

FY23 Role Success Guide

Partner Technology Strategy IC

This guide provides you with a clear view on all aspects of your role and is intended to help you to be successful in FY23.

What you'll find in your RSG	Slides
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Role Overview (1/2)

WHAT YOU DO	
To FY23	
Accountabilities and Objectives	<p>Win Partner's Cloud Choice - Win cloud strategy and the partner share of wallet by driving outcome-based technical development plan, including launch customers' map, as well as technical presales activities.</p> <p>Evolve Partners' Solutions portfolio - Own the relations with technical stakeholders to accelerates partner & solution innovation on the Microsoft cloud platform across industry priority scenarios to capture market opportunities and drive partner's growth.</p> <p>Drive Microsoft Technology Adoption- Lead partner's business solution's development process with CSAs and respective teams and track the Partner's enablement plan progress.</p>
Key Outcomes / Measures of Success	<ul style="list-style-type: none">• 100% high quality technical development plan (TDP) where partner is assigned and has a PBP.• Launch customers' map based on market opportunities and industry priority scenarios to drive partner's growth.• For assigned partners with a TDP, meet or exceed PIN.• New or modernized (% <u>transacted</u>) business solutions, published in Commercial Marketplace.• % Of assigned partners' portfolio penetration with consumption enabling activities (CAF/WAF/LZ/DAI/Dev practices).• For assigned partners with a TDP, meet or exceed partner capability score for skilling (MCPPI).• # New specialization attainment (MCPPI - Closing Solution Areas gaps).• % Of assigned partners' portfolio penetration that are cross solution areas.

Role Overview (2/2)

HOW YOU DO IT	WHO YOU WORK WITH
Key Habits <ul style="list-style-type: none">• Consistently strive to maximize weekly hours with partners (including prep & face time; follow up) – allocate 50% of your time to provide Technical Leadership and act as a Partner Technology Advisor (Partner CTO).• Allocate 2h or more per week for learning and improving professional and technical skills, so you can guide partners through cloud transformation with a Technical Sales Challenger mindset.• Evolve Partner's business solution portfolio to achieve Microsoft and partner goals and publish them in Commercial Marketplace.• Drive Technical Sales and business impact aligned with Microsoft and partner goals, across industry priority scenarios and multi-solution areas.	Key Business Partners <ul style="list-style-type: none">• PTM• PDM• CSA• PTM (CSA)• PDMM• BPM (all roles)• CS (all roles)• FPM• GPS LT roles

FY23 Core Priorities(1/2)

#	Core Priority Title	Core Priority (What will you focus on in the upcoming period to drive impact for the business?)	Critical Indicators of Success (How will you measure success?)
1	Win Partner's Cloud Choice	Win cloud strategy and the partner share of wallet by driving outcome-based technical development plan, including launch customers' map, as well as technical presales activities.	<ol style="list-style-type: none"> 1. 100% high quality technical development plan (TDP) where partner is assigned and has a PBP. 2. Launch customers' map based on market opportunities and industry priority scenarios to drive partner's growth.
2	Evolve Partners' Solutions portfolio	Own the relations with technical stakeholders to accelerates partner & solution innovation on the Microsoft cloud platform across industry priority scenarios to capture market opportunities and drive partner's growth.	<ol style="list-style-type: none"> 1. For assigned partners with a TDP, meet or exceed PIN. 2. New or modernized (% transacted) business solutions, published in Commercial Marketplace. 3. % Of assigned partners' portfolio penetration with consumption enabling activities (i.e., CAF/WAF/LZ/DAI/Dev practices).
3	Drive Microsoft Technology Adoption	Lead partner's business solution's development process with CSAs and respective teams, and track the Partner's enablement plan progress.	<ol style="list-style-type: none"> 1. For assigned partners with a TDP, meet or exceed partner capability score for skilling (MCPPI). 2. # New specialization attainment (MCPPI - Closing Solution Areas gaps). 3. % Of assigned partners' portfolio penetration that are multi-solution areas.
4	Diversity & Inclusion	Microsoft's mission is to empower every person and every organization on the planet to achieve more. As employees we come together with a growth mindset, innovate to empower others and collaborate to realize our shared goals. Each day we build on our values of respect, integrity, and accountability to create a culture of inclusion where everyone can thrive at work and beyond.	Each individual to write their own Critical Indicators of Success for this Core Priority in the Connect Tool.

FY23 Core Priorities(2/2)

#	Core Priority Title	Core Priority (What will you focus on in the upcoming period to drive impact for the business?)	Critical Indicators of Success (How will you measure success?)
5	Compliance	Personally, commit to generate and protect Microsoft trust by living Microsoft's values, culture, and Trust Code in every decision.	All Roles: <ul style="list-style-type: none">Integrity & ethical behaviors modeled every day. Full adherence to Company policies and processes. 100% of mandatory Compliance Trainings completed timely.Cooperation and help on remediation actions with audits, investigations and other compliance processes & controls. Proactive identification of risks inherent to the role and timely escalation of concerns.

Skilling Plan (1/3)

In your FY23 role-based skilling plan, you will find a combination of assigned (required) and recommended options. You are encouraged consider the recommendations in addition to your required assignments to help you grow in your role and career. New for FY23: To allow for agility, your skilling plan may be updated in November with H2 assignments.

What’s next? To complete course assignments, go to Viva Learning in Teams. *Don't see Viva Learning in Teams? Make sure the "Try it now" toggle is set to Off. * You will receive invites from your community team for assignments not in Viva Learning.

Questions, contact AskLearning@microsoft.com.

Learning Goals →		Total Req Hrs 51.6		
		Assigned or Recommended	Due Date	Duration
Building your expertise: business and technical capabilities	Be trusted technical advisor to partner leadership and drive strong partner preference for Microsoft platform and mutual success.			
	Technical acumen across solution areas.			
	Insightful Listening	Assigned	Feb 28 2023	2.00
	Introduction to ADKAR Prosci	Assigned	Nov 30 2022	0.75
	Introduction to Change Management (eLearning) Prosci	Assigned	Sep 30 2022	0.75
	Maximizing Partner Economics to Drive Success	Assigned	Nov 30 2022	2.00
	MCEM Foundations	Assigned	Aug 31 2022	2.00
	MCEM Winning Behaviors and Habits for Individual Contributors	Assigned	Sep 30 2022	3.00
	Situational Fluency	Assigned	Feb 28 2023	2.00
Technical Engagement Framework and TDP Playbook		Recommended		

Skilling Plan (2/3)

	Learning Opportunity	Assigned or Recommended	Due Date	Duration
	Cross Solution Certification (LP6786) - Complete 1 <ul style="list-style-type: none"> • Microsoft 365 Certified: Enterprise Administrator Expert (MS-100 + MS-101) • Microsoft Certified: Azure AI Engineer Associate (AI-102) • Microsoft Certified: Azure Data Engineer Associate (DP-203) • Microsoft Certified: Azure Solutions Architect Expert (AZ-305) • Microsoft Certified: Cybersecurity Architect Expert (SC-100) • Microsoft Certified: DevOps Engineer Expert (AZ-400) • Microsoft Certified: Dynamics 365: Finance and Operations Apps Solution Architect Expert (MB-700) • Microsoft Certified: Power Platform Solution Architect Expert (PL-600) 	Recommended		96.00
	Cross Solution Fundamentals Certification (LP7329/PCT03) - Complete 1 assignment in FY23 <ul style="list-style-type: none"> • Microsoft 365 Certified: Fundamentals (MS-900) • Microsoft Certified: Azure Fundamentals (AZ-900) • Microsoft Certified: Dynamics 365 Fundamentals (CRM) (MB-910) • Microsoft Certified: Power Platform Fundamentals (PL-900) • Microsoft Certified: Security, Compliance, and Identity Fundamentals (SC-900) 	Assigned	Feb 28 2023	31.00
	SPCS - Cross Industry (LP6709) - Complete 1 <ul style="list-style-type: none"> • Lead Solution Play Conversations for Financial Services • Lead Solution Play Conversations for Healthcare • Lead Solution Play Conversations for Retail • Lead Solution Play Conversations for Sustainability • Lead Solution Play Conversations for Unified Support 	Recommended		2.00
	SPCS - Cross Solution (LP6703) - Complete 1 <ul style="list-style-type: none"> • Lead Solution Play Conversations for Azure Data & AI • Lead Solution Play Conversations for Azure Infrastructure • Lead Solution Play Conversations for Business Applications • Lead Solution Play Conversations for Business Applications (Extended) • Lead Solution Play Conversations for Digital and Application Innovation • Lead Solution Play Conversations for Modern Work • Lead Solution Play Conversations for Modern Work (Part 2) • Lead Solution Play Conversations for Security, Compliance and Identity • Lead Solution Play Conversations for Unified Support 	Assigned	Nov 30 2022	2.00
Companywide assignments	FY23 Culture and Compliance Assignment Placeholder (all year)	Assigned		6.00

Skilling Plan (3/3)

	Learning Opportunity	Assigned or Recommended	Due Date	Duration
Connect and learn (Note: these opportunities will not appear in Viva Learning)	Airlift All Hands Community Calls and Connections GPS Summits Ignite: For devs, IT Pros, Partners and more to learn about the latest technology updates and more Inspire: Where partners connect, empower and celebrate as one community Start: Join leaders from across the company to kick off FY23 Tools & Process training	Recommended Recommended Recommended Recommended Recommended Recommended Recommended		
Start your journey	Targeted IC Onboarding Experience - New to Microsoft - Assigned - 74 hours Targeted Onboarding Experience Targeting Onboarding Experience – New to role	Assigned Recommended Recommended	Jun 29 2023	

Key Resources

Category	Link
Additional Resources	GPS Co-sell Hub
Additional Resources	GPS Hub
Additional Resources	GPS HUB
Additional Resources	HRweb
Additional Resources	Microsoft Sales Challenger
Additional Resources	My Incentive Compensation (Mint)
Additional Resources	Partner Transformation Readiness Assessment
Additional Resources	The Incentive Compensation Guide
Planning and Execution	Enablement Insights
Planning and Execution	GPS CRM
Planning and Execution	GPS Insights
Planning and Execution	GPS Skills Assessment
Planning and Execution	MSX Insights
Planning and Execution	Practice Development Playbooks
Planning and Execution	Scorecard
Planning and Execution	Worldwide GPS Tech Hub
Planning and Execution	Worldwide GPS Technical Engagement Framework
Recognition and Feedback	Technology Solution Excellence Awards
Recognition and Feedback	Connect Tool Perspectives
Recognition and Feedback	GPS Awards
Role Development	Learning (Required & Recommended Training)
Role Development	LinkedIn Learning
Role Development	ProSci Change & Adoption Management Training

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Help Needed? Please contact the following:	
Role Owner	Laxmi Korada
General questions	AskRolex or AskLearning

Taxonomy Table

The content in this Role Success Guide applies to the following taxonomy and it is for informational purposes only.

Org Summary	Role Summary	Qualifier 1	Qualifier 2
Global Partner Solutions	Partner Technology Strategy IC	Services	N/A