



GPSUS Key Readiness & Enablement resources

Partner-Ready



Key Readiness & Enablement Resources

	Description	Link
Microsoft Learn	Discover the full catalog and learning paths for Microsoft technologies, from self-guided to live/recorded events.	Microsoft Learn
GPSUS Enablement Event Calendars and Event Registration Site	Go check out any events coming up and register, but you can also check out events from the recent past to watch on-demand.	https://aka.ms/EnableUS
GPSWW Enablement Resources (requires partner sign in)	<p>Find everything from Enablement Guides, Virtual Training Series, Sales Skilling, Certification Prep resources that are time-zone-friendly webinar courses designed to help partners prepare for exams and increase their knowledge of incubation and advanced technical scenarios.</p> <p>The Enablement Guides are especially powerful, providing detailed learning paths for different solution areas (certification paths, links to readiness sessions, etc.).</p>	<p>Training Gallery: Training Assets (microsoft.com)</p> <p>Virtual Training Series: http://aka.ms/EnableVTS</p> <p>Enablement Guides: https://partner.microsoft.com/en-us/training/assets/collection/partner-enablement-guides#/</p>
SALES Role-Based Skills Enablement	<p>The Partner Sales Acceleration Program (PSAP) gives Partners access to sales assets and video guidance on how best to use these in enterprise sales engagements. This program will help them navigate the six "moments that matter" conversations with various decision makers who will ultimately select the company to implement their solution.</p> <p>Sales Bootcamps are also available: These are virtual training events and are ideal for sales and presales roles, technical consultants, and Microsoft practice leads from consulting or systems integrator partners. They are open to all partners.</p>	<p>Partner Sales Acceleration Program (PSAP) Sessions available on Partner Network Training Gallery</p> <p>Partner Sales Bootcamps: Reach out to your Microsoft contact for upcoming bootcamps.</p> <p>You can also watch past bootcamps on-demand: Microsoft Partner Sales Bootcamp series</p>
Cert Resources	<p>Microsoft Cloud Weeks</p> <p>Virtual Training Days</p>	<p>http://aka.ms/mscloudweeks</p> <p>https://www.microsoft.com/en-us/trainingdays</p>
Partner Readiness Repository	The Microsoft Partners Resources is a GPSUS Tech Team curated repository of readiness resources that ranges from links to resources for developing practices, upskilling, certifications, and taking their solutions to market. Check back often as we are adding more resources every day!	http://aka.ms/PartnerReadiness

Key Resources You Can Get Started with Today!

GPSUS Enablement Event Calendars

Events Calendar: Find and register for the latest updates on upcoming events and our on-demand sessions here.

<http://aka.ms/EnableUS>

GPSWW Enablement Resources

Virtual Training Series offers pre-recorded, time-zone-friendly webinar courses designed to help partners prepare for exams and increase their knowledge of incubation and advanced technical scenarios. These sessions are first executed with live chat-based Q&As where subject matter experts are available to answer questions. Once complete, these are made available on-demand.

<http://aka.ms/EnableVTS>

SALES Role-Based Skills Enablement

The Partner Sales Acceleration Program (PSAP) gives Partners access to sales assets and video guidance on how best to use these in enterprise sales engagements.

[Partner Sales Acceleration Program \(PSAP\) Sessions available on Partner Network Training Gallery](#)

Sales Bootcamps are also available: These are virtual training events and are ideal for sales and presales roles, technical consultants, and Microsoft practice leads from consulting or systems integrator partners. They are open to all partners.

Partner Sales Bootcamps: Reach out to your Microsoft contact for upcoming bootcamps.

You can also watch past bootcamps on-demand: [Microsoft Partner Sales Bootcamp series](#)

More Key Resources You Can Get Started with Today!

Technical PreSales Deployment Team

- **Technical Briefings**
- **Proof of Concepts**
- **Deployment/Practice Reviews**
- **Sales Deal Enablement**

Engage with Microsoft technical consultants and get proactive, personalized assistance to help you build practice or solution.

Use Technical Presales and Deployment Services (TPD) for remote, personalized, one-to-one consultations to build your technical capabilities faster to increase sales, deploy more effectively, and accelerate app development.

IMPORTANT:

Microsoft Partners with Gold, Silver and Action Pack offers use Partner Advisory Hours for consultations

In addition, Gold and Silver partners receive unlimited presales assistance.

Technical Presales and Deployment Services (Partner-facing link)