



CSP Masters Program in person series

Technical training

Technical Training – Day 1

Time	Session	Description
8.30-9.00	Breakfast / Coffee	
9.00-9.45	Session Introduction	Agenda, roundtable introductions, overview
9.45-10.30	Module 1: intro to SMB portfolio, Partner resources	SMB SKU's, M365BP Playbook, MDB Playbook, Workshops
10.30-11.00	Module 2: Security	Email security, Identity security
11.00-11.15	Break	
11.15-12.00	Module 2: Security	Microsoft Defender for Business
12.00-12.45	Module 2: Security	Endpoint Security
12.45-13.30	Lunch	
13.30-14.15	Module 2: Security	Defender for Cloud Apps
14.15-15.00	Module 2: Security	Sentinel
15.00-15.15	Break	
15.15-16.00	Module 3: Remote work	Windows 365, Azure Virtual Desktop
16.00-16.45	Module 4: Automation	Power Automate: PowerShell
16.45-17.00	Open Q and A	

Agenda Day 1 Technical training

Agenda Day 2

Technical training

Technical Training – Day 2

Time	Session	Description
8.30-9.00	Breakfast / Coffee	
9.00-9.45	Module 5: Device Management	Mobile Device Management
9.45-10.30	Module 5: Device Management	Mobile Application Management
10.30-11.00	Module 5: Device Management	Autopilot, Intune Suite
11.00-11.15	Break	
11.15-12.00	Module 6: Purview	Data Loss Prevention
12.00-12.45	Module 6: Purview	Information Rights Management
12.45-13.30	Lunch	
13.30-14.15	Module 7: Modern works	File management
14.15-15.00	Module 7: Modern work	Collaboration
15.00-15.15	Break	
15.15-16.00	Module 8: Power Platform	Power Automate, Power Apps, Power BI
16.00-16.45	Module 9: AI	Copilot
16.45-17.00	Open Q and A	

Technical training objectives

After this training, you as a participant will be able to....

-  Have ability to deploy and manage **key SMB productivity scenarios**
-  Have ability to deploy and manage **key Security and Windows 365 scenarios**
-  Have ability deploy Microsoft 365 and services across multiple customers **using Microsoft 365 Lighthouse**



Grow your partner business through customer acquisition and upsell with Microsoft 365

Technical training purpose

This technical training requires your active participation, head to our digital learning path for more Microsoft 365 SMB sales and technical trainings.

- ✓ **Grow ability to deploy key components** of the Microsoft 365 Business portfolio across Productivity, Security and Windows 365

- ↑ **Learn how to successfully manage Microsoft 365** with Microsoft 365 Lighthouse multitenant capabilities

- + **Ask questions and get inspiration** from your peers



How to maximize your impact

Let's get most out of our time together

- ✓ Phone on silent mode
- ✓ Use phone and laptop during breaks and lunch
- ✓ Active participation in discussions
- ✓ Ask your questions and be open to share
- ✓ Keep timings

Intro: Let's go around the room

Tell us in less than 30
seconds...

- ✓ Your name
- ✓ Your role
- ✓ What you hope to learn today

CSP Masters in person series training chapters



Sales training

Gain sales skills on how to position the value of Microsoft 365 to SMB customers

M365 product value proposition

Customer scenarios and use cases

Upsell guides

Handling customer objections

Earning the CSP Masters sales professional badge



Technical training

Gain practical technical skills on how to deploy and manage Microsoft 365

M365 product value proposition

Deployment and management key steps and best practices

Earning the CSP Masters technical professional badge

CSP Masters CTA: Earn the badges

Sales knowledge check:

aka.ms/smbmasterssalesprofessional

Technical Professional knowledge check:

aka.ms/smbmasterstechnicalprofessional

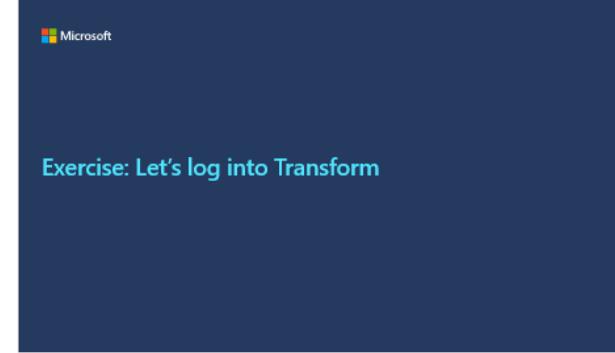
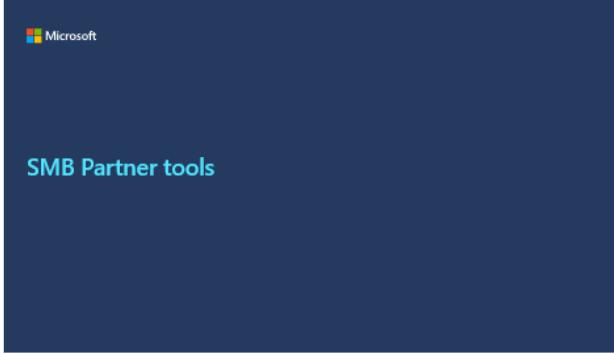
Want to expand your technical skills?

Find more resources in the [Sales and Technical Professional](#) digital series.

80% or higher score earns you the badges!



SMB Value Proposition & Partner Opportunity Summary





Microsoft 365 SMB value prop & partner opportunity

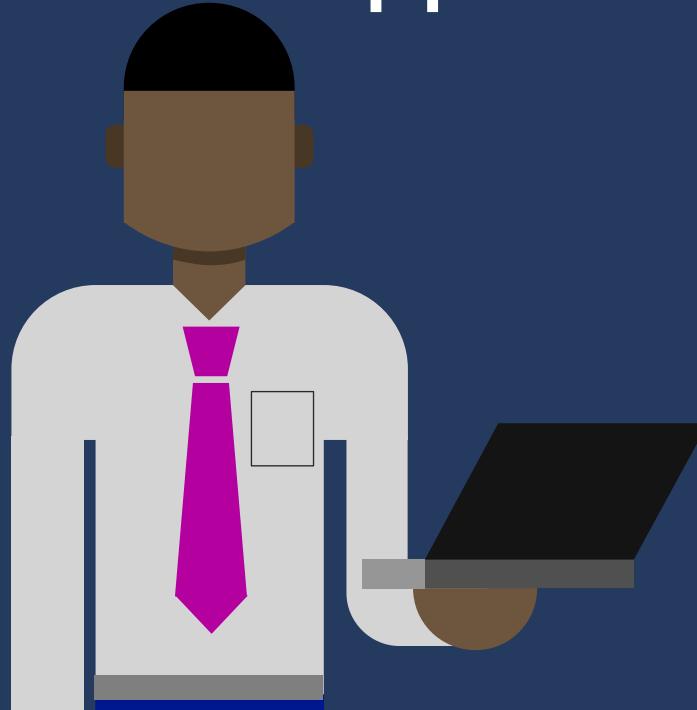


As a partner resource, I need to have a basic understanding of Microsoft's SMB portfolio and the partner opportunity

Name: Bob D

Role: Technical Consultant

Company: Partner



SMB business challenges

Legacy or disjointed **communication tools** making collaboration harder than it should be, while having bad experience in hybrid meetings.

Hybrid work is here to stay, and SMBs lack the digital tools to succeed.

Attacks targeting SMBs growing +300% YoY, placing **Security** top of mind.

New economic climate challenging SMBs to become more cost effective



Employees working from multiple locations



Multitude of personal and mobile devices



Increased phishing and ransomware

Microsoft 365 SMB value proposition:

Delivers on the power of the cloud and helps SMBs do more with less

Save costs

- Consolidate apps into one M365 suite
- Simplify deployment with single sign on
- Reduce app licensing & mgmt complexity

Increase security confidence

- Securely access your data from anywhere
- Reduce risk of data breach incidents
- Keep your devices safe wherever they are, across platforms

Improve productivity

- Connect with customers from anywhere
- Adopt hybrid business practice to lower travel expense
- Reduce office space and utilities costs

Realize Value



Save **50%+** with license consolidation to Microsoft 365



Reduce data breach risk by **45%** and security management costs by **50%**



Enable 51% more collaboration and reduce travel expenses by **32%**

From Best-in-Class to Best-in-Suite solutions for SMBs

Work with customers to find and implement the right solutions for their needs

Standalones

New On-ramps to acquire customers



Microsoft Defender for Business **New!**



Windows 365 Business



Microsoft 365 Apps for Business



Exchange Online

Microsoft 365 Suite-led

Drive NPSA and revenue



Microsoft 365 Business Basic

Cloud services

Microsoft 365 Business Standard

Cloud services and desktop apps

Microsoft 365 Business Premium

Cloud services, desktop apps, and comprehensive security

Note: Not all features/product logos shown.

Microsoft 365 suites offerings for small & medium businesses

Microsoft 365 Business Basic

Cloud Services



Teams Exchange OneDrive SharePoint

\$6 per user/month

Powerful productivity tools with Office apps for the web

Collaborate, chat, and videoconferencing with others

Communicate with professional email

Microsoft 365 Business Standard

Cloud Services



Teams Exchange OneDrive SharePoint

Desktop Apps



Outlook Word Excel PowerPoint Publisher Access

\$12.50 per user/month

Business Basic

+

Installable versions of Word, Excel, PowerPoint, Outlook

Option to work offline and upload changes to the cloud upon reconnecting

Ability to host webinars and large meetings

Microsoft 365 Business Premium

Cloud Services



Teams Exchange OneDrive SharePoint

Desktop Apps



Outlook Word Excel PowerPoint Publisher Access

Comprehensive Security



\$22 per user/month

Business Standard

+

Defend against advanced cyberthreats with phishing and ransomware protection

Control access to sensitive information using encryption to keep data secure

Secure devices and keep them up to date

Note: Not all features/product logos shown.

1. Price is subject to change based on subscription term, currency and region

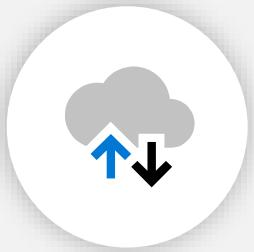
Layered security with Office and Teams



- Sentinel
- Intune Suite
- Security Copilot



Collaborate in real time



Enable secure access and protect identity



Defend against cyberthreats and data loss



Easily secure and manage devices

-
- Video Conferencing
 - Group Chat
 - Easy access to files, Co-authoring
 - Phone system (Business Voice add-on)
 - App integrations

- MFA
- Conditional Access
- App Proxy
- Dynamic Groups
- Azure Virtual Desktop

- Microsoft Defender for Office 365
- Azure Information Protection
- Office 365 DLP
- Cloud App Discovery
- **New!** Microsoft Defender for Business

- Intune Device Management
- Intune Mobile App Management
- Autopilot

Microsoft 365 Business Premium: Benefits for Partners



Secure your customers and manage risk

Elevate your customer's security as they work in a remote/hybrid environment by upselling Microsoft 365 Business Premium. Accelerate shift to cloud and reach new higher margin customers.



Grow your profits through standardized managed services

Use Microsoft 365 Business Premium as a foundation to create an ongoing flywheel of recurring high-margin standardized managed services offers for remote access, teamwork and security. Plus, build additional services for monitoring, alerts & compliance to become your customers outsourced IT team.

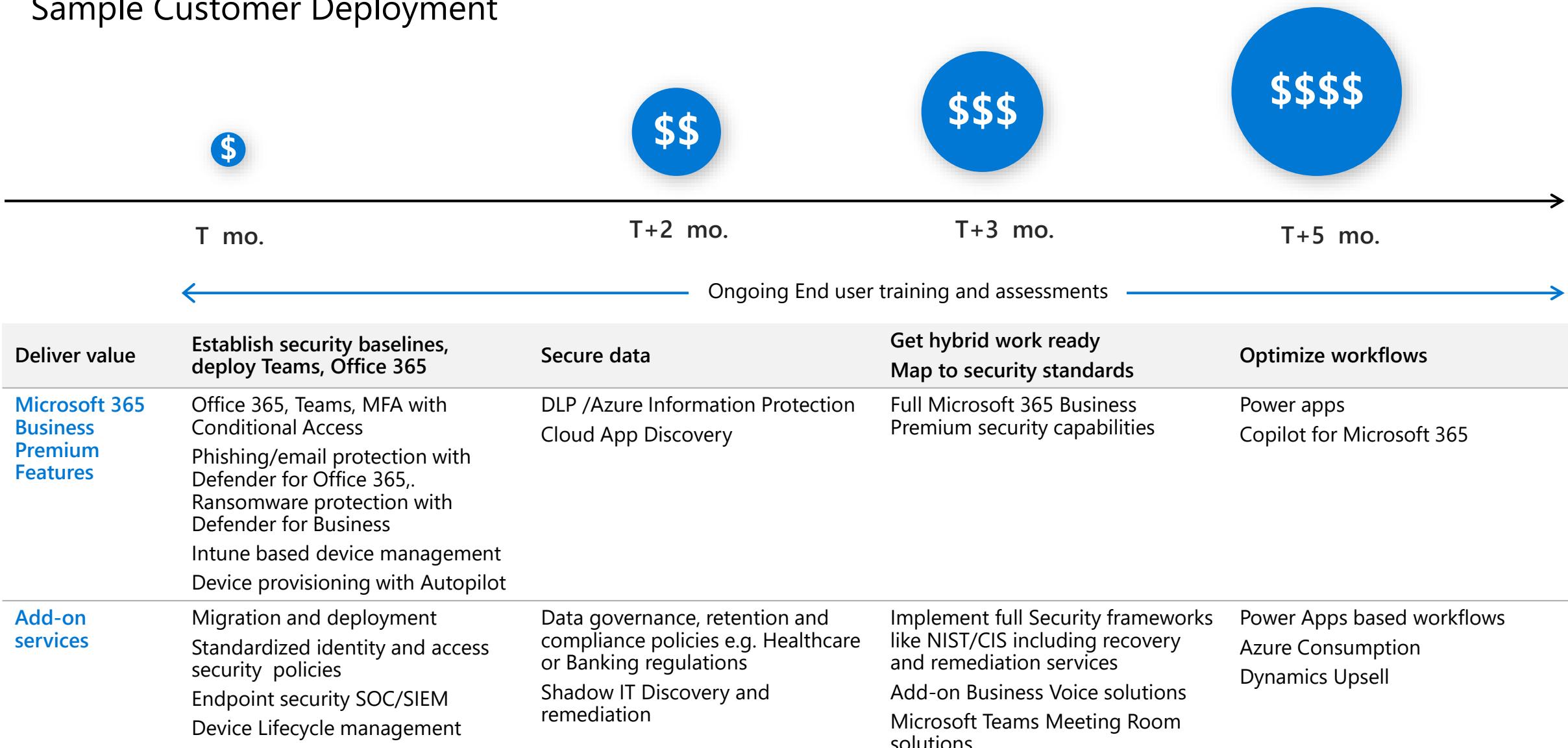


Reduce operational cost and complexity

Standardization on a comprehensive security and productivity toolkit that is designed to work together reduces learning curve for IT and support staff and reduces time to market. Plus, unified administration, licensing and billing reduces cost and complexity.

Create flywheel of ongoing managed services revenue with Microsoft 365 Business Premium

Sample Customer Deployment



Opportunity to help SMBs do more with less



01

Work with customers to find and implement the right solutions for their needs.

Hybrid work and security are all still important to SMBs.



02

Offer value-added, managed services for greater profitability.

Smooth out cash flows and create longer-term opportunities to add additional revenue streams.

Microsoft 365 empowers you to **Do More with Less**

"No company is better positioned than Microsoft to help organizations deliver on their digital imperative so that they can **do more with less**. From infrastructure and data to business applications and hybrid work, we provide unique differentiated value to our customers."

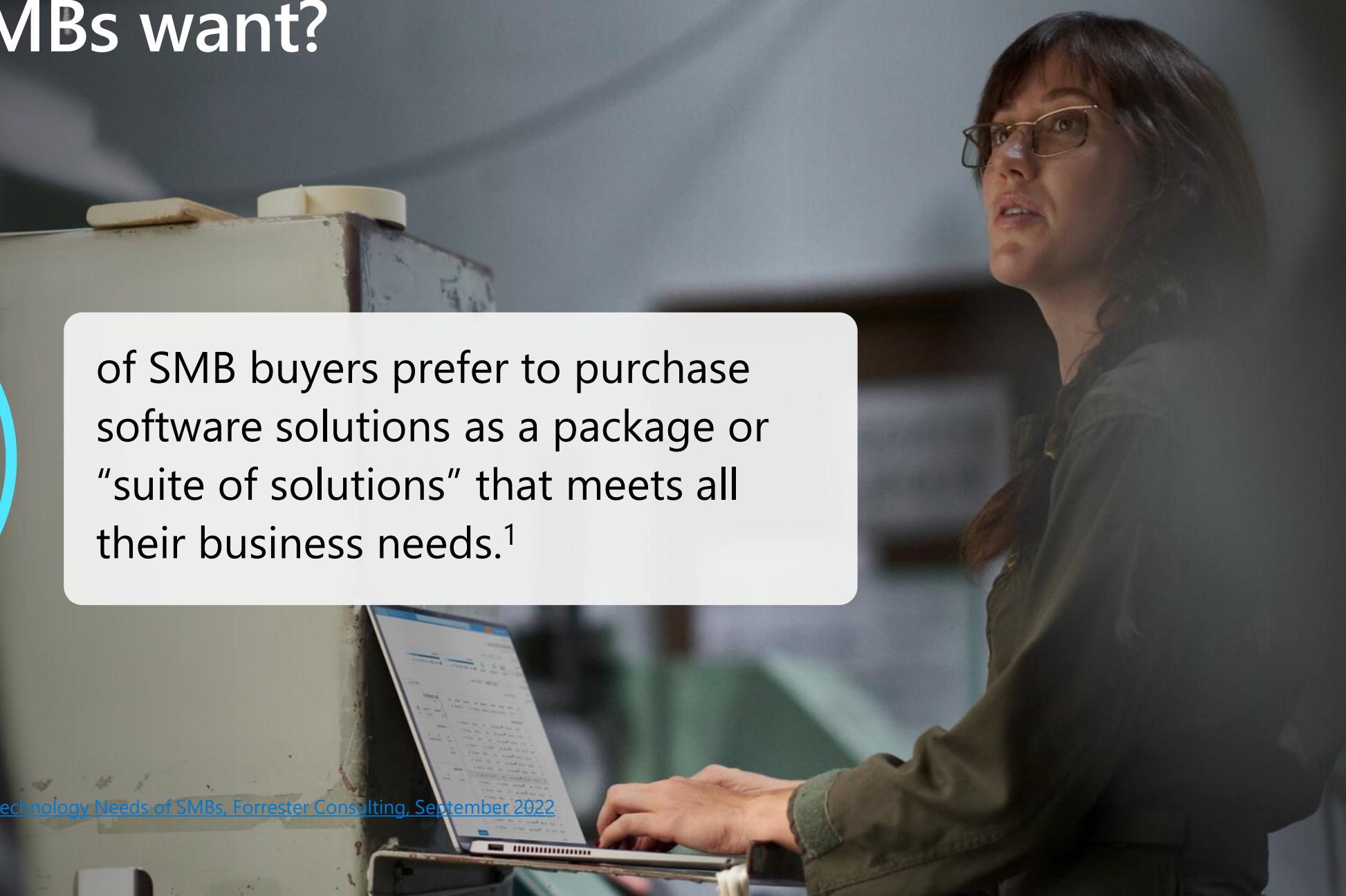
– Satya Nadella, CEO





Save costs

What do SMBs want?



A woman with long brown hair and glasses, wearing a green button-down shirt, is looking intently at a laptop screen. The laptop is open and positioned in front of her. The background is a dark, slightly blurred indoor setting.

64%

of SMB buyers prefer to purchase software solutions as a package or “suite of solutions” that meets all their business needs.¹

1. [Meeting the Changing Software Technology Needs of SMBs, Forrester Consulting, September 2022](#)

Help SMBs get more out of their tech investments

Offer value-added, managed services for greater profitability

Ad-hoc 3rd party solutions



Customer needs

- Single sign on
- Conditional Access + MFA
- Endpoint anti-virus protection
- EDR
- Device management
- Productivity apps and file storage
- Chat based collaboration

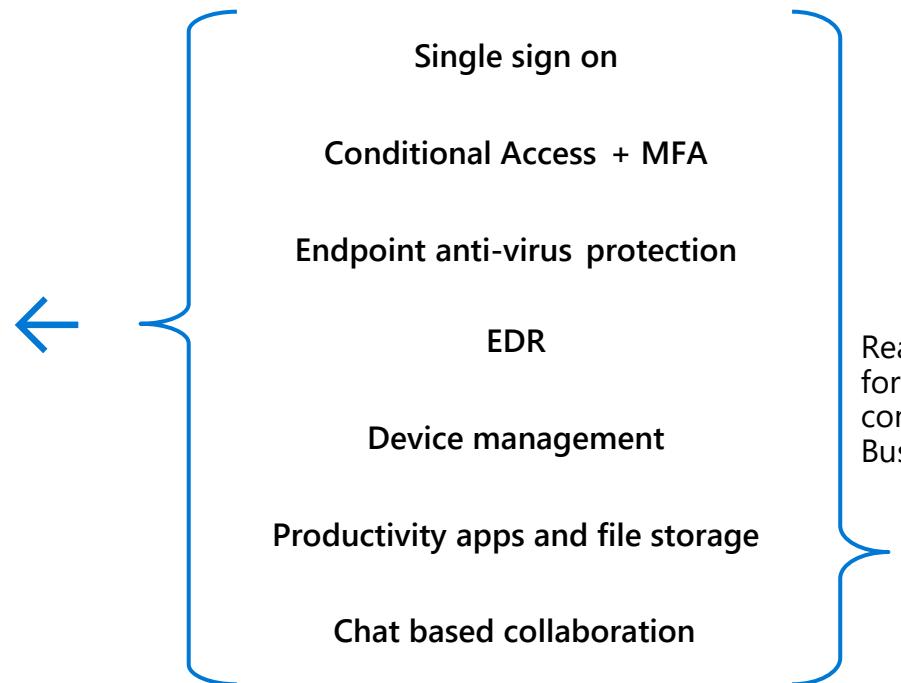
Partner + Microsoft

Do More

Offer managed services to customers to realize value of the solution and be more effective

Microsoft 365
Business Premium

\$22
per mo.





SMB Partner tools



What tools does Microsoft provide to help me being successful with my customers?

Name: Angela A

Role: Partner Resource

Company: Partner





1. Customer Digital Experiences (CDX) – Environments
2. Customer Digital Experiences (CDX) – Experiences
3. Microsoft 365 Lighthouse

Transform.microsoft.com



**Tools built for
partners**



Demos



Value / ROI



**Consultative sales
& workshops**

Tools overview

The screenshot shows the Microsoft Tools dashboard. At the top, there's a header with the Microsoft logo, a navigation bar with 'Tools' and 'Dashboard' selected, and a user profile for 'David Bjurman-Birr'. Below the header, there are two main sections: 'Tools' on the left and 'What's new' on the right.

Tools Section:

- Customer Content Assembler (1)**: An icon of a gear with dots. Description: 'The CCA will be retired in FY21. Customized conversation brochures, decks, and proposals will be available through Seismic. Standard versions will be available through a new Conversations page on OnRamp.' [Launch >](#)
- Customer Digital Experiences (3)**: An icon of a globe. Description: 'Find Demos, Customer Immersion Experience and Labs here.' [Launch >](#)
- Workshops and Assessments (2)**: An icon of a triangle with steps. Description: 'Assess your customer's current state, so you can recommend the best course of action.' [Launch >](#)
- Commercial Consulting Tool**: An icon of a clipboard with a checkmark. Description: 'Give your customer a tailored recommendation across key solution areas, like security & collaboration, and help evaluate their deployment readiness.' [Launch >](#)

What's new Section:

- FY21 Value Calculator Updates** (Thumbnail: screenshot of the Value Calculator interface):

Thursday July 2, 2020
Now the Value Calculator includes Sales Plays, Virtuous Upsell and many other...
[Read article >](#)
- Enable Remote Work CIE now available!** (Thumbnail: photo of people working from home):

Wednesday July 1, 2020
Assume the role of Chief Experience Officer while leading participants through a major...
[Read article >](#)
- Retail CIE now available!** (Thumbnail: photo of a person working in a retail store):

Thursday June 18, 2020
The retail CIE is a unique experience blending hands-on interactions with guided...
[Read article >](#)
- Manufacturing CIE now available** (Thumbnail: photo of a person working in a manufacturing setting):

Tuesday June 16, 2020

Access for Partners and MVPs

Same work account Microsoft Partner Center credentials for authentication

Partners are required to have enrolled in the Microsoft Partner Center to access the site
Azure Active Directory only, MSA/Live ID is not valid

Microsoft Partner Center help
<https://partner.microsoft.com/en-us/support/partner-center-help>



Support

email: support@transform.microsoft.com

The screenshot shows a tablet displaying the Microsoft Commercial Consulting Tool (CCT) support page. The top navigation bar includes 'Tools', 'CCT', 'Resources', 'Dashboard', 'What's new', and 'Help'. A blue box highlights the 'Help' tab. The main content area has a 'Help' heading and two tabs: 'FAQ' (selected) and 'Ticket History'. The 'FAQ' tab contains several questions and answers about the CCT, such as 'What is the Commercial Consulting Tool?', 'Who should use the Commercial Consulting Tool?', 'How do I access the Commercial Consulting Tool?', 'What is included in the recommendation?', 'Can I test the tool without entering customer data?', and 'What are my sharing options?'. To the right, there are two sections: 'Get help' (with a 'Submit Request' button) and 'Provide Feedback' (with a 'Submit Feedback' button). The bottom navigation bar includes links for 'What's new', 'Microsoft Store', 'Education', 'Enterprise', 'Developer', and 'Company'.



Exercise: Let's log into Transform

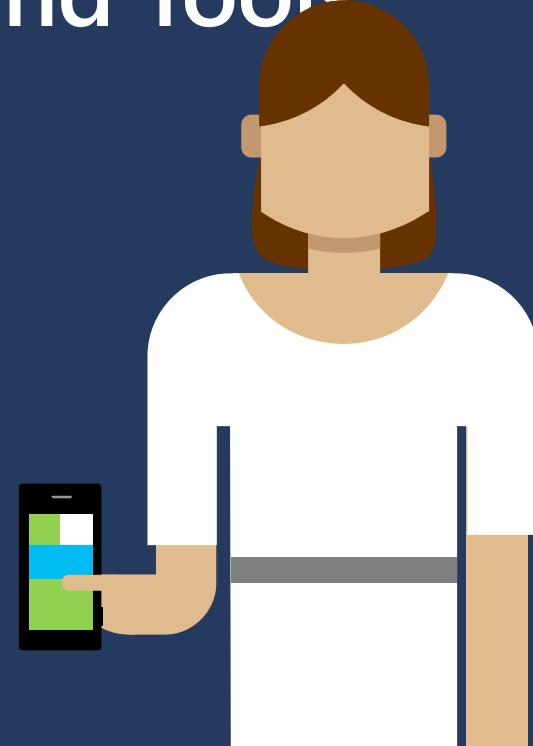


I need to be able to logon to
Microsoft's partner tools and websites
and leverage demo's and Tools

Name: Adele V

Role: Partner Resource

Company: Partner



Instructions:

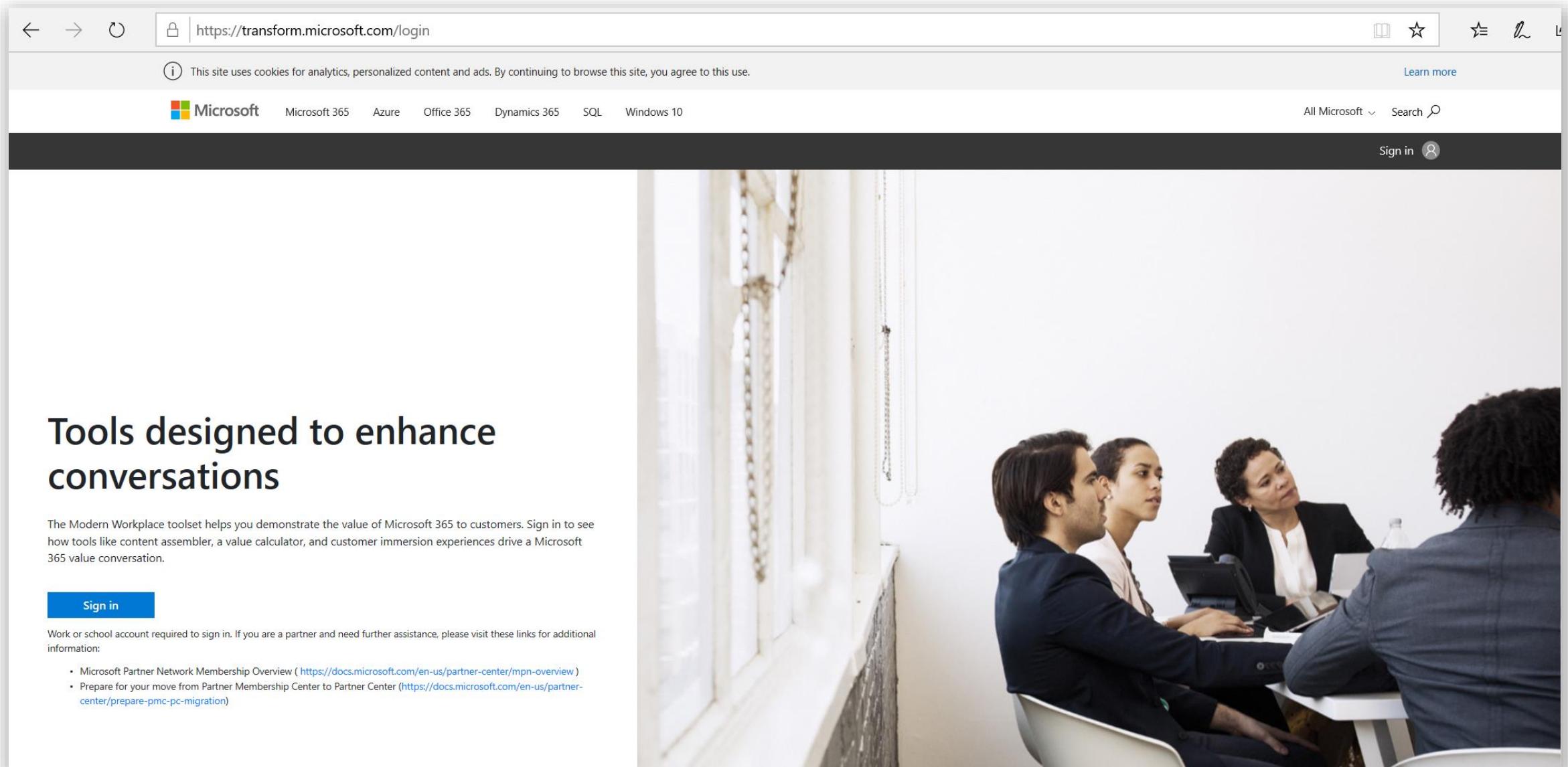
1. Open a browser: [**https://transform.Microsoft.com**](https://transform.Microsoft.com).
You may have to use in-private if you use a different account for MPN than your primary account.
2. Sign in using your partner account
3. If prompted to set up a profile, choose **Partner** for both **Segment & Role**
4. End at the Modern Workplace Tools. Partners should be redirected to <https://transform.microsoft.com/modernwork/partner> after logging in

Transform / CDX Access Issues?

1. Make sure you can log into Partner Center:
partner.microsoft.com
2. Try **aka.ms/cdxadminconsent** (Needs to be partner tenant admin)
3. Try **aka.ms/cdxuseradminconsent**
4. Screen shot Transform error message
5. Email: support@transform.microsoft.com

Login page

<https://transform.microsoft.com>



The screenshot shows a web browser window for the URL <https://transform.microsoft.com/login>. At the top, there is a cookie consent message: "This site uses cookies for analytics, personalized content and ads. By continuing to browse this site, you agree to this use." with a "Learn more" link. Below the message, the Microsoft navigation bar includes links for Microsoft 365, Azure, Office 365, Dynamics 365, SQL, and Windows 10. On the right side of the header are links for "All Microsoft" and a search bar. A "Sign in" button with a user icon is located on the far right.

Tools designed to enhance conversations

The Modern Workplace toolset helps you demonstrate the value of Microsoft 365 to customers. Sign in to see how tools like content assembler, a value calculator, and customer immersion experiences drive a Microsoft 365 value conversation.

[Sign in](#)

Work or school account required to sign in. If you are a partner and need further assistance, please visit these links for additional information:

- Microsoft Partner Network Membership Overview (<https://docs.microsoft.com/en-us/partner-center/mpn-overview>)
- Prepare for your move from Partner Membership Center to Partner Center (<https://docs.microsoft.com/en-us/partner-center/prepare-pmc-pc-migration>)

A large image on the right side of the page shows four people in a modern office setting, sitting around a table and looking at a laptop screen together.

Profile page

<https://transform.microsoft.com>

This site uses cookies for analytics, personalized content and ads. By continuing to browse this site, you agree to this use. [Learn more](#)

 Microsoft

Alex Wilber   



Welcome Alex!

Microsoft sales guidance, product pages, resources, and decks are all in one location.

Plus, you will find these tools for Modern Work:

- Microsoft 365 OnRamp
- Customer content assembler
- Demos and customer immersion experiences
- Value calculator
- Customer success workshop
- Security and Compliance workshop

For please select your segment and role to get started

Segment

Partner 

Role

Partner 

Start

Sales tools

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[Learn more](#)

Tools Dashboard

Alex Wilber

Tools

Customer Content Assembler

The CCA will be retired in FY21. Customized conversation brochures, decks, and proposals will be available through Seismic. Standard versions will be available through a new

Conversations page on OnRamp.

[Launch >](#)

Customer Digital Experiences

Find Demos, Customer Immersion Experience and Labs here.

[Launch >](#)

Return on Investment (ROI)

Use real customer data to show return on investment with Microsoft 365 and Office 365.

[Launch >](#)

Workshops and Assessments

Assess your customer's current state, so you can recommend the best course of action.

[Launch >](#)

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Give your customer a tailored recommendation across key solution areas, like security & collaboration, and help evaluate their deployment readiness.

[Launch >](#)

What's new

Announcing the new Identity Workshop

Thursday July 16, 2020

The new Identity Workshop enables partners to assess the maturity of a customer's...

[Read article >](#)

Boost Productivity & Foster Inclusion with Microsoft 365, helps in increasing

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[Read article >](#)

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Enable Remote Work CIE now available!

Wednesday July 1, 2020

Sales Tools – Value Calculator (ROI)

The Value Calculator uses real customer data to show the ROI organizations can achieve by adopting Microsoft 365. Costs and benefits are calculated based on values from the Forrester TEI studies of Microsoft 365 E5, Office 365 E5 & E3, and Windows 10. The tool provides you standardized and custom calculations to help you align this analysis to your customer's needs.

Leverage the Value Calculator to accelerate your customers' digital journey today!

The Process



Select your customer

Identify the account for which you'd like to complete an ROI analysis. Add an Account or click 'Dashboard' to view your existing accounts.



Input licensing information

Choose a Microsoft 365 or Office 365 SKU, enter the number of seats and click 'See Results' to get an immediate ROI analysis.



Customize results

On the inputs page, edit the Deployment schedule based on your clients needs. Complete the Cost Take Out section to show the benefit of removing 3rd party solutions.



Share the analysis with your customers

On the results page, download a shareable PowerPoint presentation with your unique calculation for your client to share with their stakeholders.

[Let's Get Started](#)

[See the Forrester TEI Studies >](#)

What's new



New studies highlight how AI is transforming employee productivity

Monday, July 8, 2019

Gartner estimates that in 2021, AI augmentation will generate \$2.9 trillion in business value and recover

[Read article >](#)



Quantifying the value of collaboration with Microsoft Teams

Monday, July 8, 2019

Microsoft Teams puts everything organizations need—chats, meetings, calling, and Office 365 apps—to

[Read article >](#)

[View All >](#)

Dashboard

Microsoft Microsoft 365 Azure Office 365 Dynamics 365 SQL Windows 10 All Microsoft Search 

OnRamp | Guidance Products Resources Learning Tools **Dashboard** Brian Bergholm 

Dashboard

Accounts

Account name	Latest activity	Last update
 Contoso	Modified ROI Results	7/10/19, 11:08 AM
 No Account	Created Proposal	7/10/19, 10:50 AM

[View more >](#)

Activity overview

Last 30 days  View by Account 



Contoso
No Account

Account activity

Showing 1 to 5 of 5 items

Activity Tool Name	Account Name	Activity Date ↑	Tool outputs
Value Calculator	Contoso	07/10/2019	 Launch  Assets
Proposal	No Account	07/10/2019	 Download

What's New

Microsoft Microsoft 365 Azure Office 365 Dynamics 365 SQL Windows 10 All Microsoft Search 

OnRamp | Guidance Products Resources Learning Tools Dashboard Jon Maunder  

What's new

News articles

Showing 1 to 3 of 13 news articles

**Launch announcement: New Customer Digital Experiences platform**
Monday July 8, 2019
The new Customer Digital Experience (CDX) platform brings together three important services into a single, unified location for Microsoft FTE and Partner access.
[Read article >](#)

**Closing the skills gap in manufacturing with Microsoft 365**
Monday July 8, 2019
In this era of digital transformation, manufacturers must reimagine the roles, skills, and tools to transform how they work. To help manufacturers with their digital transformation, we're enabling new ways to work with Microsoft 365 for Firstline Workers to learn, communicate, and collaborate more effectively.
[Read article >](#)

**Supporting SMC-C Sales**
Monday July 8, 2019
In the Customer Content Assembler, we have a comprehensive set of scenarios for enterprise customers, but also three core conversations for SMC-C customers: Dark to M365, Security Upsell, and Teams Usage.
[Read article >](#)

1 2 3 4 Next > Show in a page



CDX



What is the CDX Platform and how can I use it?

Name: Bob D

Role: Partner Resource

Company: Partner



CDX platform

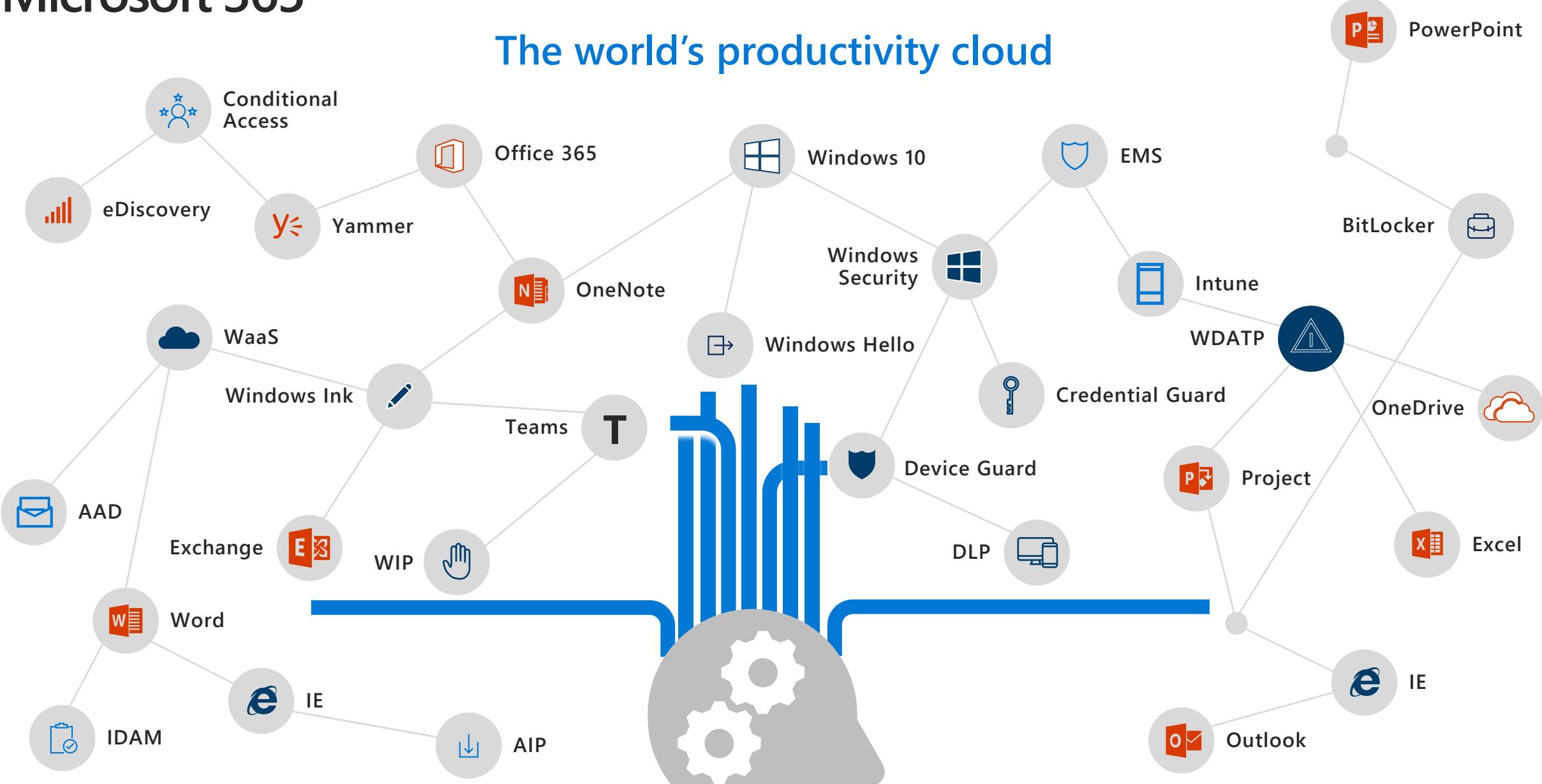
- ✓ Constructs: Environments & experiences
- ✓ Experience formats: Customer immersion experiences & interactive guides



CDX - Constructs

Microsoft 365

The world's productivity cloud



Customer Digital Experiences

Interactive digital experiences using fully functional Microsoft 365 environments



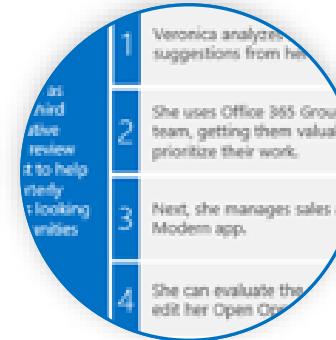
Why

Discover why Microsoft 365 is the right choice for your business



What

Understand what needs to be done to achieve your business goals



How

Learn how to implement, manage, integrate and support Microsoft 365

CDX - Environments

Create a M365 Business Premium Tenant on CDX

1. Open a browser: <https://transform.microsoft.com>.
You may have to use in-private if you use a different account for MPN than your primary account.
2. Sign in using your partner account
3. If prompted to set up a profile, choose **Partner** for both **Segment & Role**
4. Select **Customer Digital Experiences**
5. Select **My Environments** from top navigation
6. Click **Create Tenant**
 1. Type: **Quick**
 2. Period: **90 days**
 3. Location: **Where you are**
 4. Content Pack: **Microsoft 365 Business Demo Content**
7. Open a **different browser** (keeping CDX open) and log into the new tenant

Instructor notes

Tools



Customer Content Assembler

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[Launch >](#)

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Wednesday July 1, 2020

Assume the role of Chief Experience Officer while leading participants through a major...

Customer Digital Experiences

Demos - Customer Immersion Experience - Labs

Search for Experiences 

Recommended

 **Customer Immersion Experience**
Modern Workplace Customer Immersion Experience

🕒 60 mins
👤 Business Decision Maker, CEO, CIO, CSO, C...
Last updated 03/25/2020 10:36 AM

 **Demo**
Dynamics 365 Customer Engagement

🕒 30 mins
👤 Business Decision Maker, CIO, CTO, IT Deci...
Demo type Assets Only
Last updated 11/21/2019 01:50 PM

 **Interactive Guide**
Discover, protect, and control your apps w/ MCAS

🕒 15 mins
👤 IT Decision Maker, IT Pro, Security Professi...
Last updated 07/15/2020 10:50 PM

[View All >](#)

Conversations


Modern Workplace
Click here to find all the content related to Modern Workplace


Connected Experiences
Click here to find all the content related to Connected Experiences


Integrate your workflow
Click here to find all the content related to Integrated Workflow


Intelligent Security
Click here to find all the content related to Intelligent Security


App Innovation
Click here to find all the content related to App Innovation

Latest Updates



Enable Remote Work CIE now available!

Wednesday July 1, 2020
Assume the role of Chief Experience Officer while leading participants through a major initiative—...

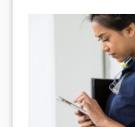
[Read article >](#)



Retail CIE now available!

Thursday June 18, 2020
The retail CIE is a unique experience blending hands-on interactions with guided simulations

[Read article >](#)



Manufacturing CIE now available

Tuesday June 16, 2020
The Manufacturing CIE is a unique experience blending hands-on interactions with guided...

[Read article >](#)



Firstline Worker CIE now available

Monday June 8, 2020
In this CIE, the facilitator leads participants through a store opening that covers training...

My Environments

[My Tenants](#) [My Legacy Tenants](#)  [My Virtual Machines](#) [My Experiences](#) [Roles & Limits](#)

[Create Tenant](#)



Looks like there are no tenants

Create a tenant, or launch an experience to gain access

What's new

Surface Go 2
Surface Book 3
Microsoft 365
Surface Pro X
Windows 10 apps

Microsoft Store

Account profile
Download Center
Microsoft Store support
Returns
Order tracking
Store locations
Virtual workshops and training
Microsoft Store Promise

Education

Microsoft in education
Office for students
Office 365 for schools
Deals for students & parents
Microsoft Azure in education

Enterprise

Azure
AppSource
Automotive
Government
Healthcare
Manufacturing
Financial services
Retail

Developer

Microsoft Visual Studio
Windows Dev Center
Developer Network
TechNet
Microsoft developer program
Channel 9
Office Dev Center
Microsoft Garage

Company

Careers
About Microsoft
Company news
Privacy at Microsoft
Investors
Diversity and inclusion
Accessibility
Security

CDX > My Environments >



Environments Create a Tenant

Current Environment Limits:

90 day Tenants: 0 of 6

1 year Tenants: 0 of 1

Custom Tenants: 0 of 0

1 Select type  Quick Tenant Custom Tenant**2 Select period**  90 days 1 year**3 Select tenant location**North America **4 Select your content packs**

Select your base content pack for your tenant. You will be able to request for add-ons after the tenant gets created

Microsoft 365 Business Demo Content**Create Tenant**

Get started with the complete solution designed for small business. Microsoft 365 is built to empower employees, safeguard your business, and simplify IT management.

90-day environment not eligible for extension

Microsoft 365 Enterprise Demo Content**Create Tenant**

This demo environment contains the most complete demo content to showcase Microsoft 365 to your customer. We recommend this environment for most demo circumstances. It includes trial licenses and pre-hydrated content for the full Microsoft 365 E5 suite, with the one exception of Microsoft Defender ATP. In addition, you also have the option to include additional demo content, such as Project Online.

90-day environment not eligible for extension

Office + Office CAS Demo Content**Create Tenant**

This demo environment includes all the Office content from the Microsoft 365 Enterprise demo tenant, including the functionality to demo Office CAS. It should be noted that this demo tenant DOES NOT include Enterprise Mobility + Security.

90-day environment not eligible for extension

 **Tenant**
M365B810831 

Delete Tenant

 **Content pack**
M365 Business

 **Location**
North America

 **Period**
90 day

 **Expiration Date**
Please check the [admin portal](#) for the expiration date.

 **Status**
Completed

 **Content add-ons**
No add-ons applied

 **Additional Content**
No additional content available to be added

 **Notes**

Add **Clear**

 **Admin Details**Password: e96cCeqGtQ 

Admin name	Email
admin@M365B810831.onmicrosoft.com	admin@M365B810831.onmicrosoft.com



My Environments

[My Tenants](#) [My Legacy Tenants !\[\]\(c4aaed3b5c356fb84b11eeae3fb16d4c_img.jpg\)](#) [My Virtual Machines](#) [My Experiences](#) [Roles & Limits](#)[Create Tenant](#)

Tenant Details

Showing 1 to 1 of 1 items

Tenant name	Creation date	Expiry date	Period	Content pack	Tenant status	Renewal status	
M365B810831	07/10/20	Admin Portal	90 day	M365 Business	Completed	Not available	 Delete  Credentials 

Admin user
admin@M365B810831.onmicrosoft.com 

Demo user
meganb@M365B810831.onmicrosoft.com 

Password


What's new	Microsoft Store	Education	Enterprise	Developer	Company
Surface Go 2	Account profile	Microsoft in education	Azure	Microsoft Visual Studio	Careers
Surface Book 3	Download Center	Office for students	AppSource	Windows Dev Center	About Microsoft
Microsoft 365	Microsoft Store support	Office 365 for schools	Automotive	Developer Network	Company news
Surface Pro X	Returns	Deals for students & parents	Government	TechNet	Privacy at Microsoft
Windows 10 apps	Order tracking	Microsoft Azure in education	Healthcare	Microsoft developer program	Investors
	Store locations		Manufacturing	Channel 9	Diversity and inclusion
	Virtual workshops and training		Financial services	Office Dev Center	Accessibility
	Microsoft Store Promise		Retail	Microsoft Garage	Security



Sign in

admin@M365B810831.onmicrosoft.com|

No account? [Create one!](#)

[Can't access your account?](#)

[Sign-in options](#)

Next

My Environments

[My Tenants](#) [My Legacy Tenants !\[\]\(24b0ead808598268efb5a4e2f0670744_img.jpg\)](#) [My Virtual Machines](#) [My Experiences](#) [Roles & Limits](#)[Create Tenant](#)

Tenant Details						
Showing 1 to 1 of 1 items						
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M365B810831	07/10/20	Admin Portal	90 day	M365 Business	Completed	Not available  

Admin user
admin@M365B810831.onmicrosoft.com 

Demo user
meganb@M365B810831.onmicrosoft.com 

Password 

What's new	Microsoft Store	Education	Enterprise	Developer	Company
Surface Go 2	Account profile	Microsoft in education	Azure	Microsoft Visual Studio	Careers
Surface Book 3	Download Center	Office for students	AppSource	Windows Dev Center	About Microsoft
Microsoft 365	Microsoft Store support	Office 365 for schools	Automotive	Developer Network	Company news
Surface Pro X	Returns	Deals for students & parents	Government	TechNet	Privacy at Microsoft
Windows 10 apps	Order tracking	Microsoft Azure in education	Healthcare	Microsoft developer program	Investors
	Store locations		Manufacturing	Channel 9	Diversity and inclusion
	Virtual workshops and training		Financial services	Office Dev Center	Accessibility
	Microsoft Store Promise		Retail	Microsoft Garage	Security



← admin@m365b810831.onmicrosoft.com

Enter password

.....|

[Forgot my password](#)

Sign in



admin@m365b810831.onmicrosoft.com

Stay signed in?

Do this to reduce the number of times you are asked to sign in.

Don't show this again

No

Yes

- Home
- Users
- Devices
- Groups
- Billing
- Setup
- Customize navigation
- Show all

Contoso

Search

+ Add card

Dark mode

What's new?



Finish setting up Microsoft 365 Business Premium

Now it's time to install your Office apps

With your Microsoft 365 Business Premium subscription, you get the latest versions of Word, Excel, PowerPoint and Outlook.

[Go to guided setup](#)

...

Essentials

Microsoft Teams

User management

Support remote workers with Teams

User management

Learn how to manage Teams for remote work, with setup guidance, short videos, and tips.

Add, edit, and remove user accounts, and reset passwords.

Teams is on for your organization

[Add user](#)[Edit a user](#)

Check setup status for new Teams users

Turn on guest access

Service health

Some services are disrupted.

[Need help?](#)[Give feedback](#)



CDX - Experiences

CDX - Experiences

Create an Endpoint Manager Experience on CDX

1. Open a browser: <https://transform.Microsoft.com>.
You may have to use in-private if you use a different account for MPN than your primary account.
2. Sign in using your partner account
3. If prompted to set up a profile, choose **Partner** for both **Segment & Role**
4. Select **Customer Digital Experiences**
5. Select **Experiences** from top navigation
6. Search for Intune experiences
7. Choose **Microsoft Endpoint Manager (includes Intune)**
8. Add **yourself** as the customer
9. Quickly review the **Microsoft Endpoint Manager Demo Guide**

Instructor notes

Customer Digital Experiences

Demos - Customer Immersion Experience - Labs

Search for Experiences 

Recommended

 **Customer Immersion Experience**
Modern Workplace Customer Immersion Experience

🕒 60 mins
👤 Business Decision Maker, CEO, CIO, CSO, C...
Last updated 03/25/2020 10:36 AM

 **Demo**
Dynamics 365 Customer Engagement

🕒 30 mins
👤 Business Decision Maker, CIO, CTO, IT Deci...
Demo type Assets Only
Last updated 11/21/2019 01:50 PM

 **Interactive Guide**
Discover, protect, and control your apps w/ MCAS

🕒 15 mins
👤 IT Decision Maker, IT Pro, Security Professi...
Last updated 07/15/2020 10:50 PM

[View All >](#)

Conversations


Modern Workplace
Click here to find all the content related to Modern Workplace


Connected Experiences
Click here to find all the content related to Connected Experiences


Integrate your workflow
Click here to find all the content related to Integrated Workflow


Intelligent Security
Click here to find all the content related to Intelligent Security


App Innovation
Click here to find all the content related to App Innovation

Latest Updates


Enable Remote Work CIE now available!
Wednesday July 1, 2020
Assume the role of Chief Experience Officer while leading participants through a major initiative—...

[Read article >](#)


Retail CIE now available!
Thursday June 18, 2020
The retail CIE is a unique experience blending hands-on interactions with guided simulations

[Read article >](#)


Manufacturing CIE now available
Tuesday June 16, 2020
The Manufacturing CIE is a unique experience blending hands-on interactions with guided...

[Read article >](#)


Firstline Worker CIE now available
Monday June 8, 2020
In this CIE, the facilitator leads participants through a store opening that covers training...

Experiences

Filters

[Clear Filters](#)

- Favorites
- Hero
- Recommended

Experience type

- Customer Immersion Experience
- Demo
- Interactive Guide
- Lab

Conversation

Industry

Products

Licensing / SKU

311 experiences

Hero



Search for Experiences

Viewing 1 to 6 of 311 experiences

<div><p>HERO Demo Microsoft Endpoint Manager (includes Intune)</p><p>⌚ 30 mins Demo type Assets Only</p><p>👤 Business Decision Maker, IT Pro</p><p>Last updated 07/06/2020 04:26 PM</p></div>	<div><p>HERO Demo Customer Immersion Experience Enabling Remote Work CIE</p><p>⌚ 60 mins Demo type Assets Only</p><p>👤 Business Decision Maker, IT Decision Maker</p><p>Last updated 07/01/2020 01:56 PM</p></div>
<div><p>HERO Demo Dynamics 365: Intelligent Sales and Marketing</p><p>⌚ 45 mins Demo type Shared Tenant</p><p>👤 Business Decision Maker, IT Decision Maker, ...</p><p>Last updated 06/30/2020 06:52 PM</p></div>	<div><p>HERO Demo Azure Active Directory</p><p>⌚ 30 mins Demo type Assets Only</p><p>👤 CIO, IT Decision Maker</p><p>Last updated 06/25/2020 10:01 PM</p></div>
<div><p>HERO Demo Everyday AI in Microsoft 365 Hero Demo</p><p>⌚ 30 mins Demo type Assets Only</p><p>👤 CEO, CIO, CTO</p><p>Last updated 06/25/2020 07:58 PM</p></div>	<div><p>HERO Demo Microsoft 365 Business Premium</p><p>⌚ 30 mins Demo type Assets Only</p><p>👤 Business Decision Maker, CEO, CIO, CTO</p><p>Last updated 06/15/2020 10:39 PM</p></div>

Experiences

Filters

[Clear Filters](#)

- Favorites
- Hero
- Recommended

Experience type

- Customer Immersion Experience
- Demo
- Interactive Guide
- Lab

Conversation

Industry

Products

Licensing / SKU

4 experiences

Sort based on 

Intune

Search Results for Intune [Clear Search](#)

Viewing 1 to 4 of 4 experiences

 HERO DemoMicrosoft Endpoint Manager (includes Intune)

⌚ 30 mins🕒 Demo typeAssets Only

Last updated 07/06/2020 04:26 PM

 Interactive GuideManage devices with Intune

⌚ 15 mins🕒 Demo typeAssets Only

Last updated 07/15/2020 09:38 PM

 Interactive GuideMake a Class Environment

⌚ 15 mins🕒 Demo typeAssets Only

Last updated 01/16/2020 11:53 AM

 Interactive GuideManage & protect mobile & desktop apps with Intune

⌚ 15 mins🕒 Demo typeAssets Only

Last updated 07/07/2020 09:14 PM

What's new

- Surface Go 2
- Surface Book 3
- Microsoft 365
- Surface Pro X
- Windows 10 apps

Microsoft Store

- Account profile
- Download Center
- Microsoft Store support
- Returns
- Order tracking
- Store locations
- Virtual workshops and training

Education

- Microsoft in education
- Office for students
- Office 365 for schools
- Deals for students & parents
- Microsoft Azure in education

Enterprise

- Azure
- AppSource
- Automotive
- Government
- Healthcare
- Manufacturing
- Financial services

Developer

- Microsoft Visual Studio
- Windows Dev Center
- Developer Network
- TechNet
- Microsoft developer program
- Channel 9
- Office Dev Center

Company

- Careers
- About Microsoft
- Company news
- Privacy at Microsoft
- Investors
- Diversity and inclusion
- Accessibility

CDX > Experiences >



Demo

HERO

Favorite

Microsoft Endpoint Manager (includes Intune)

Microsoft Endpoint Manager is a unified management platform including both Microsoft Intune and Configuration Manager. This demo will cover the MDM, MAM, Conditional Access, and endpoint security features of Microsoft Endpoint Manager. Contoso is getting ready to implement a work from home option for their employees. Microsoft Endpoint Manager and Azure AD helps ensure Contoso data and apps are secure on any device and from any location, while delivering the best user experience.

Last updated 07/06/2020 04:26 PM

Duration

30 minutes

Recommended Role

Account Technology Specialist,
Account Delivery Executive

Industry

Commercial

Licensing

EMS E3, EMS E5, Flow Plan 2,
Microsoft 365 E5

Audience

Business Decision Maker, IT Pro

Products

Intune, Microsoft Endpoint
Manager

Conversation

Intelligent Security

Demo type

Assets Only

Start your Experience

To use this experience including assets and resources, let us know who it is for.

- For a customer? Tell us which one.
- For your own learning or an event? Simply add a new account using your own name and options. You can find and re-use your own account by searching for it.

Once the account is added, the experience is available.

Customer 0 of 20 selected

[+ Add new account](#)

Assets

- Brand Usage Guidance - Microsoft Endpoint Manager
- Microsoft Endpoint Manager Demo Clickthrough Guide
- Microsoft Endpoint Manager Demo Guide

Resources

No applicable resources

Availability

24 hours



Demo

Microsoft Endpoint Manager (includes Intune)

HERO

Favorite

Microsoft Endpoint Manager is a unified management platform including both Microsoft Intune and Configuration Manager. This demo will cover the MDM, MAM, Conditional Access, and endpoint security features of Microsoft Endpoint Manager. Contoso is getting ready to implement a work from home option for their employees. Microsoft Endpoint Manager and Azure AD helps ensure Contoso data and apps are secure on any device and from any location, while delivering the best user experience.

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30 minutes

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Account Delivery Executive

🏛️ Industry

Commercial

📘 Licensing

EMS E3, EMS E5, Flow Plan 2,
Microsoft 365 E5

👤 Audience

Business Decision Maker, IT Pro
Microsoft 365 E5

📦 Products

Intune, Microsoft Endpoint
Manager

💻 Conversation

Intelligent Security

🕒 Demo type ⓘ

Assets Only

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Once the account is added, the experience is available.

👤 Customer ⓘ 0 of 20 selected

Search by account name, account ID, or top parent ID

+ Add new account

Account name

Alex Wilber

Business Segment

SMB

Geography

United States Of America

Industry

SMB - Professional, Scientific & Technology

📁 Assets

- Brand Usage Guidance - Microsoft Endpoint Manager
- Microsoft Endpoint Manager Demo Clickthrough Guide
- Microsoft Endpoint Manager Demo Guide

📁 Resources

No applicable resources

📅 Availability ⓘ

24 hours



Demo

Microsoft Endpoint Manager (includes Intune)

HERO

Favorite

Microsoft Endpoint Manager is a unified management platform including both Microsoft Intune and Configuration Manager. This demo will cover the MDM, MAM, Conditional Access, and endpoint security features of Microsoft Endpoint Manager. Contoso is getting ready to implement a work from home option for their employees. Microsoft Endpoint Manager and Azure AD helps ensure Contoso data and apps are secure on any device and from any location, while delivering the best user experience.

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🏛️ Industry

Commercial

📘 Licensing

EMS E3, EMS E5, Flow Plan 2,
Microsoft 365 E5

👤 Audience

Business Decision Maker, IT Pro

📦 Products

Intune, Microsoft Endpoint
Manager

💬 Conversation

Intelligent Security

💻 Demo type ⓘ

Assets Only

Start your Experience

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Once the account is added, the experience is available.

👤 Customer ⓘ 1 of 20 selected

Alex Wilber

📁 Assets

- Brand Usage Guidance - Microsoft Endpoint Manager
- Microsoft Endpoint Manager Demo Clickthrough Guide
- Microsoft Endpoint Manager Demo Guide

📁 Resources

No applicable resources

📅 Availability ⓘ

24 hours

To provide feedback on the experience, please send an email to feedback@transform.microsoft.com

What's new

Surface Go 2

Microsoft Store

Account profile

Education

Microsoft in education

Enterprise

Azure

Developer

Microsoft Visual Studio

Company

Careers

Demo steps

Introduction

What to say	What to show
<p>Contoso has decided to implement a new work from home policy <u>in light of</u> world circumstances. In order to do this the IT admins must ensure that Contoso data, apps, and devices remain secure, while also allowing for employees to use both company issued devices and personal devices when away from the office.</p> <p>Fortunately, Microsoft Endpoint Manager has everything admins need to secure Contoso data, apps, and devices as well as enable employees to use personal devices.</p>	No click steps.

Admin experience (20 minutes)

What to say	What to show
<p>Mobile device management (MDM)</p> <p>The Contoso IT admin begins in the Microsoft Endpoint Manager admin center homepage. This admin center maybe familiar to those who have used Microsoft Intune or the device management portals in the past.</p> <p>However, the interface and portal have had a few upgrades, including bringing in Endpoint security features in its own node and streamlining the top-level navigation around devices, apps, and users.</p> <p>Starting at the top, the Contoso admin goes to the Devices node to configure both Contoso owned devices as well as settings for personal devices accessing Contoso resources.</p>	<ol style="list-style-type: none">1. Open the browser logged in to https://endpoint.microsoft.com.2. On the left, under Favorites, point out Endpoint security.3. On the left, under Favorites, click Devices.4. Under Device enrollment, click Enroll devices.



Microsoft 365 Lighthouse



I heard about Microsoft Lighthouse. As a partner, how does it help me manage my customers ?

Name: Megan B

Role: Partner Resource

Company: Partner



Microsoft 365 Lighthouse

Helps **Managed Service Providers** to secure devices, data, and users for customers that have up to 1000 licensed users with Microsoft 365 Business Premium, Microsoft 365 E3, Microsoft 365 E5*, or Microsoft Defender for Business subscriptions



Customer management at scale

Monitor and manage customers centrally to easily identify gaps in end-customer configuration, target improvements, and drive adoption.



Proactive risk management

Realize efficiencies in customer management to support business scale and growth.



Improved security

Secure and protect devices, data, and users across customer environments using recommended best practices.



Standardize configuration

Benefit from deployment plans to drive standardization, upsell across customer base, and reduce risk.

Enable least privilege access in Microsoft 365 Lighthouse with Granular Delegated Administrative Privileges (GDAP), now in [Technical Preview](#).

*Rolling out globally

Baselines

There are a set of best practices optimized for SMBs called Baselines, available to deploy to customer tenants directly from Microsoft 365 Lighthouse. The default baselines currently available consist of six policies across identity, and devices. They include:

- Require MFA for Admins
- Require MFA for Users
- Block Legacy Authentication
- Set up device enrollment
- Configure Microsoft Defender Antivirus for Windows 10
- Configure a Windows 10 device compliance policy.



With Microsoft 365 Lighthouse

View security incidents, alerts and devices from **Defender for Business** in the dashboard and get the detail from the Incidents queue. Additional security management capabilities are planned on the roadmap.

The screenshot shows the Microsoft 365 Lighthouse Home dashboard. It features a central graphic of a computer monitor displaying a dashboard, surrounded by hexagonal icons representing different service components. Below the graphic, there are three main sections: "Microsoft Defender Antivirus threat landscape" (showing 12 active threats on 7 devices across 123 tenants), "Risky users" (listing 34 users flagged for risk from various tenants like Fabrikam Residences, Consolidated Messenger, Lucerne Publishing, Graphic Design Institute, and Northwind Traders), and "Security Incidents" (listing 221 active incidents detected among 123 tenants). A large callout at the bottom right highlights "1,080 of 9,000 devices are". On the left, a sidebar lists navigation options: Home, Tenants, Users, Devices, Windows 365, Threat management, Baselines, and Service health. A "Get started" button is at the top left, and a "Next" button is at the bottom left.

The screenshot shows the Microsoft 365 Lighthouse Incidents queue page. At the top, there is a line chart showing the number of incidents over time (Last 30 days) with categories: Critical (red), High (orange), Medium (yellow), Low (light blue), and Unknown (grey). Below the chart is a table listing individual incidents. The columns include Incident name / Alert name, Type, Tenant, Severity, Categories, Impacted entities, Active alerts, Service sources, and First activity. Each row provides details for a specific incident, such as its type (Incident or Alert), tenant it occurred in, severity (High, Medium, Low, Unknown), and the first activity it was associated with. The table is scrollable, showing multiple entries.

Image 1: Security incident summary on the Home dashboard

Image 2: Incident queue highlighting security incidents and alert details

Get Started with Microsoft 365 Lighthouse

Criteria

Managed Service Providers enrolled in the Cloud Solution Provider (CSP) program

Established Delegated Administration privileges with customers

Customers must have a Microsoft 365 Business Premium, Microsoft 365 E3, E5, or Microsoft Defender for Business subscription

A customer tenant must not have more than 2500 licensed users in total

Device Compliance and Threat management capabilities require device enrolment with Microsoft Intune.

Learn more at
<https://aka.ms/M365Lighthouse>

Technical documentation available
<https://aka.ms/M365LighthouseDocs>

Demo content
<https://aka.ms/M365Lighthouse-OverviewGuide>

[Microsoft 365 Lighthouse Help & Support](#)

[Microsoft 365 Lighthouse Documentation](#)

[aka.ms/m365lighthouseonboard](#)

[aka.ms/m365lighthousefeedback](#)