



Microsoft Viva Connections

Microsoft 365 ISV Benefits Program

Microsoft 365 Platform
Community Call | May 25, 2022

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Agenda



- Microsoft Viva Connections and the Viva Ecosystem
- What is the Microsoft 365 ISV Benefits Program & Goals
- Go-To-Market Benefit Highlights
- How to Enroll

Hybrid work | A durable trend

73% of employees want flexible remote work options to stay

80% of leaders say they plan to make major changes to their flexible work policies

67% of employees want more in-person work or collaboration post-pandemic



Challenges

People feel disconnected

Nearly **60%** of people say they feel less connected to their team after shifting to remote work.¹

Burnout is a global problem

85% say wellbeing has declined and **56%** say job demands have increased.²

People spend about an hour per day searching for or recreating information

Using multiple tools drives context switching, drains productivity and creates frustration.³

CEOs are concerned about talent and skills

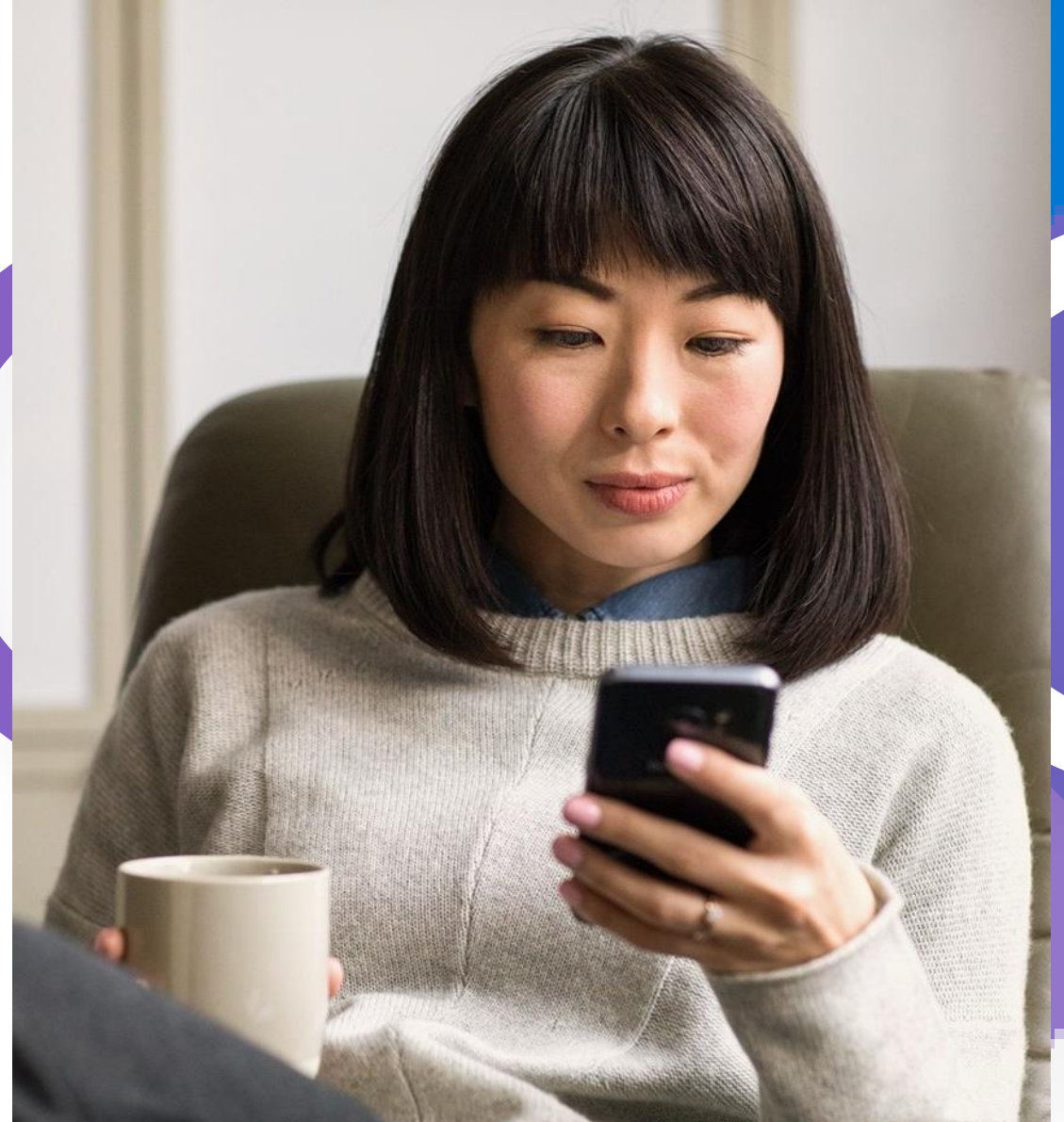
79% of CEOs worldwide are concerned that a lack of essential skills in their workforce is a barrier to future growth.⁴

¹Microsoft Work Trend Index: 2020 Annual Report

²Jennifer Moss, Beyond Burned Out, Harvard Business Review, February 10, 2021

³Spiceworks/Ziff Davis survey commissioned by Microsoft, 2021

⁴PwC CEO Survey, 2019



The driving force for any business is **its people**.



Employee Engagement

86% of top-performing companies reported that digital training programs boosted employee engagement and performance.¹



Employee Satisfaction

94% of employees say they would stay at a company longer if it invested in their learning and development.²



Employee Retention

Highly engaged employees are **12x** less likely to leave their company than those who are not engaged.³



Profitability

Organizations with highly engaged employees have **21%** greater profitability.⁴

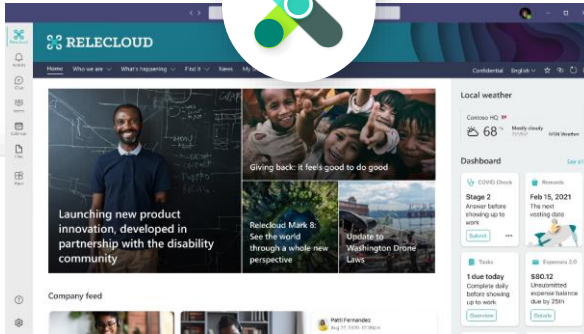
What is an Employee Experience Platform (EXP)?

A digital platform that helps organizations create a thriving culture with engaged employees and inspiring leaders

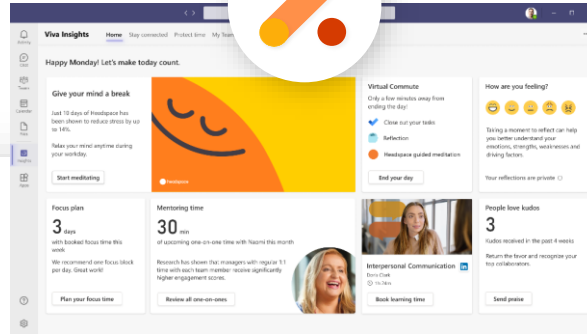


Microsoft Viva

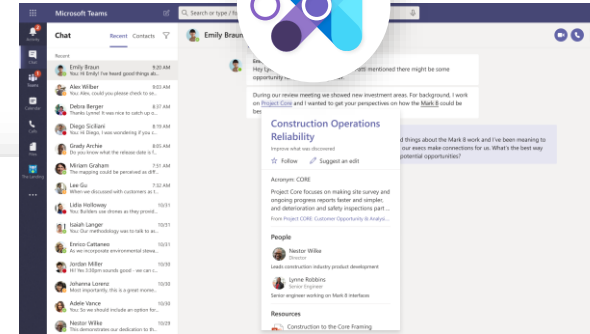
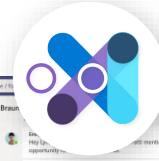
Employee Experience Platform for the Digital Era



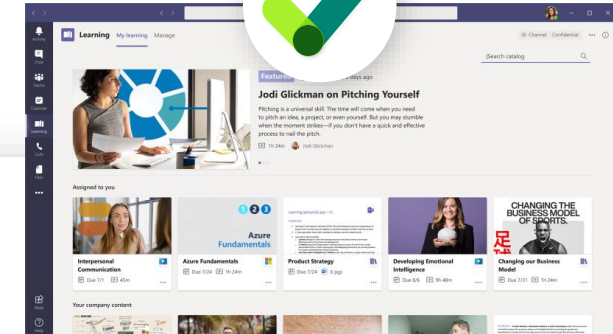
Viva Connections



Viva Insights



Viva Topics



Viva Learning



Viva Platform and Ecosystem



ERP

HCM

LMS

Content

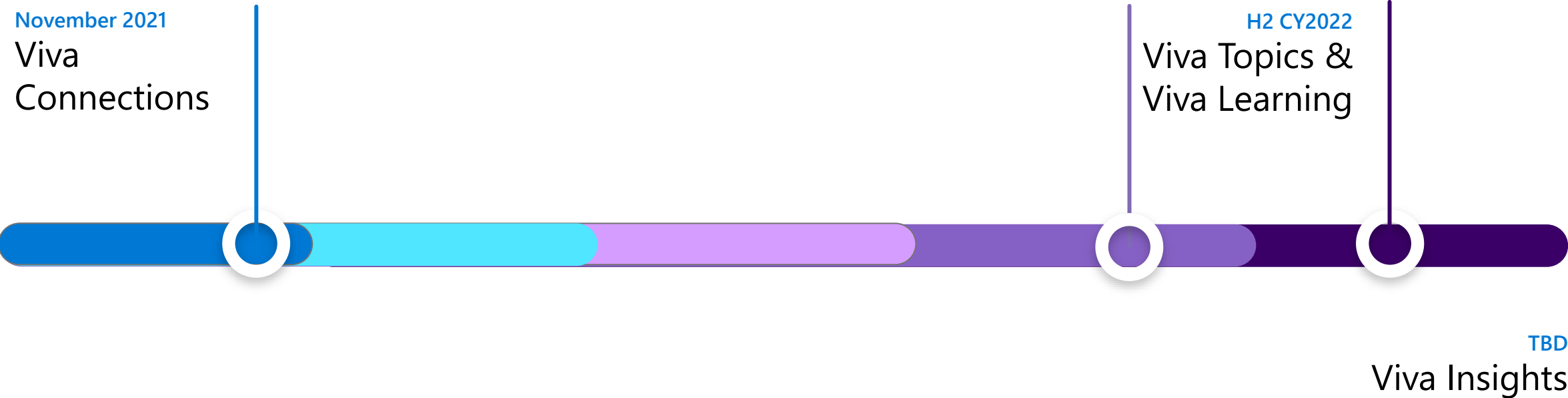
Apps

CRM

Wellness

Many more...

Dev Toolkit and/or API Availability Timeline



M365 ISV Benefits Program

We support Microsoft Teams and Viva ISV partners to build, promote, and achieve greater scale with their Microsoft Viva apps.

<https://aka.ms/modernworkisv>

Microsoft
technology



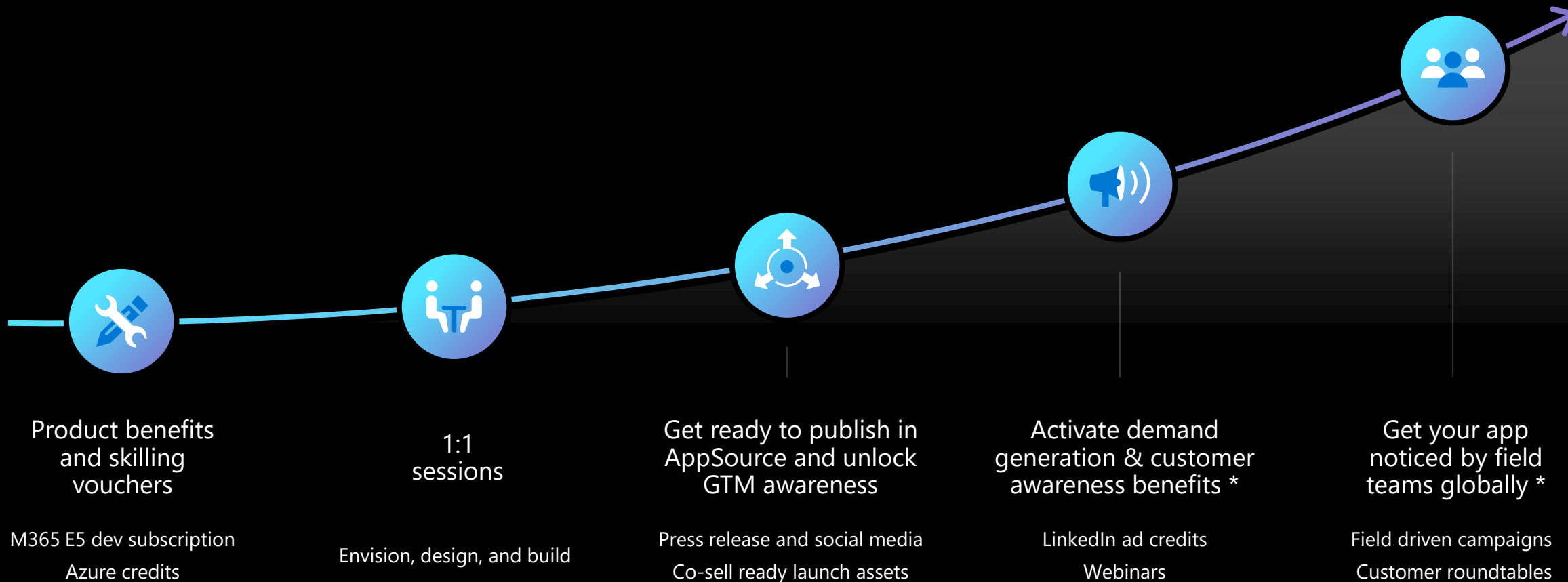
1:1 Technical
consults



Marketing
Support



Benefits for Viva and Teams ISVs building for M365



. Visit aka.ms/ModernWorkISV to learn how to qualify and additional details

Marketing activities overview

App	Microsoft Viva Connections Apps	Milestones	
		Viva Connections Published (Starter Tier)	Viva Connections Published (Enhanced Tier)
1	Commercial Marketplace and/or SharePoint store listing optimization	✓	✓
	Commercial Marketplace marketing toolkit	✓	✓
	Commercial Marketplace forums	✓	✓
	Commercial Marketplace What's New blog	✓	✓
	Co-sell solution finder listing guidance	-	-
	Digital marketing content on-demand	✓	✓
	Launch asset development support	✓	✓
2	Promote app to Microsoft field		✓
	Press release or blog with social amplification		✓
	Joint external webinar		✓
	Customer success story development		✓
	Customer roundtable session*		✓
	Inclusion in Microsoft-run campaign*		✓
3	Featured placement on SharePoint store		✓
	Featured in SharePoint store		✓
4	Microsoft seller webinar		✓
	Microsoft executive blog or event endorsement		✓

* Limited availability, based on campaign alignment

** Additional criteria, see program guide and marketing activity details

How to Enroll



Visit our “Get Started” section on aka.ms/modernworkISV page to review and complete requirements:

1. Become a member of the [Microsoft Partner Network](#) and [get an MPN ID](#), if you have not yet joined.
2. Agree to terms and conditions in the [Microsoft 365 ISV Program Benefits Agreement](#) and [Microsoft 365 ISV Benefits Program Guide](#).
3. [Complete the Microsoft 365 ISV Benefits Submission Form](#).

Questions? Please contact the [Microsoft 365 ISV Benefits Service Desk](#).