

Week of July 9th, 2018

This Week's Microsoft USA Updates:

1. Alignment in the Field & Funding
2. Training
3. General Announcements & Pipeline
4. Hot off the Press

1. Alignment in the Field

Congrats!

Kudos to our Detroit team. Keeping the wheels moving after the Azure PLM event we did in the Microsoft Technology Center, we are now working with the Microsoft account team at AM General, as well as PTC to configure the AR/VR solution for AM General. The solution will transform how AMG can provide digital experience of their **Humvee vehicles using mixed reality**. Tremendous efforts from **Abhijit Dastidar, Scott Holley and Srini Datla** who have been instrumental in putting together this proposal and navigating our partnership with MS and PTC.

Good luck to our Des Moines Team – John McCartan and team, here's to submitting the Kiewit RFP. Productive conversation with Microsoft's Gabe Taul, Enterprise Services. They are responding, we are responding, may one of us beat out the competition and find a way to collaborate moving forward.

Collaborative conversations with the Microsoft team supporting **Buckeye**. Buckeye attended our EBC in April and numerous work streams are coming out of that event. Keep the dialogue happening and we will win together. Great job Taylor.

Shout out to our team in Florida for their great meeting with Microsoft's Chris Attardo. Leo Lovely – love our leadership. Thanks for taking the time with Chris, as well as ensuring your AE's Ian, Kimberly Bryan and your MS City Lead, Ajith were all accounted for in that meeting.

REMINDER:

*Microsoft Account teams need their **Territory Partner Plans** done by end of July, if you have not connected with them, your competition has. Look for my email from June 25th with sample emails you can edit to your liking. If you are not talking to your Microsoft counter parts, your competition is. Partnering begins with the first introduction, open communications about mutual clients and shared goals, dependency and trust. Do you know if your MS counterpart hit their targets? Did they get their bonus? If they didn't, let's help ensure they get it next year. If they did, what other partner was working with them if it wasn't us?*

Microsoft Partner Funding Buckets are Starting to Open Up!

\$10 - \$50K potential funding streams for Windows 10 Enterprise (E3/E5) & Office 365 ProPlus (E3/E5)

<https://sogetius1.sharepoint.com/solutioncenter/Alliance%20Information/Forms/AllItems.aspx?RootFolder=%2Fsolutioncenter%2FAlliance%20Information%2FMicrosoft%20US%20Alliance%2FFY19%20H1%20US%20Modern%20Desktop%20ECIF%20Microsoft%20365&FolderCTID=0x01200068224EC32F7454448082B0F9D6FDB0DC&View=%7BDF451B7A-8D96-4AD3-A5F6-4CE204B38D0B%7D>

If for some reason you can't get to Solution Center, it's also posted on MS Yammer site:

<https://www.yammer.com/msuspartner/#/groups/15447422/files>

If you have clients looking to move to Win10 or O365, we definitely need to take advantage of this funding on behalf of our mutual clients!

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2. Training

Azure 9 Week Study Group Came to Closure:

The Study material can be found on the joint Teams Site: **Sogeti Azure Study Group**

If you do not have access, please email [Barb Borrowman](#) at Microsoft, cc'ing myself and David Beaudreau.

Congrats so far to the following people that passed their certifications:

- Congratulations to **Chris Vance** for passing **Azure 70-532 Certification**
- Congratulations to **Charles Shea** for passing **Azure 70-535 Certification**
- Congratulations to **Roman Rozinov** for passing **Azure 70-535 Certification**
- Congrats to **Nishant Jadhav**, out of our India team for passing **Azure 70-535 Certification**
- Congratulations to **Nishant Jadhav** for passing **Azure 70-535 Certification**
- Congratulations to **Harsh Nanchahal** for passing **Azure 70-532 Certification**

**** With over 100 people having started the training, please continue to encourage your consultants to get their certifications!**

Current Microsoft Training, Certifications, Podcasts and more...



70-473	Designing and Implementing Cloud Data Platform Solutions	Pracice Test	
70-475	Designing and Implementing Big Data Analytics Solutions	Pracice Test	
70-487	Developing Microsoft Azure and Web Services		
70-532	Developing Microsoft Azure Solutions	Exam Reference Book	Practice Test
70-533	Implementing Microsoft Azure Infrastructure Solutions	Exam Reference Book	Practice Test
70-535	Architecting Microsoft Azure Solutions	Exam Reference Book	Practice Test
70-537	Configuring and Operating a Hybrid Cloud with Microsoft Azure Stack		
70-774	Perform Cloud Data Science with Azure Machine Learning	Exam Reference Book	
70-775	Perform Data Engineering on Microsoft HDInsight	Exam Reference Book	

70-776**Engineering Data with Microsoft Cloud Service****Microsoft Professional Program Certificate in DevOps**

A 3 months course followed by Certification from Microsoft

[View Details](#)**Azure IoT on Serverless Hackathon**

31 days left to submit your IoT Serverless application. If you haven't registered, you can still register [here](#) and submit your application

Microsoft Partner Series Training - July (Business, sales, and technical)

Course, Webcast or Call	Date	Location	Who should attend	Register
Enhance your business with Skype for Business Online Academy	July 12	Online	Technical roles	Sign Up
Partner Center CSP - Application onboarding	July 12	Online	Technical roles	Sign Up
Creating apps for the Intelligent Cloud: Architecting cloud apps for scale	July 13	Online	Technical roles	Sign Up
Microsoft Inspire	July 15-19	Las Vegas, NV	Business, sales, and technical roles	Sign Up
What's new in Security & Compliance	July 16	Online	Technical roles	Sign Up
Introduction to Microsoft 365 Management	July 16	Online	Technical roles	Sign Up
Technical deep dive on Power BI common scenarios	July 17	Online	Technical roles	Sign Up
What's new and highlights in Business Applications	July 17	Online	Business and technical roles	Sign Up

Adopting Microsoft Teams	July 17	Online	Technical roles	Sign Up
Adopting Microsoft 365 powered device: Deployment	July 18	Online	Technical roles	Sign Up
Cortana Intelligence Suite: Big Data Analytics using Data Lake	July 19	Online	Technical roles	Sign Up

Pluralsight Trainings on Exam 70-533 (Implementing Microsoft Azure Infrastructure Solutions)

Course	Level	Hours	Link
Deploying and Integrating Azure AD	Intermediate	3h 25m	Learn
Understanding and Using Azure Storage	Intermediate	3h 8m	Learn
Architecting and Implementing Azure Networking	Intermediate	3h 43m	Learn
Deploying and Managing Azure IaaS Virtual Machines	Intermediate	3h 52m	Learn
Automating Deployment and Scale of Azure IaaS Solutions	Intermediate	3h 23m	Learn
Advanced Azure Storage	Intermediate	2h 23m	Learn
Implementing Azure Application Services	Beginner	2h 25m	Learn
Azure Scripting, Operations, and Automation for 70-533	Intermediate	2h 18m	Learn

Pluralsight Trainings on Exam 70-532 (Developing Microsoft Azure Solutions)

Course	Level	Hours	Link
Create and Manage Virtual Machines on Microsoft Azure	Intermediate	4h 22m	Learn
Design and Implement Storage on Microsoft Azure	Intermediate	4h 6m	Learn
Identity, Application, and Network Services on Microsoft Azure	Intermediate	2h 27m	Learn
Implement Web and Mobile Services on Microsoft Azure	Intermediate	6h 30m	Learn

Pluralsight Trainings on Microsoft Azure Solutions Architect (Beginner, Intermediate, Advanced)

Course	Level	Hours	Link
Foundations for Cloud Architecture	Beginner	2h 36m	Learn
Microsoft Azure Architecture - Getting Started	Intermediate	3h 11m	Learn
Planning and Designing Microsoft Azure Compute Solutions	Intermediate	4h 4m	Learn
Planning and Designing Microsoft Azure Storage Solutions	Intermediate	3h 45m	Learn
Planning and Designing Microsoft Azure Networking Solutions	Intermediate	2h 19m	Learn
Planning and Designing Microsoft Azure Security Solutions	Intermediate	1h 54m	Learn
Cloud Patterns and Architecture for Microsoft Azure Developers	Advanced	3h 11m	Learn

Pluralsight Trainings on Infrastructure as a Service (IaaS) using Microsoft Azure (Beginner, Intermediate, Advanced)

Course	Level	Hours	Link
Deploying and Integrating Azure AD	Intermediate	3h 25m	Learn
Understanding and Using Azure Storage	Intermediate	3h 8m	Learn
Architecting and Implementing Azure Networking	Intermediate	3h 43m	Learn
Deploying and Managing Azure IaaS Virtual Machines	Intermediate	3h 52m	Learn
Providing Disaster Recovery with Azure Services	Intermediate	2h 22m	Learn
Managing Azure AD	Intermediate	2h 54m	Learn
Automating Deployment and Scale of Azure IaaS Solutions	Advanced	3h 23m	Learn

Azure & Other Training and Certifications from Microsoft

Exam 70-473 - Designing and Implementing Cloud Data Platform Solutions	Register Here
Exam 70-475 - Designing and Implementing Big Data Analytics Solutions	Register Here
Exam 70-487 - Developing Microsoft Azure and Web Services	Register Here
Exam 70-532 - Developing Microsoft Azure Solutions	Register Here
Exam 70-533 - Implementing Microsoft Azure Infrastructure Solutions	Register Here
Exam 70-535 - Architecting Microsoft Azure Solutions	Register Here
Exam 70-537 - Configuring and Operating a Hybrid Cloud with Microsoft Azure Stack	Register Here
Exam 70-774 - Perform Cloud Data Science with Azure Machine Learning	Register Here
Exam 70-775 - Perform Data Engineering on Microsoft HD Insight	Register Here
Exam 70-776 - Engineering Data with Microsoft Cloud Services	Register Here
Azure - Free, Self-paced Hands On Labs	Register Here

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3. General Announcements

Digital Partner of Record (DPOR) Please TAKE ACTION!

Please continue to ask your client to assign us at the DPOR if we are doing work for them around Microsoft Office 365, Microsoft Dynamics CRM Online, Microsoft Intune, Enterprise Mobility Suite (EMS), Power BI and Microsoft Azure. **Sogeti MS Partner ID is 1021259.**

MS Alliance on Solution Center

[Strategic Initiatives and Points of Contact](#)

[Understanding Microsoft and How to Partner](#)

[Sogeti and MS US Field Alignment](#) *** Know your local MS City Leads

[Overall Sogeti Microsoft Alliance Information](#)

Pipeline *** Issue with getting into Thor at this time *******

Subscribe to the MS Sogeti Alliance THOR Dashboard

<https://capgemini.lightning.force.com/lightning/r/Dashboard/01Z1o000000cKoHEAU/view>

Please be sure to continue to tag Microsoft in the leads field, if they gave us the lead or we are working synergistically.

Please be sure to tag the right Microsoft product in the Technology field, ie MS Azure vs MS Others. If you need help holler.

4. Hot off the Press

The final FY18 results for the Microsoft Azure influenced performance (aka ACR) were published today.

We finished FY18 at \$23.4M vs \$6.5M target (360% achievement). **** Capgemini and Sogeti US combined numbers ****

- Our final US Global System Integrator ranking is #10. We started FY18 at #13.
- Our YoY growth is 255%, ranking us #2 amongst the 15 US GSI/Influencers.
- Our 360% achievement ranks #1.
- A lot of great progress, with a long way to go to beat the #1 GSI in the US.

Free version of Microsoft Teams

To address the growing collaboration needs of their customers, last year Microsoft introduced Microsoft Teams, a powerful hub for teamwork that brings together chat, meetings, calling, files, and apps into a shared workspace in Microsoft 365. Now, more than 200,000 businesses across 181 markets use Teams to collaborate and get work done.

Beginning July 12th, Teams is available in a free version worldwide in 40 languages. Whether you're a freelancer, a small business owner, or part of a team inside a large organization, you can [start using Teams today](#).

The free version includes the following for up to 300 people:

- Unlimited chat messages and search.
- Built-in audio and video calling for individuals, groups, and full team meetups.
- 10 GB of team file storage plus additional 2 GB per person for personal storage.
- Integrated, real-time content creation with Office Online apps, including built-in Word, Excel, PowerPoint, and OneNote.
- Unlimited app integrations with 140+ business apps to choose from—including Adobe, Evernote, and Trello.

- Ability to communicate and collaborate with anyone inside or outside your organization, backed by Microsoft's secure, global infrastructure.

Note: *If you are not talking to your clients about Microsoft, your competition is!! Focus + Collaboration + Accountability = Results.* [\[back to top\]](#)

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