

Education Devcamps

Fast Facts - Challenges of EDU

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Topic: Challenges of EDUcation partners

- What are the specifics of Microsoft partners
- How do education partners participate in the Microsoft ecosystem
- What are the main differences between an education partner and a commercial Microsoft partner

Why should you care?

- Being an EDU partner is different – learn how Microsoft addresses your market needs and challenges
- How does Microsoft help you specifically in your sector/industry

Content of the chapter

- The Microsoft offering for partners
- Special offers for EDU partners
- Challenges in the EDUcational markets and the Microsoft offering to successfully compete in that markets

Take away

- Understand the common topics and scenarios of Microsoft partners
- Differentiate how Education partners see a different customer and users approach



Thank you.