#)

CEO, Dimensional Strategies

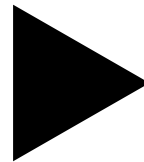
"Dashboard in a Day gives us the ability to funnel potential customers into our pipeline and raise our profile as Power BI experts."

[Case study](#)

CEO, Talos

Hear what our existing partners are saying!

 Microsoft Power Platform



https://aka.ms/Join_XIAD

XIAD Partner Eligibility

Min 5 Certifications
per Partner Org required



Dashboard in a Day

→ [PL300](#), [DP100](#), [DP203](#), [DP600](#)



Fabric Analyst in a Day

→ [DP600](#)



Real-Time Intelligence in a Day

→ [DP700](#)



App in a Day

→ [PL200](#), [PL400](#), [PL600](#)



Automation in a Day

→ [PL200](#), [PL400](#), [PL600](#), [PL500](#)



Agent in a Day

→ [PL200](#), [PL400](#), [PL600](#) + [APL-7008](#)



Power Pages in a Day

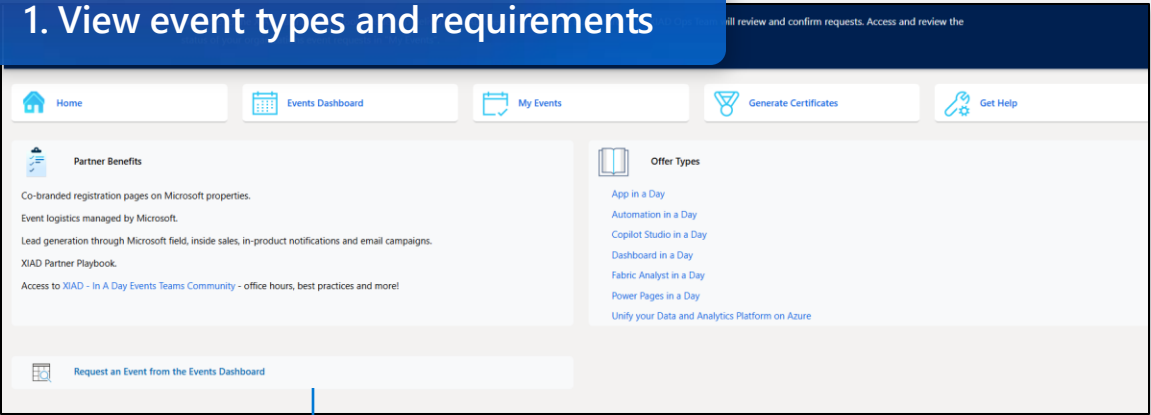
→ [PL200](#), [PL400](#), [PL600](#) + [Learning Path: Power Pages](#)

Quarterly Attainment: 90% attendance/fill rate for events, 60% post survey completion, all up Customer NSAT >160/quarter

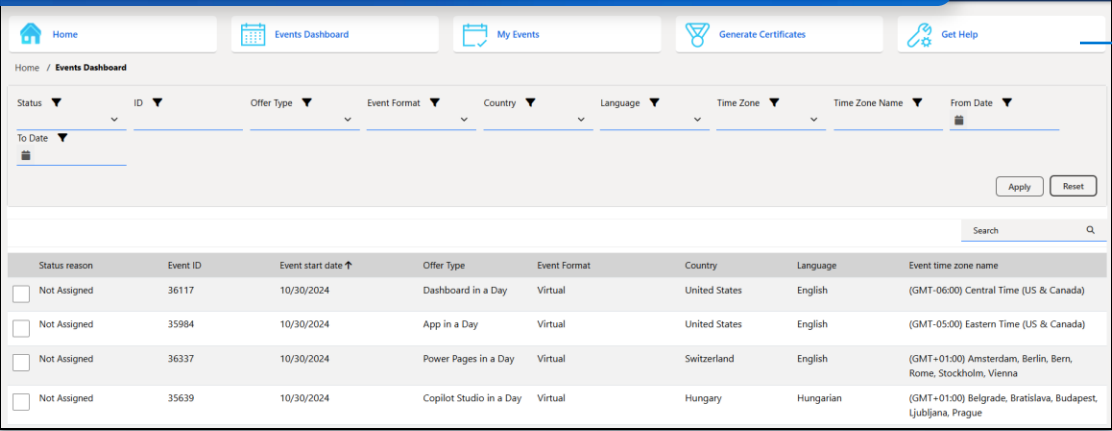
How to get started

To request to deliver a workshop, please visit: <https://aka.ms/xiad/PartnerEvents>

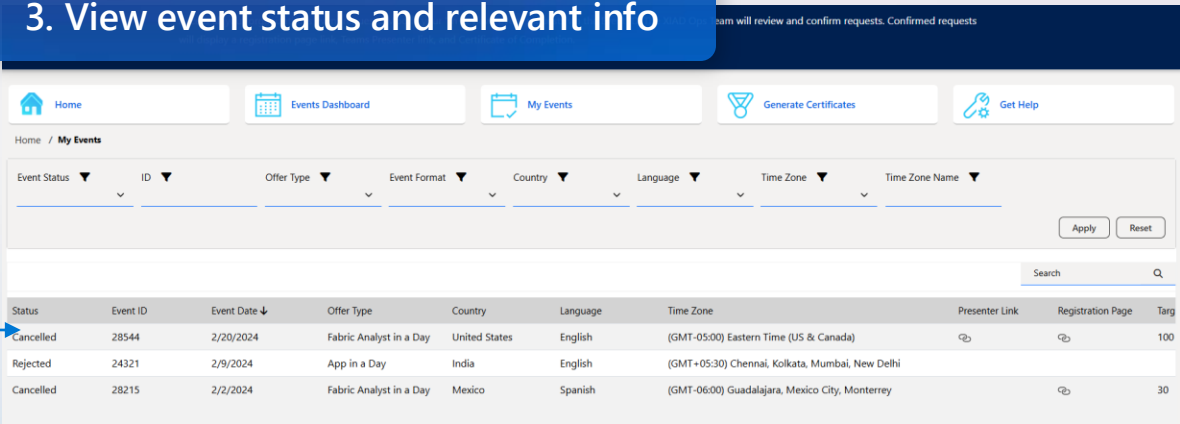
1. View event types and requirements



2. Select dates by event type, country, and language



3. View event status and relevant info



Partner with us!

If you are interested in requesting to deliver a workshop, please visit <https://aka.ms/xiad/partnerevents>.

For more information, please reach out to xiadevents@microsoft.com.

To learn more on how to get started, watch <https://aka.ms/xiadgetstarted>.

