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## Partner Crucible



*OpenHack*

### Purpose

This project aims to serve as an *entry point* into the wealth of information and services available to Canadian Microsoft partners. The Partner Crucible will curate links, models, and insights to ensure our partners have an overview and a quick path forward.

### Contributing

This project welcomes contributions and suggestions. For additional information see the [Contributor's Guide](#).

This project has adopted the Microsoft Open Source Code of Conduct. For more information see the Code of Conduct FAQ or contact [opencode@microsoft.com](mailto:opencode@microsoft.com) with any additional questions or comments.

### Legal Notices

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Microsoft and any contributors reserve all other rights, whether under their respective copyrights, patents, or trademarks, whether by implication, estoppel or otherwise.

## Contributor's Guide

### How to contribute

PartnerCrucible is shared on Github.

1. The following Udacity video explains the simplest way to [Edit Files on Github](#).
2. [Sign-up for Github](#)
3. [Making Quick Edits](#)

### References

Source	Description	Notes
<a href="#">Microsoft docs contributor guidance</a>	The PartnerCrucible is <i>heavily</i> inspired by the azure docs approach	
<a href="#">Long running changes</a>	More advanced scenarios	

## Microsoft Partner Portals

### Purpose

The collection of links to Microsoft partner portals.

To contribute to the PartnerCrucible, see [Contributor's Guide](#).

### Partnership Management Portals

Source	Description	Notes
<a href="#">Partner Center</a>	Partner Center streamlines several business processes to make it easier for Microsoft partners to manage their relationship with Microsoft and their customers. Partner Center gives you access to the tools you need to get work done.	...
<a href="#">Device Partner Center</a>	As a Microsoft Device Partner, you need relevant, up-to-date information to enable you to grow your business with Microsoft.	...
<a href="#">Microsoft for Startups</a>	icrosoft for Startups Founders Hub brings together the technology, guidance, and support you need to hit your next milestone.	
<a href="#">Partner University</a>	These resources will help answer questions that you might have to help you navigate Partner University and make the connection to Partner CenterThese resources will help answer questions that you might have to help you navigate Partner University and make the connection to Partner Center.	...



## Communities

Source	Description	Notes
<a href="#">Partner Community</a>	Launch point for partner communities	Microsoft Partners
<a href="#">Partner Community - Canadian Partner Zone</a>	Forums for Canadian Partners	
<a href="#">Partner</a>	gain instant access to exclusive resources, programs, tools, and connections. Join a community designed to foster business growth	Microsoft Partners
<a href="#">Microsoft Partner Blog</a>	...	<a href="#">Rss</a> <a href="#">Feed</a> <a href="#">Twitter</a> <a href="#">LinkedIn</a>
<a href="#">Partner Community Webinar Series</a>	Join us monthly for important product and program updates, including tutorials that will help both you and our customers down the road	Microsoft Partners
<a href="#">International Association of Microsoft Channel Partners</a>	World's largest community of Microsoft partners - Connect locally and internationally with Microsoft partners, learn from best practices and grow your profits – with the IAMCP	IAMCP

## Solution Area Portals

Source	Description	Notes
<a href="#">Microsoft 365 &amp; Security for Partners</a>	Partner <i>Transform Portal</i> for M365 and Security	Accessible based on MCPP membership and competencies or solution partner standing)
<a href="#">Microsoft Dynamics 365 Partner portal</a>	Partner <i>Transform Portal</i> for Business Apps	Accessible based on MCPP membership and competencies or solution partner standing
<a href="#">Microsoft Power Platform Partner Portal</a>	Partner <i>Transform Portal</i> for Power Platform	Accessible based on MCPP membership and competencies or solution partner standing
<a href="#">Microsoft Customer Digital Experiences</a>	Microsoft Customer Digital Experiences (CDX), is a portfolio of immersed digital experiences to demonstrate Microsoft technology and product with hands-on interaction, orchestrated by Microsoft sellers, partners or marketers.	There are three major types of experiences:- Demos-Interactive guide- Customer Immersion Experience

Source	Description	Notes
<a href="#">Azure for Partner</a>	Main page for Azure resources for Partners	
<a href="#">Azure for Services Partners</a>	Grow your cloud services business with Azure	..
<a href="#">Azure for Technology Partners</a>	Azure for resources independent software vendors (ISVs)	..
<a href="#">Azure</a>	Live visual exploration environment for Azure Cloud and ecosystem.	Azure Charts

## Technical Deep Dives and Labs

Source	Description	Notes
<a href="#">Microsoft US Partner Resources</a>	The Microsoft Partners Resources repository consists of documents, learning resources and other assets designed to aid partners in practice development, upskilling, certifications, and bringing their solutions to market.	Brought to you by the Microsoft U.S. Global Partner Solutions (GPS) team, empowering partners and driving digital transformation.
<a href="#">Airlift</a>	An engineering-led event for deep dive technical trainings and opportunities for product feedback where you will experience direct engagement with subject matter experts and engineering teams who are building our products.	Microsoft Airlift December 5-9, 2022

## Partner Support Plans

### Purpose

A Collection of resources for Microsoft to support partners part of the (Microsoft Cloud Partner Program)

To contribute to the PartnerCrucible, see [Contributor's Guide](#).

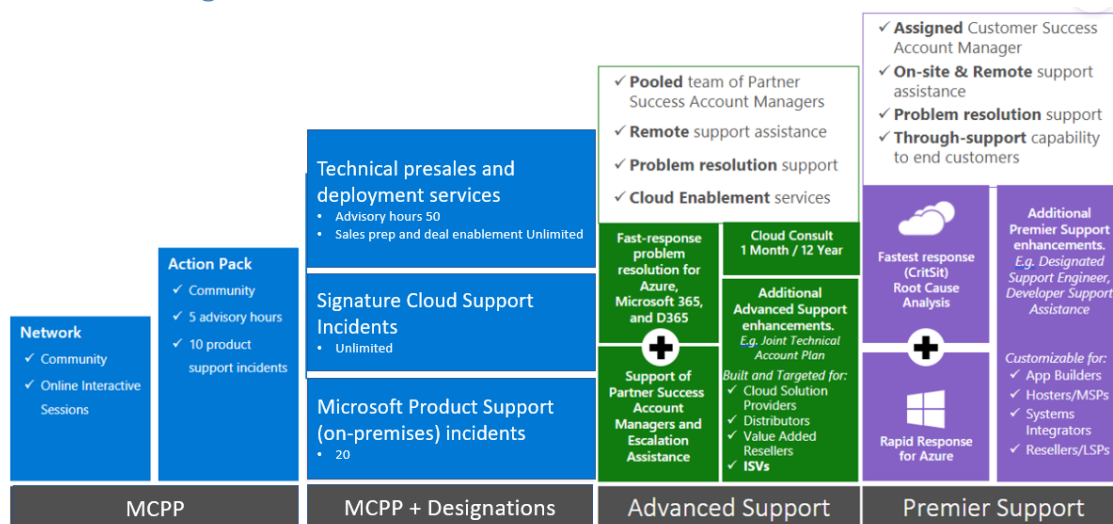
### Global Partner Services (GPS) Technical Team

The Microsoft Canada Global Partner Solutions Technical Team will provide technical enablement as part of the build-with motion for your team. This would include the following: - Envisioning Briefing, Assessment – Technical Briefing, Roadmap Planning, Architecture Design Session (ADS), Build and Assist, Hackathon, Proof of Concept (POC), Technical Skills Enablement, Sales Skills Enablement, Sales Deal, Enablement (first 3 deals),

Solution Technical Review, Deployment / Practice Review (Grow) - Note: This team does not technical support or troubleshooting to delivery or operations team.

## Support for Partners

- Partners may have a number of customer and partner support contracts in place.
- Partner support options range from those included with the Microsoft Partner Network (MCPN) membership to Advanced and Premier support intended for CSP and hosters.
- The cloud support options are described here: [Compare Microsoft Partner Support Offerings](#)



## Partner Support Options

Option	Description	Link
<a href="#">Partner Support</a>	Create an online request for all programs supported in Partner Center. In Partner Center, we'll provide you with a personalized experience.	
<a href="#">Technical Presales and Deployment Services</a>	Use Technical Presales and Deployment services (TPD) for remote, personalized, one-to-one consultations to build your technical capabilities faster, so you can increase sales, deploy more effectively, and accelerate app development.	<a href="#">Create a Technical Presales and Deployment Services (TPD) request.</a>
<a href="#">Advanced Support for Partners</a>	Keep your customers satisfied and your business running smoothly with quick and elevated technical support benefits for Microsoft Azure, Microsoft 365 and Dynamics 365, a closer relationship with Microsoft and access to proactive cloud enablement services.	
<a href="#">Premier Support for Partners</a>	Microsoft Premier Support for Partners offers complete, end-to-end managed support across the full Microsoft platform to meet your complex	...

Option	Description	Link
	needs, expand your capabilities in the cloud, and collaborate more strategically with Microsoft.	

## Partner Support FAQ

Question	Answer
Q. If the customer is on an EA, can a partner request support on behalf of the customer through ASfP?	- Yes. - The partner would have to “request a relationship” and have the proper affiliation with the customer because they likely did not purchase under CSP if they have an EA. - Nearly 100% of the time, because the ASfP tickets are “unlimited” and the EA may come with a limit or have a customer cost associated with them, the partner will encourage the EA customer to put the ticket through them (the partner).
Q. When should a partner use its support contract versus customer contract?	It depends on the scenario: -A partner should always want to use “their support plan” versus the customer's when it is ASfP or PSfP. □ If/When the customer has an EA or their own “Unified/Premier” support, except that the customer would have hours or incidents decremented from their plan and the customer may not want their time/incidents deducted from their support plan. - ASfP has “unlimited incidents, however, PSfP may also have incidents/time deducted (again, depends on the type of plan the partner has - - i.e. ASfP has unlimited tickets).
Q. Can the end-customer engage with Microsoft support using the partner's entitlement?	No. The contract is between Microsoft and the partner, not Microsoft and the partner and their hundreds of customers!

## References

Source	Description	Notes
<a href="#">Compare Partner Support Offerings</a>	Includes video and table with a comparison of:- MCPP technical benefits - Advanced Support for Partners - Premier Support for Partners	
<a href="#">Technical Presales and Deployment Services</a>	Use Technical Presales and Deployment services (TPD) for remote, personalized, one-to-one consultations to build your technical	<i>Not in scope:</i> sales pipeline planning, end-customer discussions, training delivery, licensing pricing, and price lists, Break-fix support/troubleshooting, hotfixes, on-site services, long-term consulting (over 25 hours per engagement), training delivery, direct-to-customer support, or hands-on support in a

Source	Description	Notes
	capabilities faster, so you can increase sales, deploy more effectively, and accelerate app development.	production environment, Code reviews/troubleshooting/performance tuning, application development beyond light proof-of-concepts.
<a href="#">Submit TPDS Request</a>	To submit TPDS Request	Requires MCPP membership and access to <i>Partner Center</i>
<a href="#">Partner Premier Support Training</a>	Learn about Premier Support for Partners to help you increase your team's technical capabilities and provide new service offerings to your customers.	
<a href="#">Providing Support to yourt customers under CSP</a>	Description of support requirements under CSP	..
<a href="#">Report problems on behalf of customers</a>	Use the following steps to submit a service request on behalf of your customer	Scope:- Undocumented problems with services that aren't operating according to service descriptions. -Unavailable services-Bugs and other irregularities that affect service appearance or operation-Large-scale network disruptions - Regional issues with multi-tenant impact
<a href="#">Microsoft Security Response Centre</a>	Report a vulnerability in a Microsoft product or service to the MSRC - Microsoft Security Response Center. You can track the status of your report as we work with you to investigate and resolve the issue.	...
<a href="#">MSRC - Submit and Issue</a>	There is a single process to report issues, supported by Coordinated Vulnerability Disclosure (CVD)	...

## Solution Partners

### Purpose

A collection of resources describing the evolution of the Microsoft Partner Network (MCPN) to the Microsoft Cloud Partner Program and the streamlining the existing 18 competencies into six solutions partner designations that are aligned with the Microsoft Cloud.

To contribute to the PartnerCrucible, see [Contributor's Guide](#).

### References

Source	Description	Notes
<a href="#">Landing Page for Partners</a>	Starting October 2022, the new solutions partner designations will help identify your broad technical capabilities and experience in high-demand Microsoft Cloud solution areas. They'll also showcase your demonstrated ability to deliver successful customer outcomes.	-Overview-FAQ-Benefits-Timeline
<a href="#">Evolving the Microsoft Partner Network programs</a>	Partner learning path	...
<a href="#">FAQ</a>	Comprehensive list of questions on program structure, evolution and associated timelines.	PDF download
<a href="#">Partner Capability Score Simulator</a>	The Score simulator is useful for partners who want to plan the next course of action based on the impact it can have on their PCS score.	Partners can: -Key in Customer details that can be finalized in the future - Multiple customer details can be added -Add certification details - View Simulated results based on the details entered - View changes in the Actual value and the change in Score
<a href="#">Support Resources</a>	response to some of the most popular questions from our partner community for your quick reference	- Explains PCS- Explains how to check current PCS by solution area
<a href="#">Canadian Partner Post</a>	...	...
<a href="#">MPI Vodcast:</a>	Tune in to our latest Microsoft Partner	<a href="#">Microsoft Partner Innovation</a>

Source	Description	Notes
<a href="#">Unwrapping the Microsoft Cloud Partner Program</a>	Innovation Vodcast episode, hosted by Jennifer Zarate, senior communications manager, Global Partner Solutions at Microsoft, as she sits down with Margaret Totten, managing director and CEO at Akari, and Deb McLeod, chief of staff at Solliance, to discuss the new Microsoft Cloud Partner Program and how the company is investing more in partners.	<a href="#">Channel</a>

## FY23 Solution Area Taxonomy

### Purpose

The FY23 Solution Area Taxonomy Solution provides tagging for seller discoverability is based on what the solution *is solving for*, not how it's built.

## Modern Work

Modern Work		
Solution Play	Technical Capability	Advanced Specialization
Digital Workforce	Teamwork Deployment	Teamwork Deployment
	Adoption & Change Management	Adoption and Change Management
Frontline Workers	Frontline Workers Solutions	
Converged Communications Teams Rooms	Teams Meeting Rooms	Meetings and Meeting Rooms for Microsoft Teams
	Teams Meetings	Meetings and Meeting Rooms for Microsoft Teams
Converged Communications Teams Phone	Teams Phone – Services Partners	Calling for Microsoft Teams
	Teams Phone - Telcos	Calling for Microsoft Teams
Employee Experience	Viva Connections	
	Viva Learning	
	Viva Topics	
	Viva Insights	
	Viva Goals	
Collaborative Apps	Teams Store Apps	
	Power Platform for Teams	
	Custom Solutions for Teams	Custom Solutions for Microsoft Teams
NextGen Windows Experiences	Cloud Endpoint Solution	Modernize Endpoints
	Cloud PC	
Refresh your Devices	Refresh your Devices	

### Security

Security		
Solution Play	Technical Capability	Advanced Specialization
Defend Against Threats with SIEM plus XDR	Defend Against Threats with SIEM plus XDR	Threat Protection
	Managed XDR	
Secure Multi Cloud Environments	Secure Multi Cloud Environments	Cloud Security
Secure Identities and Access	Secure Identities and Access	Identity and Access Management
Protect and Govern Sensitive Data	Protect and Govern Sensitive Data	Information Protection and Governance
Mitigate Compliance and Privacy Risks	Mitigate Compliance and Privacy Risk	

### Business Applications



Business Applications		
Solution Play	Technical Capability	Advanced Specialization
Connected Sales and Marketing	Sales	
	Microsoft Relationship Sales	
	Customer Voice	
	Sales Pro	
	Commerce	
	Marketing	
	Customer Insights	
Modernize the Service Experience	Customer Service	
	Field Service	
Enable a Resilient and Sustainable Supply Chain	Supply Chain Management	
Optimize Financial and Operating Models	Finance	
	Project Operations	
	Business Central	Small and Midsize Business Management
Accelerate Innovation with Low Code	Power Apps	Microsoft Low Code Application Development
	Power Automate	

### Infrastructure

Infrastructure		
Solution Play	Technical Capability	Advanced Specialization
Migrate and Modernize your Infrastructure and Workloads	Windows & SQL Server Migration to Azure	Windows Server and SQL Server Migration to Microsoft Azure
	Linux & OSS DB Migration to Azure	Linux and Open Source Databases Migration to Microsoft Azure
	WVD Native	Microsoft Windows Virtual Desktop
	Citrix Cloud on Azure	
	VMware Horizon Cloud Service for Azure	
	VMware Infrastructure Migration to Azure	Microsoft Azure VMware Solution
Modernize SAP on the Microsoft Cloud	SAP on Azure	SAP on Microsoft Azure
Modernize your Workloads with Azure at Any Scale with HPC plus AI	High Performance Compute	
Protect your Data and Ensure Business Resiliency with BCDR	Business Continuity & Disaster Recovery	
Innovate Across Hybrid and Edge with Arc and IoT	Azure Stack Hub	
	Azure Stack HCI	Hybrid Cloud Infrastructure with Microsoft Azure Stack HCI
	Azure Stack Edge	
	Azure Arc	Hybrid Operations and Management with Microsoft Azure Arc
	Azure Arc Data Services	
	IoT	
Enable Customer Success	Well Architected	
	Cloud Adoption Framework	
Mainframe Migration	Mainframe Migration	
Cloud to Cloud Migration	Cloud to Cloud Migration	

### Data and AI

Data and AI		
Solution Play	Technical Capability	Advanced Specialization
Migrate and Modernize your Data Estate	SQL Server Migration to Azure SQL MI	Windows Server and SQL Server Migration to Microsoft Azure
	OSS DB Migration to Azure OSS DB	Linux and Open Source Databases Migration to Microsoft Azure
Power Business Decisions with Cloud Scale Analytics	Appliance Migration to Azure Synapse	Data Warehouse Migration to Microsoft Azure
	New Analytics with Synapse & PowerBI	Analytics on Microsoft Azure
	Cloud Scale Analytics	Analytics on Microsoft Azure
Innovate with AI and Cloud Scale Databases in Every App	Azure AI and ML	AI and Machine Learning in Microsoft Azure
Enable Customer Success	Well Architected	
Enable Unified Data Governance	Enable Unified Data Governance	

### Digital Application and

Digital and Application Innovation		
Solution Play	Technical Capability	Advanced Specialization
Modernize Enterprise Applications	Modernize .NET apps with data	Modernization of Web Applications to Microsoft Azure
	Modernize Java apps with data	Modernization of Web Applications to Microsoft Azure
Accelerate Innovation with Low Code	Low code app modernization with Power Apps	Microsoft Low Code Application Development
Innovate and Scale with Cloud Native Apps	Build apps with Azure Kubernetes Service and managed databases	Kubernetes on Microsoft Azure
	Build apps with Azure Red Hat OpenShift and managed databases	Kubernetes on Microsoft Azure
	Modernize enterprise integration	
Enable Developer Productivity and Accelerate Delivery	Drive DevOps adoption with GitHub and Visual Studio	DevOps with GitHub on Azure
Enable Customer Success	Well Architected	
Build your Games in the Cloud with Azure	Gaming	

Innovation

## References

Source	Description	Notes
<a href="#">FY23 Solution Area Partner Taxonomy</a>	Structure and Definitions for Solution Area and Industry	

## Solution Partners

### Purpose

A collection of resources describing the evolution of the Microsoft Partner Network (MCPN) to the Microsoft Cloud Partner Program and the streamlining the existing 18 competencies into six solutions partner designations that are aligned with the Microsoft Cloud.

To contribute to the PartnerCrucible, see [Contributor's Guide](#).

## References

Source	Description	Notes
<a href="#">Landing Page for Partners</a>	Starting October 2022, the new solutions partner designations will help identify your broad technical capabilities and experience in high-demand Microsoft Cloud solution areas. They'll also showcase your demonstrated ability to deliver successful customer outcomes.	-Overview-FAQ-Benefits-Timeline
<a href="#">Evolving the Microsoft Partner Network programs</a>	Partner learning path	...
<a href="#">FAQ</a>	Comprehensive list of questions on program structure, evolution and associated timelines.	PDF download
<a href="#">Partner Capability Score Simulator</a>	The Score simulator is useful for partners who want to plan the next course of action based on the impact it can have on their PCS score.	Partners can: -Key in Customer details that can be finalized in the future - Multiple customer details can be added -Add certification details - View Simulated results based on the details entered - View changes in the Actual value and the change in Score
<a href="#">Support Resources</a>	response to some of the most popular questions from our partner community for your quick reference	- Explains PCS- Explains how to check current PCS by solution area
<a href="#">Canadian Partner Post</a>	...	...
<a href="#">MPI Vodcast: Unwrapping the Microsoft Cloud Partner Program</a>	Tune in to our latest Microsoft Partner Innovation Vodcast episode, hosted by Jennifer Zarate, senior communications manager, Global Partner Solutions at Microsoft, as she sits down with Margaret Totten, managing director and CEO at Akari, and Deb McLeod, chief of staff at Solliance, to discuss the new Microsoft Cloud Partner Program	<a href="#">Microsoft Partner Innovation Channel</a>

Source	Description	Notes
	and how the company is investing more in partners.	

## Learning Resources

### Purpose

A collection of learning resources that span the Microsoft solution areas.

To contribute to the PartnerCrucible, see [Contributor's Guide](#).

### Community Created

Source	Description	Notes
<a href="#">Learning Pathways</a>	A collection of self-guided learning journeys to help you with your ongoing professional development.	@MrPaulGriffiths
<a href="#">John Savill's Technical Training</a>	This channel is focused on bring distraction free content to help you learn. Lots of content around Azure, PowerShell, DevOps, Hyper-V, Windows and more!	@NTFAQGuy

### Microsoft References

Source	Description	Notes
<a href="#">Tech Community</a>	Collaborate, share and learn from experts.	...
<a href="#">Tech Talks</a>	Technical Community designed to bring IT Pros together for discussions on MS Technology & Services thru In-Person & Virtual events	...
<a href="#">Learn TV</a>	Join upcoming live events and watch past events delivered by the technical community and Microsoft experts.	...
<a href="#">Learn TV - Partner Events</a>	Microsoft is proud to bring you this fantastic content from our partners. Watch this space for upcoming partner events.	...
<a href="#">Microsoft Learn</a>	Discover new skills, find certifications, and advance your career in minutes with interactive, hands-on learning paths.	Open to All
<a href="#">Cloud Skills Challenge</a>	Learn. Compete. Develop skills with this self-paced technical upskilling challenge	For teams or individuals
<a href="#">Cloud Skills Challenge - 30 days to learn it</a>	30 Days to Learn It can help you build skills and start your preparation for Microsoft Certifications for AI, DevOps, Microsoft 365, low code, IoT, data science,	...

Source	Description	Notes
	cloud development, and more. Select your challenge below, work through learning modules, and exchange ideas with peers through a global community forum.	
<a href="#">Cloud Games</a>	Play. Solve. Win. Enjoy the thrill of solving real-world challenges in immersive role-playing games that can help you sharpen your technical skills.	Who Hacked?Data Feeds
<a href="#">Partner Virtual Training</a>	These training opportunities provide chat-based instructors with targeted information delivered in a consolidated time frame to enhance your expertise.	Required MCPP membership
<a href="#">Enterprise Skilling Initiative</a>	Enterprise Skilling Initiative	By invitation
<a href="#">Virtual Training Days</a>	explore our webinars below for Developers and IT professionals and register for the subjects best suited to you and your organization	...
<a href="#">Microsoft Events</a>	Explore special events and learning opportunities created to help you expand your expertise, learn new skills, and build community.}	Can filter on solution area and language of delivery
<a href="#">Microsoft Azure CLX</a>	Microsoft Azure Connected Learning Experience (CLX) is an experiential training program that aims at maximizing learners' return on time investment through a personalized and prescriptive learning experience	AZ-900, AI-900, DP-900
<a href="#">CLX Support</a>	CloudLabs support by Spektra	
<a href="#">Microsoft Reactor</a>	Our Microsoft Reactor community is here with workshops and events aimed at expanding your skills across a range of technologies and topics.	YouTube Channel

## For Students

Source	Description	Notes
<a href="#">Learn Student</a>	Preparation for your career in tech begins here with free resources!	MS Learn
<a href="#">Activate GitHub Student Developer Account</a>	Learn and teach using real-world developer tools	Github
<a href="#">Activate Azure for Student Credit</a>	Use your university or school email to sign up and renew each year you're a student	Azure

## Practice Building and Profitability



### Practice Building

#### Purpose

A collection of partner resources related to practice building from profitability and growth, to skilling journeys, to ensuring recognition for your successes.

To contribute to the PartnerCrucible, see [Contributor's Guide](#).

#### Industry References

Source	Description	Notes
<a href="#">Microsoft Ecosystem Value: Partner Paths to Profitability and Growth</a>	IDC conducted a study of the Microsoft partner ecosystem globally to understand the various pathways to success and the economic value that can be achieved from engaging with Microsoft and its technology	IDC

#### Partner Practice Building References

[Enablement Guides](#) | These technical and sales guides cover Microsoft solution areas across Modern Work; Microsoft Dynamics 365; Microsoft Power Platform; Microsoft Azure; and Security, Compliance, and Identity. | Microsoft

#### Partner to Partner (P2P)

Source	Description	Notes
<a href="#">Partner-to-Partner (P2P) Readiness Series for SIs</a>	On-demand webinar series covering co-sell, partner-to-partner P2P, etc.,	Microsoft US
<a href="#">Partner-to-Partner (P2P) - Channel Transformation</a>	Partner-to-partner (P2P) is the way our partners create scale and accelerate cloud-first adoptions of their solutions, together. We've taken the process and broken it down into a series of videos with step-by-step guides. This session is part 1 of an 8-part series	On-Demand

Source	Description	Notes
<a href="#">Partner to Partner (P2P) Sales Play-in-a-Box Kit</a>	on recommendations, tips, and best practices for creating and launching a P2P strategy.  The sales play in-a-box is a key tool in your co-sell toolbox that enables a repeatable approach to strengthen existing partnerships and recruit/grow new ones.	
<a href="#">Scaling cloud solutions to new heights with Microsoft's partner ecosystem</a>	Blog post and video describing ISV and CSP margin sharing in Marketplace	March 2022
<a href="#">Independent Software Vendor (ISV) to Partner private offers FAQ</a>	This article addresses frequently asked questions about Independent Software Vendor (ISV) to Partner private offers in Partner Center.	MS Learn

## Partner Association

Source	Description	Notes
<a href="#">Grow your partner capability score with partner associations</a>	Partner associations are how you give Microsoft visibility into the work partners are doing.	Blog
<a href="#">Partner Association Playbook</a>	Associations are the sole mechanism by which customer success, performance, and skilling category points are acknowledged and calculated towards achieving solutions partner designations).	Presentation

## Association Options

Association Types	Azure-related Designations*	Business Application	Modern Work	Security
CPOR		Yes	Yes	Yes
PAL	Yes	Yes		Yes
DPOR	Yes	Yes	Yes	
CSP	Yes	Yes	Yes	

## Partner Associations

### Association Description

Association Type	Description	Guidance
<b>Claiming Partner of</b>	This association connects a partner to a customer tenant and workload based on a	<a href="#">Customer Association Process Claiming</a>



Association Type	Description	Guidance
<b>Record (CPOR)</b>	claim that the partner submits. Partners submit claims at the workload level via Partner Center, and claims are validated by Microsoft and the customer. <b>CPOR applies to Microsoft 365 and Dynamics 365.</b>	<a href="#">Partner of Record (CPOR)</a>
<b>Partner Admin Link (PAL)</b>	Using PAL, partners can associate their MCPP ID with the credentials used for service delivery whenever they act on behalf of the customer to manage, configure and support <b>Azure and Business Application services (Power Platform and Customer Insights)</b> . Unique to PAL is that it allows for <i>different partners to get recognized for the same customer engagement</i> . Partners can be associated to the same workloads, and both get 'credit'.	- <a href="#">Azure Usage report - Linking a Partner ID with PAL - Linking a Partner ID to Power Platform or Dynamics Customer Insights</a>
<b>Digital Partner of Record (DPOR)</b>	Digital Partner of Record (DPOR) is an online capability for customers to attach a servicing partner to their Microsoft cloud subscription. To recognize the partner for that work, the customer adds the partner's MCPP ID to the subscription via the customer's service portal. <b>DPOR applies to Microsoft 365, Dynamics 365, and Azure.</b>	<a href="#">Linking and Partner ID with DPOR</a>
<b>Cloud Solution Provider (CSP)</b>	When a partner sells through the Cloud Solution Provider program, the CSP association type is automatically applied.	

## Partner incentive reinvestment

Microsoft partner benefits, investments, and incentive programs are designed to reward partner when they delivery strategic solutions to exception results for customers. \* For a full view of partner **benefits** see [Specialization Benefits Guide](#) \* For a full view of partner **incentives and investments** sign-in to [Investment and incentives](#)

With the rate technology evolution the only way to stay ahead is to **reinvest** into your teams. The following are a set of Microsoft partnership incentive reinvestment ideas, and examples where available.

Idea	Description	Samples Sources
Marketing	Amplify <b>go-to-market activities</b> around new	<i>Revenue Incentives:</i> - Modern work & security: 0.75% - 12% - Core: 0.45% -



Idea	Description	Samples Sources
	<b>partner designations, specialisations, or marketplace offers</b>	1.25% - Azure Consumed Revenue: 1%
Innovation / R&D Labs	Accelerate the development of intellectual property by funding <b>innovation labs</b>	<i>Benefits:</i> - Azure Bulk Credits (Dev/Test) - GitHub Enterprise Subscription - Visual Studio Enterprise subscription - Dynamics 365 Partner Sandbox -Microsoft 365 E5 - Viva
Skilling	Invest in talent and drive skilling/certification through <b>learning labs and give-aways</b> (ie. Surface, Xbox etc.)	<i>Benefits:</i> - Azure Bulk Credits (Dev/Test) - GitHub Enterprise Subscription - Visual Studio Enterprise subscription - Dynamics 365 Partner Sandbox -Microsoft 365 E5 - Viva <i>Revenue Incentives:</i> - Modern work & security: 0.75% - 12% - Core: 0.45% - 1.25% - Azure Consumed Revenue: 1%
Internships	Investing in building workforce of the future by funding <b>student internships</b>	<i>Benefits:</i> -Microsoft 365 E5 <i>Revenue Incentives:</i> - Modern work & security: 0.75% - 12% - Core: 0.45% - 1.25% - Azure Consumed Revenue: 1%
Customer Investment Fund	Support for <b>strategic customer deliveries</b> through a central pool of project funding	<i>Revenue Incentives:</i> - Modern work & security: 0.75% - 12% - Core: 0.45% - 1.25% - Azure Consumed Revenue: 1%

## Sales Enablement

### Purpose

To contribute to the PartnerCrucible, see [Contributor's Guide](#).

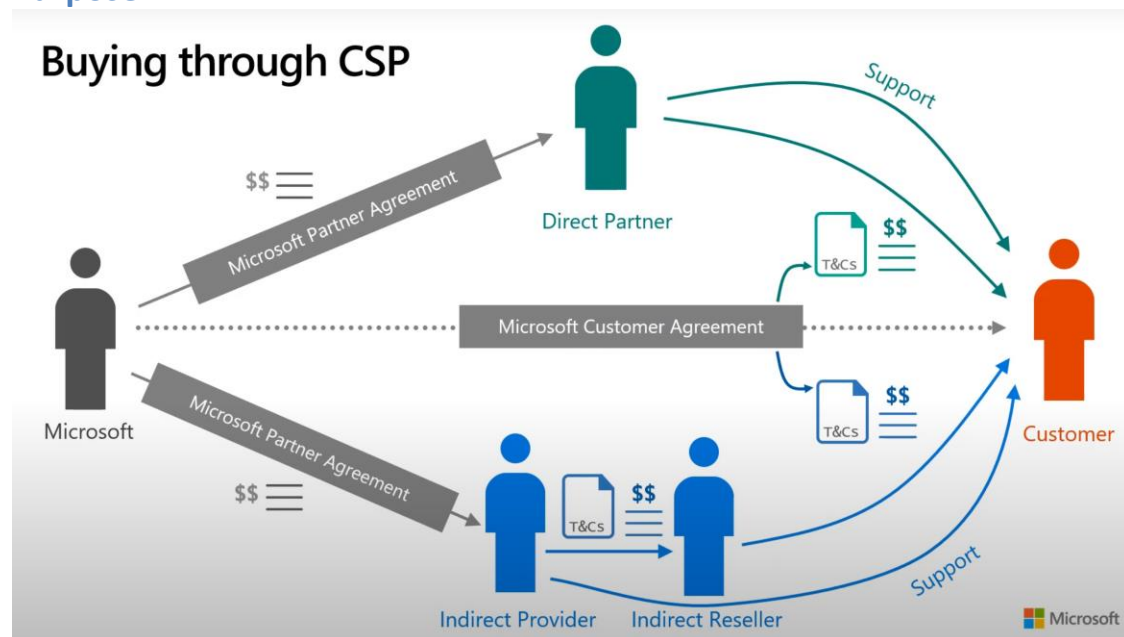
### References

Source	Description	Notes
<a href="#">Sales Enablement</a>	Refreshed ~monthly	...
<a href="#">Microsoft customer propensity data</a>	CloudAscent uses data-driven analysis to identify existing customers who are ready to buy from our partners and provides a downloadable propensity data report. The data shows the customers' likelihood to purchase Microsoft products including Azure, Modern Work and Business Applications	Partner Center
<a href="#">Partner Sales Acceleration Program (PSAP)</a>	...	

Source	Description	Notes
<a href="#">Partner Sales Bootcamp Series</a>	Each three-hour, virtual session will deliver foundational knowledge for selling each of the four Microsoft Cloud solution areas.	...
<a href="#">Microsoft Customer Digital Experiences (CDX)</a>	Microsoft Customer Digital Experiences (CDX), is a portfolio of immersed digital experiences to demonstrate Microsoft technology and product with hands-on interaction, orchestrated by Microsoft sellers, partners or marketers. There are three major types of experiences: demos, interactive guide, and Customer Immersion Experience.	...
<a href="#">Canadian Partner Zone</a>	Includes Events and News for Canadian Microsoft Partners	...
<a href="#">Event Publication</a>	The partner will still submit a request for us to include their event on our website, however this will now be reviewed internally before going live.	...
<a href="#">Partner Community Webinar Series</a>	Join us monthly for important product and program updates, including tutorials that will help both you and our customers down the road. In addition, learn about Microsoft Canada's Global Partner Solutions FY22 business updates, upcoming events, and go-to-market information that will enable both business resilience and transformation.	...
<a href="#">Microsoft Tech Community</a>	Community Hubs, Blogs, Events	...
<a href="#">Customer Stories</a>	Browse Microsoft customer stories and filter by language, industry, product, etc..	...

## Cloud Solution Provider Program

### Purpose



### Buying Through CSP

To contribute to the PartnerCrucible, see [Contributor's Guide](#).

### Business References

Source	Description	Notes
<a href="#">Get license Ready</a>	Training and exam for CSP Licensing Specialist	Requires registration
<a href="#">Introduction to the CSP Program</a>	Video	June 2021Good walktrough at ~3 minutes into the video
<a href="#">Introduction to the CSP Program</a>	CSP 1-pager	
<a href="#">Partner Incentives Overview</a>	Partner investments and incentives	FY22

### Technical References

Source	Description	Notes
<a href="#">Admin on behalf of (AOBO)</a>	AOBO for O365 and Azure	MS Learn
<a href="#">Providing Support to your customers un CSP</a>	Description of support requirements under CSP	..
<a href="#">Transfer Azure subscriptions between</a>	This article provides high-level steps used to transfer Azure subscriptions to and from Cloud	MS Learn

Source	Description	Notes
<a href="#">subscribers and CSPs</a>	Solution Provider (CSP) partners and their customers.	

## Software-as-a-Service (SaaS)



*SaaS*

### Purpose

A collection of partner resources for build a Software as a Service (SaaS) offerings.

To contribute to the PartnerCrucible, see [Contributor's Guide](#).

### Practice References

Source	Description	Notes
<a href="#">SaaS Academy</a>	Microsoft SaaS Academy brings together best practices and guidance from Microsoft employees, partners and customers to help businesses accelerate their “Software as a Service” journey, addressing both business and technical aspects.	SaaS Academy
<a href="#">SaaS Partner Guide</a>	The SaaS Partner Guide provides key resources designed to help accelerate application developer and ISV growth. Work with Microsoft specialists for technical or program guidance and discover the many options to build and sell your solutions.	...
<a href="#">Commercial marketplace transact capabilities</a>	This article describes pricing, billing, invoicing and payout considerations for transactable offers sold through the commercial marketplace	MS Learn

### Technical References

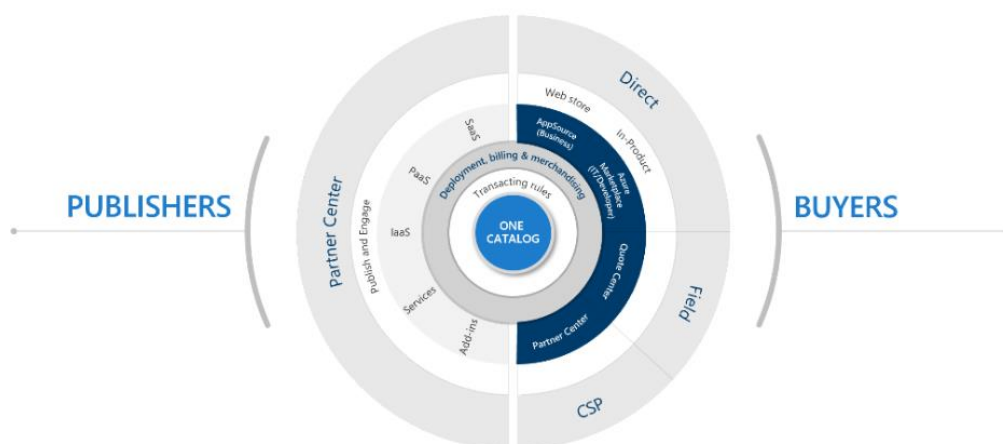
Source	Description	Notes
<a href="#">Independent software vendor (ISV) considerations for Azure landing zones</a>	The landing zones describe how to build an Azure environment with multiple subscriptions. Each landing zone accounts for scale, security, governance, networking, and identity, and is based on feedback and lessons learned from many customers.	Microsoft Lean
<a href="#">Tenancy models to</a>	Guidance for technical decision-makers about the	MS Learn

Source	Description	Notes
<a href="#">consider for a multitenant solution</a>	tenancy models you can consider and their tradeoffs	
<a href="#">Azure SaaS Development Kit (ASDK)</a>	he Azure SaaS Development Kit is a deployable reference implementation of pre-built modules designed to help you launch your SaaS offering faster	Github
<a href="#">Community Sample Code and SDK for SaaS Applications</a>	This project is a community-supported reference implementation for integrating Software-as-a-Service (SaaS) solutions with Microsoft commercial marketplace SaaS offers.	Github Version 6.0.0
<a href="#">Mastering SaaS offers</a>	This on-demand learning series includes videos, sample code, and hands-on labs meant to speed your time to publishing your custom SaaS offer on the Microsoft commercial marketplace. If you are building a SaaS offer for the marketplace this learning series is for you.	Mastering Marketplace
<a href="#">What is Azure Chaos Studio</a>	Azure Chaos Studio is a managed service that uses chaos engineering to help you measure, understand, and improve your cloud application and service resilience.	MS Learn

## Commercial Marketplace Offers

### Purpose

#### Microsoft's commercial marketplace



### Commercial Marketplace

A Collection of resources for Microsoft Commercial Marketplace Offer development and publication. For a view of other solution areas, please see the [Taxonomy](#).

To contribute to the PartnerCrucible, see [Contributor's Guide](#).

## Industry

Source	Description	Notes
<a href="#">Forrester Total Economic Impact of Commercial Marketplace</a>	See how the commercial marketplace supports partners' direct salesforce through awareness and transacting capabilities as well as the Microsoft field sales and reseller channels	...

## Microsoft Commercial Marketplace

Source	Description	Notes
<a href="#">Marketplace Summit</a>	Session recordings are available for you to watch, learn and enjoy!	November 2022
<a href="#">Marketplace Office Hours</a>	Explore Live and On-Demand Marketplace Office Hours webinars sessions on business and technical topics; providing publishers with the information and resources to successfully publish their solutions to the Commercial Marketplace	Marketplace
<a href="#">Mastering the Marketplace</a>	Mastering the Marketplace is an on-demand learning library for building transactable offers on the Microsoft commercial marketplace. The library contains self-paced videos, hands-on labs, and sample code designed to help you get your offers onto the marketplace in less time and with more understanding.	Github
<a href="#">Co-sell opportunities</a>	A co-sell opportunity is any type of collaboration with Microsoft sales teams, Microsoft partners, or both to sell products and solutions that meet customer needs	MS Learn

## Consulting Offers

Source	Description	Notes
<a href="#">Plan a Consulting Services Offer</a>	This article introduces the different options and requirements for publishing a consulting service offer to the commercial marketplace.	...
<a href="#">Commercial Marketplace Certification Policies</a>	Follow this guidance to ensure offers submitted to the marketplace are approved.	In particular, see: - <a href="#">Consulting Service Offers</a> - <a href="#">Managed Service Offers</a>

## Transactable Marketplace Offers

Source	Description	Notes
<a href="#">Step 1. Co-sell requirements - Partner Center</a>	This article describes the requirements for various levels co-sell status.	Microsoft Learn
<a href="#">Step 2. Becoming IP Co-sell Ready and Incentive Eligible - Co-sell requirements</a>	In addition to the offer type requirements listed below, the solution type for your offer must be "IP" in order to be eligible for Azure IP co-sell incentive status	Microsoft Learn
<a href="#">Step 2b. Reference Architecture Diagrams</a>	For <i>Azure IP solutions</i> , the diagram should also show how your solution uses Microsoft's cloud services per the technical requirements of IP Co-sell. It is not designed to assess the quality of the architecture. It is designed to show how your solution uses Microsoft services.	...
<a href="#">Step 3. Becoming MACC eligible Azure Consumption Commitment enrollment - Azure Marketplace</a>	This article is for commercial marketplace publishers and describes Microsoft Azure Consumption Commitment (MACC),	Microsoft Learn
<a href="#">Step 4. Create Transactable Offer Microsoft commercial marketplace transact capabilities</a>	Choosing to sell through Microsoft takes advantage of Microsoft commerce capabilities and provides an end-to-end experience from discovery and evaluation to purchase and implementation.	Microsoft Learn
<a href="#">Step 5. Creating a private offer for the customer Private offers in Azure Marketplace - Microsoft marketplace</a>	Together with private plans, private offers allow ISVs to offer custom prices, terms, conditions, and pricing for a specific customer	Microsoft Learn
<a href="#">Step 6. Billing and invoicing for Azure Marketplace customers - Microsoft marketplace</a>	This article discusses billing and invoicing information for Azure Marketplace customers.	Microsoft Learn

## Technical References

### Modern Work Solution Area

#### Purpose



A Collection of resources for Microsoft practice building in the Modern Work solution area. For a view of other solution areas, please see the [Taxonomy](#).

To contribute to the PartnerCrucible, see [Contributor's Guide](#).

#### Industry

Source	Description	Notes
<a href="#">The Microsoft 365 Partner Opportunity</a>	A Total Economic Impact™ Partner Opportunity Analysis	Forrester 2020
<a href="#">Analyst Studies</a>	Comprehensive listing of Total Economic Impact (TEI) studies of Microsoft Modern Work solutions	Forrester

#### Partner Practice Communities and References

Source	Description	Notes
<a href="#">Modern Work partner enablement guide</a>	Top news, upcoming training, certifications and exams, and additional resources updated ~monthly	Requires MCPP login
<a href="#">Modern Work Partner Sales Enablement Program</a>	his program offers best practices and presentation resources that will guide you in shaping a business-first sales model that focuses on the Modern Work solution area and its core sales plays.	Microsoft Partner
<a href="#">Value Calculator</a>	The Value Calculator uses real customer data to show the ROI that organizations can achieve by adopting our solutions across Modern Work, Security, Surface and more! Costs and benefits are	Requires MCPP



Source	Description	Notes
	calculated based on values from third-party Forrester TEI studies. The tool provides standardized and custom calculations to help you create a business case specific to your customer's environment and needs.	
<a href="#">Microsoft 365 adoption tools</a>	Drive value with Microsoft 365 adoption tools. Use our resources to go from inspiration to execution with our productivity cloud. Get started, experiment with our services, and onboard employees at scale while being confident that you are improving the employee experience.	Microsoft Adoption
<a href="#">Partner Learning</a>	Partner training starting point	Requires MCPP login
<a href="#">M365 Readiness Calendar</a>	Partner training calendar	Requires MCPP login
<a href="#">Microsoft 365 &amp; Security for Partners</a>	Transform for M365 and Security with resources on products, practice development, pre-sales workshops, readiness, events, news, and community	Accessible based on partner competency / PCS
<a href="#">M365 Partner Community</a>	The M365 Partner Yammer Group is dedicated to a community that focuses on partner engagement, both in connecting partners to partners, as well as connecting partners within the M365 team at Microsoft. Join this community to learn the latest M365 updates, industry trends, and how you can easily connect with your fellow partners.	Yammer
<a href="#">M365 Partner Community Groups</a>	Include M365 Lighthouse, Microsoft Desktop Partner, CSP PArtner Community, etc...	

## FastTrack

Source	Description	Notes
<a href="#">FastTrack Ready approved partners</a>	FastTrack for Microsoft 365 helps organizations enable hybrid work with expert guidance – delivered remotely by Microsoft engineers and approved FastTrack Ready partners as a benefit of your eligible subscription.	Transform
<a href="#">FastTrack Program Terms</a>	These terms and conditions (“Terms and Conditions”) contain the requirements to participate in the FastTrack Ready Partner (“FRP”) Program (“Program”).	Transform

## M365 Roadmap and Trials

Source	Description	Notes
<a href="#">Microsoft Customer Digital Experiences</a>	Microsoft Customer Digital Experiences (CDX), is a portfolio of immersed digital experiences to demonstrate Microsoft technology and product with hands-on interaction, orchestrated by Microsoft sellers, partners or marketers.	There are three major types of experiences:- Demos-Interactive guide-Customer Immersion Experience
<a href="#">M365 Roadmap</a>	Get the latest updates on our best-in-class productivity apps and intelligent cloud services. Rethink productivity, streamline business processes, and protect your business with Microsoft 365.	
<a href="#">Project Orland</a>	Proactive Customer Lifecycle Management (CLM) increases the lifetime value of your customers by expanding your customer engagements beyond transaction and renewal. By anticipating and responding to your customers' needs, you can improve customer satisfaction, retain subscribers, and grow your business through additional managed services.	July 2022
<a href="#">Office 365 / E3</a> <a href="#">Office 365 E3</a>	Microsoft (Free Trial)	.

## Zero Trust

Source	Description	Notes
<a href="#">Zero Trust deployment plan with Microsoft 365</a>	This article provides a deployment plan for building Zero Trust security with Microsoft 365.	Microsoft Learn

## Hybrid

Source	Description	Notes
<a href="#">How to Hybrid: The WorkLab Guides</a>	Here are your practical guides to in-person and asynchronous collaboration, resetting work-life balance, and getting hybrid meetings right.	...
<a href="#">Worklab - Podcast</a>	Everything we thought we knew about work—where we do it, when we do it, how we do it—has been turned on its head. Where is it all going, and is there a map to get us there? WorkLab is a new podcast from Microsoft that taps into data and research to guide you on the road ahead. Leaders and scientists share the company's findings, and we'll hear stories about how people and organizations are being transformed at this radical moment. Join us as we explore the science of work and ingenuity.	

## Teams Calling and Teams Rooms

Source	Description	Notes
<a href="#">Microsoft Teams Blog</a>	Welcome to the Microsoft Teams Blog! Learn best practices, news, and trends directly from the team behind Microsoft Teams.	Microsoft blog
<a href="#">Teams Calling Community</a>	This group is designed for partners building their Teamwork practice with Calling, Meetings and Teams Devices	Yammer
<a href="#">Microsoft Teams Rooms Partner Bootcamp</a>	Microsoft Teams Rooms Partner Bootcamp. This 4-day event	Recorded April 2022

## Developers

Source	Description	Notes
<a href="#">Managing Microsoft 365 in true DevOps style with Microsoft365DSC and Azure DevOps</a>	Microsoft365DSC is a PowerShell Desired State Configuration (DSC) module which can configure and manage Microsoft 365 in a true DevOps style: "Configuration-as-Code"	M365 DSC
<a href="#">Microsoft365DSC M365 Development</a>	Configuration as Code for the Cloud Build collaborative apps for Microsoft 365 and Microsoft Teams that connect people, data, and processes to help users thrive in the hybrid workplace	Youtube
<a href="#">M365 Developer Program</a>	Get an instant sandbox preconfigured with sample data, including Teams Developer Portal, and start developing on the Microsoft 365 platform.	
<a href="#">M365 Developer Program - Video</a>	Introducing New Instant Sandbox for Microsoft 365 Developer Program	YouTube
<a href="#">Microsoft Teams Development</a>	Extend and customize the Microsoft Teams developer platform	
<a href="#">Microsoft 365 Developer Top 5 AppSource validation errors for Office Add-ins submissions</a>	Microsoft 365 Developer Youtube Channel AppSource validation ensures your Office Add-in submission follows Microsoft's high standards. Don't lose valuable time getting to market – learn how to avoid these common validation pitfalls!	YouTube DevBlogs

## Viva

Source	Description	Notes
<a href="#">Total Economic Impact of</a>		Forrester

Source	Description	Notes
Microsoft Viva Viva Business Learning Path and Assessment	Designed for executives, sales staff and account leads, the Business Rapid Assessment will test your knowledge of employee experience trends, specific Microsoft Viva module offerings, Employee Experience benefits, and more.	-Qualify for Modern Work go-to-market programs like Microsoft Viva workshops and investments to grow your Employee Experience practice
Viva Technical Learning Path and Assessment	Created with IT admins and implementation specialists in mind, the Technical Rapid Assessment will test your knowledge of Microsoft Viva module implementation, feature experiences, tech requirements and similar technical necessities.	
Viva adoption	Includes latest latest Work Trend Index, Josh Bersin employee experience assessment tool	Microsoft Adoption
The People-Powered Workplace: Reimagine the Employee Experience	Viva ebook - Learn new ways to empower your people and teams by creating a new kind of workplace—one centered around your employees and their experience.	Microsoft

Power Platform Solution Area





## Purpose

A Collection of resources for Microsoft practice building in the Power platform solution area. For a view of other solution areas, please see the [Taxonomy](#).

To contribute to the PartnerCrucible, see [Contributor's Guide](#).

## Industry

Source	Description	Notes
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Source	Description	Notes
<a href="#">Magic Quadrant™ for Enterprise Low-Code Application Platforms</a>	We are excited to see Microsoft named a Leader in 2023 Gartner® Magic Quadrant™ for Enterprise Low-Code Application Platforms for the fourth consecutive time.	Gartner
<a href="#">The Total Economic Impact™ of Microsoft Power Platform Premium Capabilities</a>	a commissioned study conducted by Forrester Consulting, to explore how a composite organization realized substantial financial benefits using Power Platform premium capabilities	Forrester 2022
<a href="#">Forrester - Total Economic Impact of PowerBI</a>	From the information provided in the interviews, Forrester has constructed a Total Economic Impact™ (TEI) framework for those organizations considering implementing Power BI	Forrester

## Practice References

Source	Description	Notes
<a href="#">Low Code Playbook</a>	Practice Playbook	LinkedIn
<a href="#">Power platform enablement guide</a>	Top news, upcoming training, certifications and exams, and additional resources updated monthly	Requires MNP
<a href="#">Microsoft Power Platform Partner Portal</a>	Partner Transform Portal for Power Platform	Accessible based on solution partner status
<a href="#">Power Platform Release Planner</a>	Released, Coming Soon, and Planned	Preview
<a href="#">Power Platform PAL Association</a>	Video to Learn how to associate your Power Apps customer deployments to your partner organization MCPP ID and get closer to attaining the Low Code Application Development Advanced specialization.	Questions and Answers starts at 25 minute mark. Association in non-production environments is discussed at 32 minute mark
<a href="#">Power Platform Basic Training</a>	Basic Training	...

## Power Platform

Source	Description	Notes
<a href="#">Low Code Development &amp;</a>	From Power Platform To Cloud Integrations and Developer Tools!	GitHub

Source	Description	Notes
<a href="#">Fusion Teams</a>		
<a href="#">Power Platform Adoption</a>	Microsoft Power Platform adoption best practices and workbook	Microsoft Adoption
<a href="#">Microsoft Power Platform Training Journey</a>	Microsoft Learn Journey	
<a href="#">Microsoft Power Platform training and certifications</a>	This guide is designed to outline the training and certification options that can help you achieve your personal and professional goals.	
<a href="#">Tech Talks: Power Platform Partner Call Series</a>	Hear technical & program updates direct from MSFT engineering	...
<a href="#">Power Platform Partner webinar series</a>	a whole new set of webinars to help you understand the path to profitability	...
<a href="#">Power Platform in a Day</a>	Experience how Microsoft Power Platform can meet your business challenges quickly and effectively by attending a virtual, one-day training workshop.	...
<a href="#">Fusion development approach to building apps using PowerApps</a>	The purpose of this guide is to summarize the way in which citizen and professional developers can work together, following a fusion development approach. As you progress through this guide, you'll play the role of the different participants in this process to build a complex, fully functional solution that combines Power Apps with Azure services.	Microsoft
<a href="#">Fusion development ebook API</a>	This API supports the the fusion development approach to building power apps.	Github

## Asset Lifecycle Management

ALM techniques to be applied to move Power Platform solution to different environments.

Source	Description	Notes
<a href="#">ALM Accelerator for Power Platform</a>	The ALM Accelerator for Power Platform includes a canvas app that sits on top of Azure DevOps Pipelines and Git source control. The app provides a simplified interface for makers to regularly export the components in their Power Platform Solutions to source control and create deployment requests to have their work reviewed before deploying to target environments.	Azure Docs
<a href="#">ALM Accelerator for</a>	Phil talks with Mike Ochs about the many changes to the ALM Accelerator for Power Platform. Mike demos how the ALM	YouTube



Source	Description	Notes
<a href="#">Power Platform</a>	Accelerator gives different views for beginner and advanced makers, how it uses Azure DevOps and what's planned for GitHub. Also see how the ALM Accelerator automates common deployment tasks like assigning connections and sharing components, and how it helps collaboration by giving you visibility into all deployment related activities for your solutions.	
<a href="#">ALM Accelerator - Getting Started</a>	The following articles guide you through setting up the Center of Excellence (CoE) CLI and using the CoE CLI to install the ALM accelerator in your tenant.	

## PowerBI

Source	Description	Notes
<a href="#">Power BI Community</a>	Leverage resources to grow your BI practice	...
<a href="#">Dashboard in a Day (DIAD)</a>	A one-day, hands-on workshop for business analysts that covers all the capabilities of Power BI	Power BI
<a href="#">Learning Plan Resources for Power BI</a>	Content to assist in upskilling on Microsoft Power BI	Tech Community
<a href="#">Power BI Enterprise Deployment Whitepaper</a>	This whitepaper covers key considerations, the decisions which will be necessary throughout the process, and potential issues, and best practices	...
<a href="#">Power BI Dev Camp</a>	Power BI Dev Camp is a essential resource for any developer that wants to know about developing on the Power BI developer platform.	Github
<a href="#">Building Multi-language Reports in Power BI</a>	This repository contains demo files and documentation for the ProductSales.pbix developer sample which demonstrates how to build a multi-language report for Power BI which supports English, Spanish, French, German and Dutch.	Github

## Power Automate

Source	Description	Notes
<a href="#">Microsoft Learn for Power Automate</a>	Learn how to free your organization from mundane tasks with automated flows and robotic process automation (RPA).	Microsoft Learn
<a href="#">Flow-in-a-Day</a>	Hands-on labs. This is the Power Automate in a day v8 material	Github
<a href="#">RPA-in-day</a>	Hands-on labs.	Zip archive

Source	Description	Notes download
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## Power Virtual Agents (PVA)

Source	Description	Notes
<a href="#">Best Practices for Envisioning and Designing Power Virtual Agents</a>	Come join the Conversational AI Product Group to learn how to envision and build engaging conversational bots. In this session, expect to learn about the top conversational design tips and how design can drive adoption within your organization and/or users.	Microsoft Airlift 2022 - Dewain Robinson , Kendra Springer (BPVADD01)
<a href="#">Power Virtual Agents – lessons from the real world</a>	Hear from the Power CAT team, who work every day with our customers to help them envision, deliver & deploy PVA successfully. We will talk about how to solve common problems and scenarios when building a PVA bot, including how to best tune and modify conversation design to produce the best intent recognition and how to integrate Custom Question Answering (CQA) into your bot	Microsoft Airlift 2022 - Henry Jammes (BPVADD04)

## Business Applications Solution Area

### Purpose



A Collection of resources for Microsoft practice building in the Business Applications solution area. For a view of other solution areas, please see the [Taxonomy](#).

To contribute to the PartnerCrucible, see [Contributor's Guide](#).

### Industry References

Source	Description	Notes
<a href="#">The Partner Opportunity For Microsoft Business Applications</a>	A Total Economic Impact™ Partner Opportunity Analysis	Forrester 2022

### Partner Practice Playbooks

Source	Description	Notes
<a href="#">Customer Service</a>	This playbook is intended for current Microsoft Business Applications Partners, current Microsoft Partners in areas	Transform

Source	Description	Notes
<a href="#">Playbook</a>	other than Business Apps, and new Microsoft partners that are launching a customer service practice built on Dynamics 365 Customer Service	
<a href="#">Field Service Playbook</a>	This playbook is intended for current Microsoft Business Applications Partners, current Microsoft Partners that specialize in solution areas other than Biz Apps, and new Microsoft partners who are launching a field service practice built on Dynamics 365 Field Service	Transform
<a href="#">Customer Experience Platform Playbook</a>	The Microsoft Customer Experience Platform is a complete marketing stack that learns from every customer interaction to optimize and deliver meaningful experiences. The stack delivers unparalleled customer insights through the interconnected nature of the tools and services that make it up, which include Microsoft Dynamics 365 and Power Platform, Microsoft 365 and the Teams modern workplace environment, and Azure.	Transform
<a href="#">Sales Category Playbook</a>	This playbook is intended for current Microsoft Business Applications Partners current Microsoft Partners in areas other than Business Apps, and new Microsoft partners that are launching a practice built on Microsoft Dynamics 365 Sales	Transform
<a href="#">Digital Contact Center Platform Playbook</a>	This playbook is intended for current Microsoft Business Applications Partners, current Microsoft Partners in areas other than Business Apps, and new Microsoft partners that are launching a digital contact center practice built on Microsoft Dynamics 365	Transform
<a href="#">Project Operations Playbook</a>	This playbook is intended for new and existing Microsoft partners who are launching a service-centric ERP practice built on Dynamics 365 Project Operations.	Transform
<a href="#">Connected Commerce</a>	This playbook is intended for new and existing Microsoft partners who are launching a Connected Commerce practice built on Dynamics 365 Commerce, e-commerce, Connected Spaces, Intelligent Order Management, and Fraud Protection.	Transform

### Partner Practice Development References

Source	Description	Notes
<a href="#">Microsoft Dynamics 365 Partner portal</a>	Partner <i>Transform Portal</i> for Business Apps	Accessible based on MCPP membership and competencies or solution partner standing

Source	Description	Notes
<a href="#">Catalyst Partner FAQ</a>	Catalyst Partner FAQ, November 3 2022	Transform
<a href="#">Business Applications Partner Sales Acceleration Program</a>	Get best practices and presentation resources that will guide you in shaping a business-first sales model that's focused on the Business Applications solution area and its core sales plays—and resources specially for small business.	Microsoft Partner
<a href="#">Business Applications ISV Connect</a>	Grow your business faster by building unique, customer-centric line of business (LOB) apps with Dynamics 365 and Power Apps.	

## Skilling

Source	Description	Notes
<a href="#">Catalyst Partner Training</a>	Microsoft Catalyst Partner Training Course Registration	...
<a href="#">Business Apps - Learning Journey - Customer Engagement</a>	Enablement guide for Business Apps partners...	updated ~monthly
<a href="#">Business Apps - Learning Journey - Finance &amp; Operations</a>	Enablement guide for Business Apps partners...	updated ~monthly
<a href="#">Business Applications professional</a>	Enable 'new to Microsoft Dynamics 365' professionals to join projects as a business analyst, designer, or customizer. In addition to a survey of skills needed to start on a project, the modules include video interviews with people who work as Business Applications professionals and industry leaders. Modules conclude with assignments, knowledge checks, and other suggested learning opportunities.	Microsoft Learn

## FastTrack for Dynamics 365

Source	Description	Notes
<a href="#">FastTrack for Dynamics 365</a>	FastTrack for Dynamics 365 is a customer success program powered by the Microsoft engineering team to enable organizations to accelerate Dynamics 365 implementations and go-live with confidence	Transform
<a href="#">For FastTrack for Dynamics 365</a>	document that will be updated regularly to address frequently asked questions related to the FastTrack for	Transform

Source	Description	Notes
<a href="#">partners FAQ</a>	Dynamics 365 program.	
<a href="#">Virtual Instructor Success by Design Training</a>	Success by Design (SbD) is the prescriptive guidance - approaches & recommended practices - for designing, building, and deploying a Dynamics 365 solution. It is grounded in fundamentals of good solution architecture and design, product capabilities, and proven approaches to business process transformation and implementation. This virtual training is a series of videos led by senior architects from the Dynamics 365 engineering team designed for project team leadership roles (e.g., Solution Architect, Project Manager, Lead Consultant, etc.), on how to leverage the Success by Design framework to achieve a successful deployment of Dynamics 365.	...
<a href="#">FastTrack Recognized Solution Architects—Dynamics 365</a>	The Dynamics 365 product engineering team recognizes practicing solution architects for consistently exhibiting deep architecture expertise and creating high-quality solutions for customers during Dynamics 365 FastTrack governed engagements.	
<a href="#">Microsoft FastTrack Recognized Solution Architect nomination – Dynamics 365</a>	Nomination form	

## Developers

Source	Description	Notes
<a href="#">Dynamics 365 Developers: Start here</a>	Developers and ISVs can use the underlying platform to build or extend apps, depending on the app's type	Microsoft Lean
<a href="#">Dynamics 365 General</a>		Community
<a href="#">Dynamics 365 Sandbox Environment</a>	Dynamics Sandbox Environment SKU	...
<a href="#">Dynamics 365 Discounted SKU</a>	This portal is used for SI/ISV Connect partners to obtain free or discounted non-production environment licenses with Biz Apps and Power Platform products to learn, test, and deliver end-to-end customer demos with their own solutions. These offers are to be used only on partner tenants, never on customer tenants.	...
<a href="#">Dynamics 365 Free Trial</a>	Try it free and learn how these intelligent business applications go beyond traditional CRM and ERP to help	...

Source	Description	Notes
	you adapt, innovate, and delight every customer.	

## Security Solution Area



*Sentinel*

### Purpose

A Collection of resources for Microsoft practice building in the Security solution area. For a view of other solution areas, please see the [Taxonomy](#).

To contribute to the PartnerCrucible, see [Contributor's Guide](#).

### Industry Perspective

Source	Description	Notes
<a href="#">Microsoft recognized as a Leader in The Forrester Wave™: Data Security Platforms, Q1 2023</a>	Forrester listed Microsoft as a Leader in its 2023 Wave™ for Data Security Platforms. The Forrester Wave™ report evaluates the data security platform market and provides a detailed overview of the current offering, strategy, and market presence of these vendors. Microsoft received the highest possible score in the current offering category for data classification, data threat and risk visibility, data masking or redaction, encryption, rights management, privacy use cases, and integrations for Zero Trust criteria; and in the strategy category for the product vision, execution roadmap, and community engagement criteria.	Forrester
<a href="#">The Total Economic Impact Of Microsoft Security</a>	Microsoft commissioned Forrester Consulting to conduct a Total Economic Impact™ (TEI) study and examine the potential return on investment (ROI) enterprises may realize by deploying Microsoft Security solutions	Forrester 2023



Source	Description	Notes
<a href="#">2022 Magic Quadrant for Endpoint Protection Platforms</a>	Microsoft is named a Leader in the 2022 Gartner® Magic Quadrant™ for Endpoint Protection Platforms	Gartner
<a href="#">Microsoft Digital Defense Report 2022</a>	The report is the culmination of Microsoft's vast data and comprehensive research. It shares our unique insights on how the digital threat landscape is evolving and the crucial actions that can be taken today to improve the security of the ecosystem	Microsoft
<a href="#">Security Blog MISA</a>	Official Microsoft Security Blog The Microsoft Intelligent Security Association (MISA) is an ecosystem of independent software vendors and managed security service providers that have integrated their solutions to better defend against a world of increasing threats	... The Microsoft Intelligent Security Association (MISA)

## Community

Source	Description	Notes
<a href="#">Security, Compliance, and Identity</a>	Microsoft Tech Community for Security, Compliance, and Identity	Tech Community
<a href="#">Customer Connection Programs</a>	By signing up for the ongoing program, you will receive access to our NDA roadmap calls, design exercises, surveys, and private previews.	...
<a href="#">Afternoon Cyber Tea with Ann Johnson</a>	Ann Johnson, Corporate Vice President, Business Development, Security, Compliance & Identity at Microsoft, talks with cybersecurity thought leaders and influential industry experts about the trends shaping the cyber landscape and what should be top-of-mind for the C-suite and other key decision makers. Ann and her guests explore the risk and promise of tools and systems powered by AI, IoT, machine learning, and other emerging technology, as well as the impact on how humans work, communicate, consume information, and live in this era of digital transformation. Please note, the opinions expressed by guests on this podcast are their own and are not endorsed by, nor do they necessarily reflect opinions of, Microsoft or Ann Johnson.	Spotify
<a href="#">Get Security Done (GSD)</a>	Looking to collaborate on helping Customers and Partners uplift Security via the Microsoft Defender Suite	from @dcaddick

## Partner Practice

Source	Description	Notes
<a href="#">Security, Compliance, &amp; Identity Partner Enablement Guide</a>	Top news, upcoming training, certifications and exams, and additional resources updated ~monthly	PDF Download Requires MCPP
<a href="#">Security, Compliance, &amp; Identity Partner Sales Acceleration Program (PSAP)</a>	This program offers best practices and presentation resources that will guide you in shaping a business-first sales model that focuses on the Microsoft Security, Compliance, & Identity solution area and its core sales plays.	Microsoft Partner
<a href="#">Microsoft Managed Security Solutions Provider Partner Program</a>	The Microsoft Managed Security Solutions Provider Partner Program is an invite-only program that has been created to support selected partners in creating customer intent to purchase and use Microsoft security technologies and solutions.	
<a href="#">Security, Compliance, and Identity training and certifications</a>	This guide has been created to provide training and certification options to achieve personal success.	
<a href="#">Security Build Intent Workshop</a>	Azure credits for customer workshop delivery Microsoft 365 & Security for Partners	...
<a href="#">The Chief Information Security Officer (CISO) Workshop Training</a>	The Chief Information Security Office (CISO) workshop helps accelerate security program modernization with reference strategies built using Zero Trust principles.	Microsoft Learn
<a href="#">Security best practices for Microsoft partners</a>	Improve your security posture with Microsoft tools, resources, trainings, and platforms	2022

## Architecture

Source	Description	Notes
<a href="#">Microsoft Cybersecurity Reference Architectures</a>	The Microsoft Cybersecurity Reference Architectures (MCRA) describe Microsoft's cybersecurity capabilities. The diagrams describe how Microsoft security capabilities integrate with Microsoft platforms and 3rd party platforms like Microsoft 365, Microsoft Azure, 3rd party apps like ServiceNow and salesforce, and 3rd party platforms like Amazon Web Services (AWS) and Google Cloud Platform (GCP)	...
<a href="#">Security Sales Enablement Journey</a>	Security Enablement journey is a 14 module On-demand videos of between 30 mins - 150 mins each intended to equip you with knowledge to support your customers security needs. You will learn more about industry	April 2022



Source	Description	Notes
	concepts and Microsoft differentiators and how you can help your customers scale these processes to achieve a higher level of visibility and manageability while greatly reducing their risk.	
<a href="#">XDR Cloud Guide</a>	...	...
<a href="#">Microsoft XDR Partners (MXDR)</a>	...	Update May 2022
<a href="#">DevSecOps</a>	From the Azure Architecture Centre > Solution Ideas	
<a href="#">Demystifying Service Provider's Access Methods</a>	Recommended practices for service providers	Webinar

## Zero Trust

Source	Description	Notes
<a href="#">Learn How to Implement Zero Trust in Your Public Sector Organization</a>	In this collection, learn more about the importance of a Zero Trust strategy and how to implement it.	Microsoft Learn Collection

## Azure Active Directory

Source	Description	Notes
<a href="#">Woodgrove Groceries</a>	WoodGrove Groceries is a live web application created by Microsoft to demonstrate several Azure AD B2C features.	
<a href="#">Woodgrove Employee</a>	Azure AD demo	

## Azure

Source	Description	Notes
<a href="#">Azure Network Security Ninja Training</a>	In this blog post, we will walk you through basic to advanced scenarios for Azure network security. Ready to become an Azure NetSec ninja? Dive right in!	Tech Community 2022

## Sentinel

- See the [Sentinel page](#)

## Microsoft Lighthouse

Source	Description	Notes
<a href="#">Microsoft 365 Lighthouse for SMB Managed Services Providers (MSPs)</a>	Introducing a new portal that will enable multi-tenant management of Microsoft 365 services by IT Partners – especially Managed Service Providers (MSPs) who serve small & medium-sized businesses (SMBs).	Nov 2020
<a href="#">Microsoft 365</a>	Microsoft 365 Lighthouse is an admin portal that helps	2021

Source	Description	Notes
<a href="#">Lighthouse Demo</a>	Managed Service Providers (MSPs) secure and manage devices, data, and users at scale for small- and medium-sized business (SMB) customers who are using Microsoft 365 Business Premium	

## Microsoft Defender Threat Intelligence

Source	Description	Notes
<a href="#">Microsoft Defender Threat Intelligence Ninja</a>	This blog post will walk you through Microsoft Defender Threat Intelligence (Defender TI) level 400 training and help you become a Defender TI master.	Tech Community 2022

## Defender for Microsoft 365

Source	Description	Notes
<a href="#">Microsoft Sentinel and Microsoft 365 Defender</a>	This repository contains out of the box detections, exploration queries, hunting queries, workbooks, playbooks and much more to help you get ramped up with Microsoft Sentinel and provide you security content to secure your environment and hunt for threats. The hunting queries also include Microsoft 365 Defender hunting queries for advanced hunting scenarios in both Microsoft 365 Defender and Microsoft Sentinel.	GitHub
<a href="#">Microsoft 365 Defender Demo</a>	Using the integrated threat protection demo environment, this Microsoft 365 Defender Demo Guide walks field sellers through a content rich demo for customers showing the investigation of a simulated spear phishing attack and advanced hunting exercise.	..
<a href="#">Microsoft Defender for Business</a>	WEbinar series	...
<a href="#">Microsoft 365 Defender Ninja</a>	his Ninja blog covers the features and functions of Microsoft 365 Defender – everything that goes across the workloads, but not the individual workloads themselves. The content is structured into three different knowledge levels, with multiple modules: Fundamentals, Intermediate, and Expert.	August 2022

## Defender for Cloud

Source	Description	Notes
<a href="#">Microsoft Defender for Cloud</a>	Will help you work programmatically at scale with Microsoft Defender for Cloud and provide you additional value to secure your environment, some of which has not yet been embedded into the product (yet).	GitHub
<a href="#">Become a</a>	This blog post has a curation of many Microsoft Defender	Tech

Source	Description	Notes
<a href="#">Microsoft Defender for Cloud Ninja</a>	for Cloud (formerly known as Azure Security Center and Azure Defender) resources, organized in a format that can help you to go from absolutely no knowledge in Microsoft Defender for Cloud, to design and implement different scenarios	Community 2022

## Defender for Cloud Apps

Source	Description	Notes
<a href="#">Microsoft Defender for Cloud Apps</a>	This repository contains out of the box playbooks and scripts to help you automate scenarios with Cloud App Security, secure your environment and hunt for threats.	GitHub
<a href="#">Microsoft Defender for Cloud Apps Ninja Training</a>	Microsoft Defender for Cloud Apps has hundreds of amazing videos available and it can sometimes be overwhelming with determining where to start and how to progress through different levels. We've gone through all these and created this repository of training materials - all in one central location!	June 2022
<a href="#">Top Threat Protection use cases in Microsoft Defender for Cloud Apps</a>	In this blog, we will showcase the top examples from each part of the threat protection landscape, to protect your organization from cloud apps threats, according to the following classifications: Prevent – SaaS Security Posture Management (SSPM), Detect – Business Email Compromise (BEC) scenario, Respond – Suspend user, Investigate – Investigate a compromised user	Sept 2022

## Defender for Endpoint

Source	Description	Notes
<a href="#">Microsoft 365 Defender</a>	Defender Hunting Queries	GitHub
<a href="#">Defender for Endpoint Ninja Show</a>	This training series is based on the Ninja blog and brings you up to speed quickly on Microsoft Defender for Endpoint. In every episode, our experts guide you through the powerful features and functions of Microsoft Defender for Endpoint that help you keep your environment secure. We start with the fundamentals and dive deeper as the show continues.	Starts May 2022
<a href="#">Become a Microsoft Defender for Endpoint Ninja</a>		

## Defender for Identity

Source	Description	Notes
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Source	Description	Notes
<a href="#">Setup a Microsoft Defender for Identity security alert lab</a>	The purpose of the Microsoft Defender for Identity Security Alert lab is to illustrate Defender for Identity's capabilities in identifying and detecting suspicious activities and potential attacks against your network.	Microsoft Learn

## Purview

Source	Description	Notes
<a href="#">Data Loss Prevention: From on-premises to cloud</a>	The purpose of this Microsoft-commissioned study was to delve into the data security landscape to find out how companies are managing and perceiving success of their DLP solutions. The goal of the study was to 1) uncover the top priorities and challenges facing organizations, 2) understand the evolution of firms' DLP solutions as they address today's shifting digital landscape, and 3) discover what barriers stand in the way of firms' adopting cloud DLP solutions.	Microsoft Security
<a href="#">Gain flexibility and scale with a cloud-native DLP solution</a>	Microsoft spoke to more than 300 data and compliance professionals to create the white paper "Data Loss Prevention: From on-premises to cloud." We've presented some of the study's highlights here, including common DLP states in use, challenges in migrating to a new DLP solution, best practices, and the benefits of adopting a cloud-native DLP solution.	Microsoft Security

## Microsoft Purview Information Protection Ninja

Source	Description	Notes
<a href="#">Microsoft Purview Information Protection Ninja Training</a>	Microsoft Purview Information Protection (formerly Microsoft Information Protection-MIP)	Tech Community
<a href="#">Microsoft Purview Data Loss Prevention Ninja Training</a>	Microsoft Purview Data Loss Prevention Ninja training	Tech Community

## Compliance Ninja

Source	Description	Notes
<a href="#">M365 Compliance One-Stop-Shop (OSS)</a>	We built this page to help you easily find all relevant content and resources relating to the Microsoft Purview solutions. Please bookmark this page for future reference as we will update it on an ongoing basis. Also, do submit your feedback and contributions to the site via the appropriate links.	From Customer Acceleration Team (CAT)
<a href="#">Become a Microsoft</a>	In this blog post, we share the top resources for	TechCommunity

Source	Description	Notes
<a href="#">365 Advanced eDiscovery Ninja</a>	eDiscovery users to become masters of the Microsoft Purview eDiscovery Premium solution! After each level, we offer you a knowledge check based on the training material you have just completed. The goal of the knowledge checks is to help ensure understanding of the key concepts that were covered	
<a href="#">Microsoft Purview Information Protection Ninja</a>	Have you been wanting to figure out the best way to protect data? How about figuring out what is in your environment? Struggling to let others know you've completed your training? Well, wait no longer! Our MIP Ninja Training is here!	Tech Community
<a href="#">Microsoft Defender for Cloud Apps</a>	Microsoft Defender for Cloud Apps has hundreds of amazing videos available and it can sometimes be overwhelming with determining where to start and how to progress through different levels. We've gone through all these and created this repository of training materials - all in one central location!	June 2022
<a href="#">Compliance Manager Ninja</a>	We've sifted through the vast resources Microsoft has to offer for MSCM and developed this training to guide you - all in one location, in a simple easy to follow format! If there is anything we can do to improve this training, please do not hesitate to leave a comment below and we will be sure to review it.	Feb 2022
<a href="#">Insider risk Insider Risk Management Ninja</a>	In this Ninja page, we share the top resources for Insider Risk Management users to become more proficient with the Microsoft Purview Insider Risk Management solution.	April 2022
<a href="#">Communication Compliance Ninja</a>	In this Ninja page, we share the top resources for Communication Compliance users to become more proficient with the Microsoft Purview Communication Compliance solutio	April 2022

## Security Solution Area - Sentinel



### *Sentinel*

#### **Purpose**

A Collection of resources for building Sentinel and SOC demos. For a view of other solution areas, please see the [Taxonomy](#).

To contribute to the PartnerCrucible, see [Contributor's Guide](#).

#### **Industry reports**

Source	Description	Notes
<a href="#">Magic Quadrant for Security Information and Event Management</a>	Gatner Magic Quadrant for SIEM	October 2022
<a href="#">Microsoft named a Leader in the 2022 Gartner® Magic Quadrant™ for Security Information and Event Management</a>	We're delighted to announce that Microsoft is named a Leader in the 2022 Gartner® Magic Quadrant™ for Security Information and Event Management and is positioned highest on the measure of Ability to Execute axis.	Microsoft
<a href="#">Forrester names Microsoft a Leader in Q4 2022 Security Analytics Platforms Wave report</a>	Microsoft achieved the highest possible score in 17 different criteria, including partner ecosystem, innovation roadmap, product security, case management, and architecture.	Forrester Wave

#### **Sentinel Demo References**

Source	Description	Notes
<a href="#">Microsoft Sentinel</a>	This repository contains out of the box detections,	GitHub

Source	Description	Notes
<a href="#">and Microsoft 365 Defender</a>	exploration queries, hunting queries, workbooks, playbooks and much more to help you get ramped up with Microsoft Sentinel and provide you security content to secure your environment and hunt for threats. The hunting queries also include Microsoft 365 Defender hunting queries for advanced hunting scenarios in both Microsoft 365 Defender and Microsoft Sentinel.	
<b>Error! Hyperlink reference not valid.</b>	- M365 Defender (Protection, Detection, Alerts vs Incidents)-Defender for Cloud (Alerts, Security Posture, Cloud Protection)-Microsoft Sentinel for multiple data sources Analytic Rules (Scheduled, ML, Anomaly, Fusion) -Threat Vulnerability Management-Integration with Microsoft Endpoint Management for patch and configuration management-Automatic remediations from M365 Defender-Playbooks from Microsoft Sentinel	Read-Only environment
<a href="#">Azure Sentinel To-Go (Part1)</a>	A Lab w/ Prerecorded Data and a Custom Logs Pipe via ARM Templates	...
<a href="#">Cost Worthy Azure Sentinel Demo</a>	Steps to Create a Cost Worthy Azure Sentinel Demo/Testing Environment	...
<a href="#">Azure Sentinel Playbook</a>	This repo contains sample security playbooks for security automation, orchestration and response (SOAR). Each folder contains a security playbook ARM template that uses Microsoft Sentinel trigger.	
<a href="#">Overview of Advanced Hunting</a>	Advanced hunting is a query-based threat-hunting tool that lets you explore up to 30 days of raw data.	
<a href="#">How to use Azure Sentinel for Incident Response Orchestration</a>	Microsoft Tech Community Article	
<a href="#">Microsoft Sentinel Training Lab</a>	This solution ingests sample data into your Microsoft Sentinel workspace which will trigger incidents that allow you to explore Microsoft Sentinel features without Additional effort	...
<a href="#">Integrate Azure Data Explorer for long-term log retention</a>	Storing logs in Azure Data Explorer reduces costs while retains your ability to query your data, and is especially useful as your data grows.	Microsoft Learn

## Training

Source	Description	Notes
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Source	Description	Notes
<a href="#">Azure Sentinel Technical Playbook for MSSPs</a>	How to deploy Azure Sentinel as a managed security services provider	March 2021
<a href="#">Microsoft Sentinel for MSSPs</a>	If you're a managed security service provider (MSSP) and you're using Azure Lighthouse to offer security operations center (SOC) services to your customers, you can manage your customers' Microsoft Sentinel resources directly from your own Azure tenant, without having to connect to the customer's tenant	Microsoft Learn
<a href="#">Sentinel Migration Guides</a>	These are detailed guides to migrate from ArcSight, QRadar and Splunk; migrate historical data, convert dashboards to workbooks and update SOC processes.	
<a href="#">Microsoft Sentinel Black Belt</a>	New for 2022, our Cloud Security Private Community Digital Badge program has introduced a new L5 Microsoft Sentinel Black Belt Digital Badge for you to earn and display proudly to show your prowess as a Microsoft recognized expert and contributor to the product.	...
<a href="#">Sentinel Ninja</a>	Sentinel Ninja Training	
<a href="#">The Art and Science of Threat Hunting</a>	From Microsoft Security Experts and Microsoft Detection and Response Team (DART)	September 2022

## Practices and Tools

Source	Description	Notes
<a href="#">Microsoft Sentinel Triage Assistant (STAT)</a>	The Microsoft Sentinel Triage Assistant (STAT) is a Logic Apps Custom Connector that calls on a library of Automation Modules that can be used from Incident based Microsoft Sentinel playbooks. This connector and modules simplify automation by moving complex automation tasks into these callable modules so they can be performed consistently and with ease from the Logic Apps Connector.	Github
<a href="#">Bring your own Machine Learning (ML) into Microsoft Sentinel</a>	Machine Learning (ML) is one of the major underpinnings of Microsoft Sentinel, and one of the main attributes that set it apart. Microsoft Sentinel offers ML in several experiences: built-in to the Fusion correlation engine and Jupyter notebooks, and the newly available Build-Your-Own ML (BYO ML) platform	...
<a href="#">BYO-ML Github</a>	Build-Your-Own Machine Learning (BYO ML) package is provided by Azure Sentinel team to help organizations build or bring your own ML to tackle security problems specifically for your business. This folder contains the BYO	...



Source	Description	Notes
	ML package including the first ML algorithm Azure Sentinel team shares.	
<a href="#">Discover the power of UEBA anomalies in Microsoft Sentinel</a>	Our mission in Microsoft Sentinel UEBA is to detect insider and unknown threats – so we surface those suspicious activities that won't be detected by other platforms. Since we're looking into and analyzing that grey area of activities - we're able to provide insights on threats that might have been missed otherwise.	...
<a href="#">UEBA Reference</a>	This reference article lists the input data sources for the User and Entity Behavior Analytics service in Microsoft Sentinel. It also describes the enrichments that UEBA adds to entities, providing needed context to alerts and incidents.	Azure docs

## Azure Defender for IoT

### Purpose

A collection of resources for Defender for IoT.

To contribute to the PartnerCrucible, see [Contributor's Guide](#).

### References

Source	Description	Notes
<a href="#">Announcing the general availability of Azure Defender for IoT</a>		
<a href="#">Zero Trust Cybersecurity for the Internet of Things</a>	In this paper we review the principles of Zero Trust security, and the aspects of IoT that make proactive application of Zero Trust to IoT different than its application to the workforce. The key capabilities of Zero Trust for IoT are defined for companies with an IoT strategy, and next steps highlight Microsoft solutions enabling your journey of Zero Trust for IoT.	Microsoft and PwC
<a href="#">How to apply a Zero Trust approach to your IoT solutions</a>	Blog Post	2021
<a href="#">Go inside the new Azure Defender for IoT including CyberX</a>	Blog Post	2020
<a href="#">Partner Opportunities for Securing OT IOT</a>	SPD Airlift (Day 1)	

Source	Description	Notes
<a href="#">Networks with Azure Defender for IoT</a>		
<a href="#">Defender for IoT Ninja Training</a>	The Ninja training resources are now available and will continue to be updated:Microsoft Azure Defender for IoT Training - Microsoft Tech Community	...
<a href="#">Ep1: Azure Defender for IoT Architecture</a>	Episode 1: Matt and Richard discuss the architecture	
<a href="#">Ep2: Setting up Azure</a>	Episode 2: Matt and Richard walk through the configuration steps	
<a href="#">Ep3: Building a Sensor</a>	Episode 3: Matt and Richard are joined by James Cabe to build the first sensor	
<a href="#">Ep4: Deploying an Online Sensor</a>	Episode 4: Matt walks through deploying the online sensor	
<a href="#">Ep5: IT vs OT</a>	Azure Defender for IoT: IT vs. OT - What is OT and how is it different from IT	...
<a href="#">Ep6: Hybrid cloud vs air-gapped environments</a>	Azure Defender for IoT: Deployment methodologies	...
<a href="#">Deployment Methodologies</a>		
<a href="#">Azure Sentinel Auditing OT Environments</a>	Azure Defender for IoT: Audit - analytics data management and hunting	....
<a href="#">Channel 9 session The IoT Show</a>	IoT Show: Zero-Trust Security for IoT	

## Digital Apps and Innovation



*OpenHack*

## Purpose

A Collection of resources for Microsoft practice building in the Digital App and Innovation area. For a view of other solution areas, please see the [Taxonomy](#).

To contribute to the PartnerCrucible, see [Contributor's Guide](#).

## References

### Industry

Source	Description	Notes
<a href="#">The Total Economic Impact Of GitHub Enterprise</a>	GitHub commissioned Forrester Consulting to conduct a Total Economic Impact (TEI) study and examine the potential return on investment (ROI) enterprises may realize by deploying GitHub Enterprise, subsequently referred to as GitHub	2022 Forrester.
<a href="#">The Total Economic Impact™ of Microsoft Azure PaaS</a>	Get insights on how to realize cost savings and increase agility at your org from research and interviews with real Azure customers. Check out The Total Economic Impact of Microsoft Azure PaaS in this 2022 commissioned study conducted by Forrester Consulting	Forrester 2022
<a href="#">Magic Quadrant™ for Integration Platform as a Service, Worldwide</a>	Microsoft named a Leader in 2023 Gartner® Magic Quadrant™ for Integration Platform as a Service, Worldwide	Gartner 2023
<a href="#">State of DevOps Report</a>	Platform Engineering is the DevOps Differentiator — Learn Why	Puppet 2023

### Tools and Practices

Source	Description	Notes
<a href="#">Microsoft Assessments</a>	Microsoft Assessments help customers work through a scenario of questions and recommendations that result in a curated guidance report that is actionable and informative. Assessments take time, but is time well-spent.	Microsoft Learn
<a href="#">Migration of multiple ASP.NET web apps at-scale</a>	Assess ASP.NET web apps at scale to accelerate your app migration strategy on Azure	Tech Community
<a href="#">ASP. NET web app migration to Azure App Service using PowerShell Scripts</a>	General availability of ASP. Net web app Migration to Azure App Service using PowerShell Scripts is now available.	Azure
<a href="#">Playwright Test Framework</a>	Playwright is a framework for Web Testing and Automation. It allows testing Chromium, Firefox	Github

Source	Description	Notes
	and WebKit with a single API. Playwright is built to enable cross-browser web automation that is ever-green, capable, reliable and fast.	
<a href="#">Introducing Azure Deployment Environments</a>	Azure Deployment Environments is a managed service that enables dev teams to quickly spin up app infrastructure with project-based templates to establish consistency and best practices while maximizing security, compliance, and cost-efficiency.	Tech Community
<a href="#">Microsoft Dev Box and Azure Deployment Environments for .NET Developers</a>	Microsoft Dev Box and Azure Deployment Environments for .NET Developers	YouTube

## Developers

Source	Description	Notes
<a href="#">Cloud Native</a>	Cloud-Native technologies and techniques enable loosely coupled systems that are resilient, manageable, and observable. Use containers, microservices, APIs and more to build and run scalable applications in modern hybrid cloud environments.	GitHub
<a href="#">Build applications with Azure</a>	Build apps with best-in-class tools, your favorite open-source frameworks and languages, and a platform that supports a range of services and continuous collaboration and delivery	
<a href="#">Build applications with Azure</a>	Build apps with best-in-class tools, your favorite open-source frameworks and languages, and a platform that supports a range of services and continuous collaboration and delivery	
<a href="#">Azure skills navigator - the new developer's "Guide to the Cloud"</a>	This guide is looking to take you from "zero to hero". Jump into your learning journey where you are and learn to take your code to the cloud.	Github
<a href="#">Azure Skills Navigator - Developers</a>	A guide to build your skills around knowing how to architect and deploy apps in the Cloud and how to maintain and instrument those apps once deployed. Our guide provides an overview of key concepts across Java, .NET, Node.js, and Python, crucial topics to establishing a strong foundation on Microsoft Azure.	Azure Skills Navigator

## Hackathons

Source	Description	Notes
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Source	Description	Notes
<a href="#">WhatTheHack on GitHub</a>	Community driven openhack resources	'''

## Containers

[Container Service Options and Guidance in Azure](#) | The main scope of this blog is to evaluate and understand the capabilities and limitations of Azure container services to help you choose the optimal platform for your container deployments. | Tech Community

## GitHub

Source	Description	Notes
<a href="#">GitHub Roadmap</a>	GitHub public roadmap]	GitHub
<a href="#">GitHub Partner Certifications</a>	GitHub certifications are an industry-endorsed approach to demonstrating proficiency with GitHub technologies. These certifications complement Microsoft's existing role-based certifications, which 'validate knowledge of foundational DevOps and cloud development concepts. GitHub certifications are designed to validate your expertise on applying these concepts with specific GitHub products	GitHub
<a href="#">GitHub Advanced Security</a>	The following modules will walk you through GitHub's advanced security features and provide you with the skills needed to recognize, apply, and evaluate these features within your own GitHub environment.	Microsoft Learn
<a href="#">Microsoft Azure Immersion Workshop: DevOps with GitHub (MAIW)</a>	The workshop will go deep on the tooling and process required to implement a modern DevOps approach to improve your productivity and developer velocity.	Partner

## DevOps

Source	Description	Notes
<a href="#">Well-architected: How a Quality DevOps Process for GitHub Gets Built</a>	In this session, we'll share what defines a well-architected DevOps solution for Azure and how to meet the stringent Service Level Agreements (SLA), Service Level Objectives (SLO), and Service Level Indicators (SLI) that your customers require. In addition, we'll cover marketplace requirements, monetization, and transactability to improve the agility and marketability of your Azure solutions as you go to market	Partners
<a href="#">DevOps Dojo</a>	Introductions to DevOps Dojo and links to additional topics	May 2021
<a href="#">Developer Velocity Assessment</a>	By answering a few simple questions, you can benchmark your maturity score relative to peers in your industry. Then, get actionable guidance to boost	June 2022

Source	Description	Notes
<a href="#">DevOps Self Assessment from DORA, ITRev and MS</a>	Developer Velocity and drive better business results. Nicole Forsgren, Gene Kim, participants of the DevOps Enterprise Forum and I collaborated on a free starter self-assessment for your team's DevOps performance	2017
<a href="#">Azure DevOps Demo Generator</a>	Azure DevOps Demo Generator helps you create projects on your Azure DevOps Organization with pre-populated sample content that includes source code, work items, iterations, service endpoints, build and release definitions based on a template you choose	Azure DevOps

## Java

Source	Description	Notes
<a href="#">Get Started with Java on Azure</a>	Start here and learn how you can build, migrate and scale Java applications on Azure using Azure services. Use tools and frameworks that you know and love – Spring, Tomcat, WildFly, JBoss, WebLogic, WebSphere, Maven, Gradle, IntelliJ, Eclipse, Jenkins, Terraform and more.	MS Learn
<a href="#">Java on Azure</a>	prerecorded, online course, you'll learn how Microsoft Azure supports Java workload and processes with several options. Watch this video series to understand how Azure App Service, Azure Spring Cloud, Azure Kubernetes Service, and Azure managed database services help you to focus on writing code instead of on deployment complexities	...
<a href="#">Code, deploy, and scale Java your way</a>	Microsoft supports your workload with abundant choices, whether you're working on a Java app, app server, or framework.	
<a href="#">Microsoft is committed to the success of Java developers</a>	Blog post by Julia Liuson	August 2022

## IoT

Source	Description	Notes
<a href="#">Microsoft named a Leader in the 2022 Gartner® Magic Quadrant™ for Global Industrial IoT Platforms</a>	As industrial Internet of Things (IoT) matures and transforms critical business functions, Microsoft continues to innovate and invest in this area and engage with a large ecosystem of solution partners.	Gartner
<a href="#">Partner Innovation series: smarter buildings with Azure Digital Twins</a>	Willow is modernizing and transforming the real estate, infrastructure, and mining industries with WillowTwin™ — a SaaS platform built on Azure	...

Source	Description	Notes
	Digital Twins that makes buildings and spaces smart and more efficient.	
<a href="#">Microsoft AI &amp; IoT Insider Labs</a>	Microsoft AI & IoT Insider Labs	...

## Microsoft AI & IoT Insider Labs



### *AI IoT Insider Lab*

Microsoft's IoT & AI Insider Labs are facilities to help you develop, prototype and test IoT and AI solutions for market commercialization. Located in Redmond, USA; Munich, Germany; and Shenzhen, China; they are located at the heart of Microsoft's product group, industrial and manufacturing solutions.

To contribute to the PartnerCrucible, see [Contributor's Guide](#).

### Purpose

Quick summary: - Required Non-Disclosure Agreement - It's personalized 1 to 1 experience with our dedicated engineers, data scientists, and program managers - Open to customer, startups or partner - Best if there's clearly documented business/technical requirements, committed to using MSFT AI/IoT tech - Runs as sprints with hackathon sessions to guide ISV to architecture & guide through implementation - Nomination [here](#)

### References

Source	Description	Notes
<a href="#">Microsoft AI &amp; IoT Insider Labs</a>	Microsoft AI & IoT Insider Labs	

## Mixed Reality

### Purpose

A collection of resources for Microsoft practice building in the Digital Apps and Innovation - Mixed Reality solution area. For a view of other solution areas, please see the [Taxonomy](#).

To contribute to the PartnerCrucible, see [Contributor's Guide](#).



## References

### Metaverse

Source	Description	Notes
<a href="#">Metaverse - Satya Nadella 2022 Build Keynote</a>		

### Mixed Reality

Source	Description	Notes
<a href="#">Total Economic Impact of Mixed Reality</a>	Business Benefits And Cost Savings Enabled By Mixed Reality Solutions Running On HoloLens Devices	Forrester
<a href="#">The Ultimate Guide to Mixed Reality Deployment</a>	An eBook for Industrial Enterprise	Kognitive Spark
<a href="#">Mixed Reality Development Program</a>	Complete the developer profile form below to get connected with us. You will receive the latest on our mixed reality developer tools, events, and early access offers.	...
<a href="#">Mixed Reality Partner Program</a>	The Mixed Reality Partner Program (MRPP) is a Microsoft-sponsored, community-driven program for partners that design, build, deploy, and operate mixed reality solutions.	

### Development

Source	Description	Notes
<a href="#">2022 Mixed Reality Dev Days</a>	If you haven't registered yet, it's not too late to join in. Enter the online hackathon and be among the first to know when sessions are available on-demand.	...
<a href="#">Building Volumetric UI with MRTK3</a>	Read how MRTK3 expands and improves upon your ability to build volumetric user interfaces in 3D with MRTK – from variant explosion, measurements, inputs, and more.	Tech Community / Mixed Reality Developer Program
<a href="#">MRTK3 Aquarium</a>	The MRTK3 Aquarium sample provides a Unity in-editor tutorial that explores various MRTK3 features. Set in an underwater scene, you'll be introduced to the creatures of the aquarium and the objects that make up their habitat.	MS Learn
<a href="#">Create Low-Code MR Apps with Power Apps</a>	An awesome learning experience that leverages the Smithsonian 3D API and open-source models! Joining me this week is Daniel Laskewitz, Sr. Cloud Advocate within our Power/Fusion Cloud Advocacy team	Tech Community / Mixed Reality Developer Program



## Mesh

Source	Description	Notes
<a href="#">Mesh Innovation blog: Innovation Stories blog</a>		
<a href="#">Mesh home</a>		
<a href="#">Video: Microsoft Mesh – Ignite Session</a>	Mesh Ignite Featured session	
<a href="#">Mesh Tech Overview blog</a>		
<a href="#">See the Microsoft Mesh announcement</a>		
<a href="#">Watch the Microsoft Mesh Hero video</a>		
<a href="#">Microsoft Mesh Updates</a>		
<a href="#">Preview Mesh app</a>		
<a href="#">Tech Community Blog</a>		
<a href="#">Microsoft Mechanics Mesh episode</a>		
<a href="#">AltspaceVR</a>	Sign up for the AltspaceVR	

## Azure Infrastructure Solution Area

### Purpose



### *Azure Infrastructure*

A Collection of resources for Microsoft practice building in the Azure solution area. For a view of other solution areas, please see the [Taxonomy](#).

To contribute to the PartnerCrucible, see [Contributor's Guide](#).

## Industry

Source	Description	Notes
<a href="#">Partner Opportunity For Azure Services Providers</a>	The A Total Economic Impact™ Partner Opportunity Analysis	Forrester 2022
<a href="#">2022 Gartner® Magic Quadrant™ for Cloud Infrastructure and Platform Services</a>	Gartner® recently published its 2022 Magic Quadrant™ for Cloud Infrastructure and Platform Services (CIPS) report. For the ninth consecutive year, Microsoft was named a Leader, and for the first time placed furthest on the Completeness of Vision axis.	October 2022
<a href="#">The Total Economic Impact™ of Microsoft Azure Arc for Security and Governance.</a>	Read about the real impact and benefits businesses are experiencing by using Azure Arc to secure and govern infrastructure and applications across hybrid, multicloud and edge environments. The Forrester Consulting Total Economic Impact™ (TEI) study, commissioned by Microsoft, examines the potential return on investment (ROI) enterprises may realize by deploying Azure Arc for consistent security and governance practices.	Forrester
<a href="#">The Projected Total Economic Impact™ of Microsoft Azure VMware Solution</a>	See how organizations are saving costs and responding more quickly to customer needs by extending their enterprise VMware workloads to the cloud with Azure VMware Solution.	Forrester

## Practice

Source	Description	Notes
<a href="#">Azure Partner Enablement Guide</a>	Enablement guide for Azure partners...	updated ~monthly
<a href="#">Azure Apps &amp; Infrastructure Partner Sales Acceleration Program</a>	Get best practices and presentation resources that will guide you in shaping a business-first sales model that delivers a new insight to your prospect and focuses on the Microsoft Azure Apps & Infrastructure solution area and its core sales plays.	Microsoft Partner
<a href="#">Azure for Partner</a>	Main page for Azure resources for Partners	...
<a href="#">Azure for Services Partners</a>	Grow your cloud services business with Azure	...
<a href="#">Azure Blog</a>	Office Azure Blog	...
<a href="#">Azure Updates</a>	Get the latest updates on Azure products and features to meet your cloud investment needs. Subscribe to notifications to stay informed.	

## FastTrack for Azure

Source	Description	Notes
<a href="#">FastTrack for Azure Blog</a>	<a href="#">Microsoft FastTrack</a> engages with customers and partners and maintain a collection of resources here	Tech Community
<a href="#">FastTrack for Azure</a>	This repository has been created to share our FastTrack for Azure Live session materials in one easy to manage location.	Github

## Azure Roles and Skills

Source	Description	Notes
<a href="#">Learning Pathways</a>	A collection of self-guided learning journeys to help you with your ongoing professional development.	@MrPaulGriffiths
<a href="#">Azure Skills Navigator for System Administrators</a>	A guide for deepening your knowledge of fundamental concepts of cloud computing and Azure core infrastructure services, management, monitoring, security, and compliance.	Azure Skills Navigator
<a href="#">Azure Skills Navigator for Solution Architects</a>	A guide for deepening your knowledge of fundamental concepts of Microsoft Azure, core solutions, solution design principles, including security and compliance, and deployment tools and methods to help bring your solution architectures to life.	Azure Skills Navigator
<a href="#">Azure Skills Navigator for Network Engineers</a>	This Azure learning journey is designed for network engineering professionals needing to recommend, plan, and implement Azure networking solutions, including hybrid networking, connectivity, routing, security, and private access to Azure services	Azure Skills Navigator
<a href="#">Azure Citadel</a>	Azure Citadel is a community driven site devoted to getting hands on & learning Azure. Explore technical labs & videos across a range of Azure topics. Many labs are pitched towards the needs of the Azure partner community, but are freely available for all.	Azure Citadel

## Azure Tools

Source	Description	Notes
<a href="#">Microsoft Assessments</a>	Microsoft Assessments help customers work through a scenario of questions and recommendations that result in a curated guidance report that is actionable and informative. Assessments take time, but is time	Microsoft Learn

Source	Description	Notes
	well-spent.	
<a href="#">Subscription Vending IaC Modules for Bicep &amp; Terraform</a>	These modules are designed to help you streamline and automate the process of provisioning Azure subscriptions, making it easier than ever to get started with Azure.	Tech Community
<a href="#">CAF - Tools and Templates</a>	he Cloud Adoption Framework has tools, templates, and assessments that can help you quickly implement technical changes. Use this framework to accelerate your cloud adoption. The following resources can help you in each phase of adoption. These tools, templates, and assessments can be used in multiple phases.	Microsoft Learn
<a href="#">Azure Design Review</a>	Checklists for LZ, AKS, AVS, Multitenancy, Scurity, AVS, and SAP	Github
<a href="#">Azure Rapid Assessment Estimator</a>	Take advantage of the Azure Rapid Assessment Estimator, a Microsoft Excel workbook that rapidly generates estimates of your existing infrastructure and workloads that are directly mapped to Azure IaaS and/or Azure PaaS services that meet or exceed your current specifications in the Azure region(s) you specify.	
<a href="#">Azure Latency Test</a>	This tool runs latency test from your IP location to Azure datacenters around the world.	Microsoft Data Center Optimization Program
<a href="#">Azure Governance Visualizer</a>	from the collected data AzGovViz provides visibility on your HierarchyMap, creates a TenantSummary, creates DefinitionInsights and builds granular ScopeInsights on Management Groups and Subscriptions. The technical requirements as well as the required permissions are minimal.	@JulianHayward Github
<a href="#">AzAdvertizer</a>	AzAdvertizer helps you to keep up with the pace by providing overview and insights on new releases and changes/updates for Azure Governance capabilities such as Azure Policy's policy definitions, initiatives (set definitions), aliases, security & regulatory compliance controls and Azure RBAC's role definitions and resource provider operations.	

## Partner Admin Link (PAL)

Source	Description	Notes
<a href="#">Get Recognized for Driving Azure Consumption</a>		MS US
<a href="#">PAL Howto: Video</a>	...	Requires MCPP Login
<a href="#">PAL FAQ</a>	Frequently Asked Questions	Requires MCPP Login
<a href="#">Partner Admin Link</a>	Partner Admin Link (PAL) enables Microsoft to identify and recognize partners who drive Azure customer success. Optimized for managed services where your organization is acting on behalf of the customer, PAL allows you to associate your MCPP ID with the credentials that you use to deliver services within the customer's Azure tenant.	Required MCPP Login

## Security

Source	Description	Notes
<a href="#">Azure Network Security</a>	Deploy Azure NetSec resources programmatically using scripts and templates	GitHub
<a href="#">Azure Network Security Ninja Training</a>	In this blog post, we will walk you through basic to advanced scenarios for Azure network security. Ready to become an Azure NetSec ninja? Dive right in!	Tech Community 2022

## Kusto Query Language (KQL)

Source	Description	Notes
<a href="#">Detective Kusto</a>	Interactive Kusto Cases	...

## Azure Arc

Source	Description	Notes
<a href="#">Arc Jumpstart</a>	The Jumpstart provides step-by-step guides for independent Azure Arc scenarios that incorporate as much automation as possible, detailed screenshots and code samples, and a rich and comprehensive experience while getting started with the Azure Arc platform.	...
<a href="#">Jumpstart ArcBox for DevOps</a>	ArcBox for DevOps is a special “flavor” of ArcBox that is intended for users who want to experience Azure Arc-enabled Kubernetes capabilities in a sandbox environment.	Arc Jumpstart
<a href="#">Jumpstart ArcBox for</a>	ArcBox for DataOps is a special “flavor” of ArcBox that is intended for users who want to experience Azure Arc-	Arc Jumpstart

Source	Description	Notes
<a href="#">DataOps</a>	enabled SQL Managed Instance capabilities in a sandbox environment.	
<a href="#">Jumpstart HCIBox</a>	HCIBox is a turnkey solution that provides a complete sandbox for exploring Azure Stack HCI capabilities and hybrid cloud integration in a virtualized environment	Arc Jumpstart
<a href="#">Landing zone accelerator</a>	Introduction to Azure Arc-enabled servers landing zone accelerator for hybrid and multicloud – Cloud Adoption Framework	Microsoft Docs

## HCI

Source	Description	Notes
<a href="#">Jumpstart HCIBox</a>	HCIBox is a turnkey solution that provides a complete sandbox for exploring Azure Stack HCI capabilities and hybrid cloud integration in a virtualized environment	Arc Jumpstart

## AKS

Source	Description	Notes
<a href="#">AKS for Amazon EKS professionals</a>	This series of articles helps professionals who are familiar with Amazon Elastic Kubernetes Service (Amazon EKS) to understand Azure Kubernetes Service (AKS). The series highlights key similarities and differences between these two managed Kubernetes solutions.	MS Lean

## SAP on Azure

Source	Description	Notes
<a href="#">Establish an SAP on Azure Center of Excellence</a>		
<a href="#">SAP on Azure Immersion Workshops</a>		
<a href="#">Skill up</a>		
<a href="#">SAP on Azure Advanced Specialization</a>		
		<a href="#">SAP on Azure Video Podcast</a>

## Oracle on Azure

Source	Description	Notes
<a href="#">Oracle Database Workloads</a>	This project documents the method of sizing on-prem Oracle Database workloads for initial migration into Azure	Github
<a href="#">Oracle on Azure IaaS</a>	Recommended Practices for Success	GitHub
<a href="#">Oracle RAC on Azure</a>	The goal of this post is to push past the idea that a lift and shift should always be a 1:1 move. It's important when moving to the cloud to use the right tools, not just the tools	Tech Community

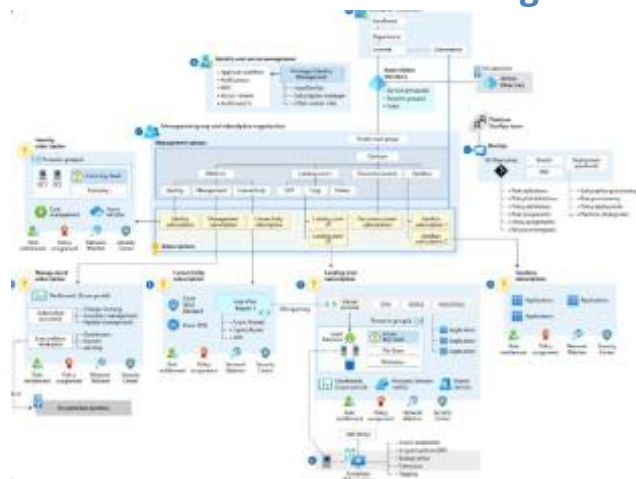
Source	Description	Notes
	you've always used, which is a very important lesson when it comes to Oracle Real Application Cluster, (RAC).	

## Virtualization

Source	Description	Notes
<a href="#">AVS Documentation (official)</a> <a href="#">AVS Partner Learning Path (official)</a> <a href="#">AVS Enterprise-Scale</a> <a href="#">AVS Enterprise-Scale(GitHub repository)</a> <a href="#">AVS TechZone</a>		
<a href="#">AVS Overview Video Serie</a>	The Azure VMware Solution (AVS) Technical Overview Series provides viewers with a basic understanding of the solution. VMware's Jeremiah Megie and Steve Pantol will lead you through nine modules	VMWare Site
<a href="#">AVS Deep Dive Video Series</a>	The Azure VMware Solution (AVS) Deployment Deep Dive Series will walk you through the things you should consider before, during, and after deploying your AVS private cloud - complete with demos!	
<a href="#">AVS Hands-on Labs</a>	Learn more about Azure VMware Solution by taking a Hands-on Lab (HOL). See the service in action as you go through tasks such as deployment and configuration of an Azure-based SDDC, as well as advanced topics for specific use cases like cloud migration	VMWare TechZone
<a href="#">AVS Micro-hack</a>	Handling Azure vMware Solution (AVS) network connectivity and migration scenario from on-premises to Azure	Github
<a href="#">Azure VMWare Services Trial</a>	Provide top AVS partners an opportunity to try AVS free of cost for when they are building/improving AVS services practice. The FY22 AVS Pilot Program provides top AVS partners the opportunity to experience AVS free of charge with white glove support from Microsoft.	AVS Pilot (Trial SKU) provides 3 nodes free for 30-day/720-hours.

Source	Description	Notes
<a href="#">Landing zone considerations for Azure VMware Solution</a>	Azure VMware Solution can be deployed as part of either a new landing zone or an existing landing zone environment. Well-designed landing zones help you avoid operational overhead and reduce costs by promoting segregated Azure environments and the use of shared services.	
<b>Error! Hyperlink reference not valid.</b>	Try it now during our promotional period We are pleased to offer a special promotion with no charge to access Azure Virtual Desktop for streaming applications to external users. This promotion is effective from July 14, 2021, to March 31, 2022. For additional pricing details, please read the product documentation page and FAQ below.	

## Azure Infrastructure - Landing Zones



### Azure Infrastructure

#### Purpose

A Collection of resources for Microsoft practice building in the **Azure Landing Zones**. For a view of other solution areas, please see the [Taxonomy](#).

To contribute to the PartnerCrucible, see [Contributor's Guide](#).

#### Azure Tools and Approaches

Source	Description	Notes
<a href="#">Azure Design Review</a>	Checklists for LZ, AKS, AVS, Multitenancy, Security, AVS, and SAP	Github
<a href="#">Tailor the Azure landing zone</a>	Because not all use cases are the same, not all organizations can use an implementation approach	Microsoft



Source	Description	Notes
<a href="#">architecture to meet requirements</a>	in the exact way it was intended. You need to understand the considerations when a requirement for tailoring is identified	Learn
<a href="#">Testing approach for Azure landing zones</a>	The canary management group hierarchy can be independently used to author and test deployments before you deploy them into the production environment.	Microsoft Learn
<a href="#">Clouddokit</a>	Automatically Generate Architecture Diagrams and Technical Documentation of Your Cloud Environments	by Lansweeper

## Landing Zone Accelerators

Source	Description	Notes
<a href="#">Azure VMWare Solution Landing Zone Accelerator</a>	The Azure VMware Solution accelerator provides a reference implementation for a scalable Azure VMware Solution in your landing zone. The design decisions your organization makes, based on the guidance provided by the accelerator, lay the groundwork for scalability.	Microsoft Learn
<a href="#">AKS Landing Zone Accelerator</a>	The following guidance provides design considerations for implementing a scalable AKS cluster in your landing zone.	Microsoft Learn
<a href="#">APIM Landing Zone Accelerator</a>	The Azure API Management landing zone accelerator provides an architectural approach and reference implementation to prepare landing zone subscriptions for a scalable API Management infrastructure.	Microsoft Learn
<a href="#">Azure App Service landing zone accelerator</a>	The Azure App Service landing zone accelerator is an open-source collection of architectural guidance and reference implementation to accelerate deployment of Azure App Service at scale	Microsoft Learn
<a href="#">Azure Red Hat OpenShift landing zone accelerator</a>	The Azure Red Hat OpenShift landing zone accelerator is a collection of design guidance and implementation references to accelerate deployment of Azure Red Hat OpenShift clusters in your landing zone.	Microsoft Learn
<a href="#">Cloud-scale analytics data management landing zone overview</a>	The data management landing zone is a management function and is central to cloud-scale analytics. It's responsible for the governance of your analytics platform.	Microsoft Learn
<a href="#">Independent software vendor (ISV)</a>	The landing zones describe how to build an Azure environment with multiple subscriptions. Each	Microsoft Learn

Source	Description	Notes
<a href="#">considerations for Azure landing zones</a>	landing zone accounts for scale, security, governance, networking, and identity, and is based on feedback and lessons learned from many customers.	
<a href="#">Azure Landing Zones for Canadian Public Sector</a>	The purpose of the reference implementation is to guide Canadian Public Sector customers on building Landing Zones in their Azure environment.	Github
<a href="#">Healthcare landing zone guidance</a>	Landing zone for healthcare data platform	Github
<a href="#">Cloud-scale analytics data management landing zone</a>	The data management landing zone is a management function and is central to cloud-scale analytics. It's responsible for the governance of your analytics platform.	Microsoft Learn
<a href="#">Data landing zones</a>	Data landing zones are connected to your data management landing zone by virtual network (VNet) peering. Each data landing zone is considered a landing zone related to Azure landing zone architecture.	Microsoft Learn

## Hackathons

[< Back to Crucible](#)

### Purpose

Hackthons are developer-focused engagement that connects development teams (Open) with experts to tackle a series of real-world challenges through hands-on experimentation (Hack) in person or online (Virtual).

OpenHack provides a unique and fun upskilling experience for Microsoft employees, customers and partners. Participants work together in teams to complete challenges that increase in complexity and are actively engaged, requiring deep collaboration, as they learn together.

To contribute to the PartnerCrucible, see [Contributor's Guide](#).

### References

Source	Description	Notes
<a href="#">Microsoft Hackathon Playbook</a>	The Microsoft Garage produces the Global Hackathon and has created this guide to help other organizations leverage the key elements of the hacking culture.	Microsoft Garage
<a href="#">Microsoft OpenHack</a>	Microsoft OpenHack	

Source	Description	Notes
<a href="#">OpenHack on Github</a>	OpenHack GitHub Repo	
<a href="#">Fastlane OpenHack</a>	OpenHack offered by FastLane (Canada)	
<a href="#">WhatTheHack on GitHub</a>	Community driven openhack resources	'''

## Sandbox Environments

### Purpose

A collections of resources to create Microsoft Cloud sandbox environments at no (or low) cost.

To contribute to the PartnerCrucible, see [Contributor's Guide](#).

### References

Source	Description	Notes
<a href="#">Microsoft Customer Digital Experiences</a>	Microsoft Customer Digital Experiences (CDX), is a portfolio of immersed digital experiences to demonstrate Microsoft technology and product with hands-on interaction, orchestrated by Microsoft sellers, partners or marketers.	...
<a href="#">Visual Studio Azure Benefit</a>	Learn how to use the Azure credits that are included in your Visual Studio subscription	
<a href="#">Dev/Test Subscriptions</a>	Azure Dev/Test pricing	...

## Microsoft Industry Cloud

### Purpose

A Collection of resources for Microsoft practice building around the Canadian public sector. For a view of other solution areas, please see the [Taxonomy](#).

To contribute to the PartnerCrucible, see [Contributor's Guide](#).

### Public Sector

Source	Description	Notes
<a href="#">Public Sector Center of Expertise</a>	The Microsoft Public Sector Center of Expertise supports the evolution of public sector organizations by sharing insights and best practices, research, and resources on digital innovation.	...

Source	Description	Notes
<a href="#">Public Sector Future Podcast</a>	Our Public Sector Future podcast delves into these topics with global expert interviews.	

## Digital Government

Source	Description	Notes
<a href="#">Can we quantify the economic benefits of digital government?</a>	Consolidated the list of the resources that this community have provided	2021

## Canada Federal Government - Technology

Source	Description	Notes
<a href="#">Azure Landing Zones for Canadian Public Sector</a>	The purpose of the reference implementation is to guide Canadian Public Sector customers on building Landing Zones in their Azure environment.	GitHub repo
<a href="#">Key Decisions</a>	Outlines the key decisions each department must consider as part of adopting Azure	...
<a href="#">Canada Federal PBMM blueprint sample</a>	This blueprint helps customers deploy a core set of policies for any Azure-deployed architecture that must implement controls for Canada Federal PBMM.	2021

## Microsoft Accessibility



*PowerApps*

### Purpose

A Collection of resources for Microsoft practice building in with a focus on accessibility.

To contribute to the PartnerCrucible, see [Contributor's Guide](#).

### Practice References

Source	Description	Notes
<a href="#">Microsoft's Inclusive Tech Lab</a>	The Inclusive Tech Lab is a Microsoft space dedicated to inclusive modern life and education, accessible productivity, and gaming for people with disabilities. Our facility is for people with	...

Source	Description	Notes
<a href="#">Accessibility fundamentals</a>	disabilities, not about people with disabilities. Crafted to be an expression of Microsoft's commitment to the disability community.	
	with more than 1 billion people with disabilities in the world, Microsoft believes accessibility and inclusion are essential to delivering on our mission to empower every person and every organization on the planet to achieve more.	

## Innovation and Design References

Source	Description	Notes
<a href="#">Microsoft Inclusive Design</a>	Inclusive Design is a methodology, born out of digital environments, that enables and draws on the full range of human diversity. Most importantly, this means including and learning from people with a range of perspectives.	Toolkits: - - Inclusive 101 - Inclusive Activities
<a href="#">#id24</a>	Inclusive Design 24 (#id24) is a free 24-hour online event for the global community. It celebrates inclusive design and shares knowledge and ideas from analogue to digital, from design to development, from planners to practitioners, and everything and everyone in between.	

## Technical References

Source	Description	Notes
<a href="#">Microsoft Edge: Test accessibility using the Accessibility tab.</a>	Test accessibility using the Accessibility tab	Microsoft Learn
<a href="#">Code samples for common accessibility issues in Windows apps.</a>	Code samples	Microsoft Learn
<a href="#">Chart GPT on Accessibility</a>	How ChatGPT can help your code be accessible.	

## Industry - Financial Services

### Purpose

A Collection of resources for Microsoft practice building around the Financial Services industry. For a view of other solution areas, please see the [Taxonomy](#).

To contribute to the PartnerCrucible, see [Contributor's Guide](#).

### Industry References

Source	Description	Notes
<a href="#">Industry Resources</a>	Industry resources	Microsoft US

Source	Description	Notes
<a href="#">Microsoft Solution Center</a>	Ready to set up a new deployment? Choose the cloud solution designed for your industry to get started.	
<a href="#">Industry Cloud Partner Sandboxes</a>	This portal is used for SI/ISV Connect partners to obtain free or discounted non-production environment licenses with Biz Apps and Power Platform products to learn, test, and deliver end-to-end customer demos with their own solutions. These offers are to be used only on partner tenants, never on customer tenants.	Includes Cloud for Sustainability, FSI, Healthcare, Retail, Nonprofit

### Financial Services Business

Source	Description	Notes
<a href="#">Microsoft Compliance - SOX</a>	Overview of SOX compliance of Microsoft Cloud Services	Azure docs
<a href="#">Microsoft Azure Guidance for Sarbanes Oxley (SOX)</a>	This paper provides guidance to customers on how to leverage Azure's existing compliance reports when addressing their own SOX compliance obligations	2017
<a href="#">Compliance Map of Cloud Computing and Regulatory Principles in the US</a>	This document describes the key United States (U.S.) federal regulatory principles and recommended implementation practices that guide the use of cloud computing services by U.S. financial institutions.	Microsoft
<a href="#">Concentration Risk: Perspectives from Microsoft</a>	as with all forms of outsourcing, concentration risk is one of many risks that must be assessed, and customers must develop governance and have assurance plans in place to mitigate and manage such risks when using cloud services	2020

### Financial Services Technology

Source	Description	Notes
<a href="#">Microsoft Cloud for Financial Services Partner Assets</a>	Partner assets for the Microsoft Cloud for Financial Services.	
<a href="#">Microsoft Cloud for Financial Services Training Environment</a>	Microsoft Cloud for Financial Services is a conflux of Microsoft Dynamics 365 and Microsoft 365. To take advantage of the Cloud for Financial Services solution and the rest of this learning path, we recommend that you have access to both clouds.	Microsoft Learn
<a href="#">Microsoft Cloud for Financial Services Trial</a>	Microsoft Cloud for Financial Services offers a free limited trial for 30 days	Solutions Center

Source	Description	Notes
<a href="#">Microsoft Compliance - SOX</a>	Overview of SOX compliance of Microsoft Cloud Services	Azure docs
<a href="#">Microsoft Azure Guidance for Sarbanes Oxley (SOX)</a>	This paper provides guidance to customers on how to leverage Azure's existing compliance reports when addressing their own SOX compliance obligations	2017
<a href="#">Compliance Map of Cloud Computing and Regulatory Principles in the US</a>	This document describes the key United States (U.S.) federal regulatory principles and recommended implementation practices that guide the use of cloud computing services by U.S. financial institutions.	Microsoft

## Industry - Sustainability



### Industry - Sustainability

#### Purpose

A Collection of resources for Microsoft practice building around sustainability. For a view of other solution areas, please see the [Taxonomy](#).

To contribute to the PartnerCrucible, see [Contributor's Guide](#).

#### Industry References

Source	Description	Notes
<a href="#">Microsoft Cloud for Sustainability: Catalyzing progress with our global partners</a>	Example cloud for sustainability solutions from global partners	Partner Blog
<a href="#">Industry Resources</a>	Industry resources	Microsoft US
<a href="#">Sustainability Insider Program</a>	Join the Microsoft Cloud for Sustainability Insider Program	...
<a href="#">Improve your energy and carbon efficiency with Azure sustainability guidance</a>	To support you in navigating this learning curve, we're announcing technical guidance and skilling offerings that can help you plan your path forward, improve your sustainability posture, and create new business value while reducing your operational footprint.	Microsoft Azure

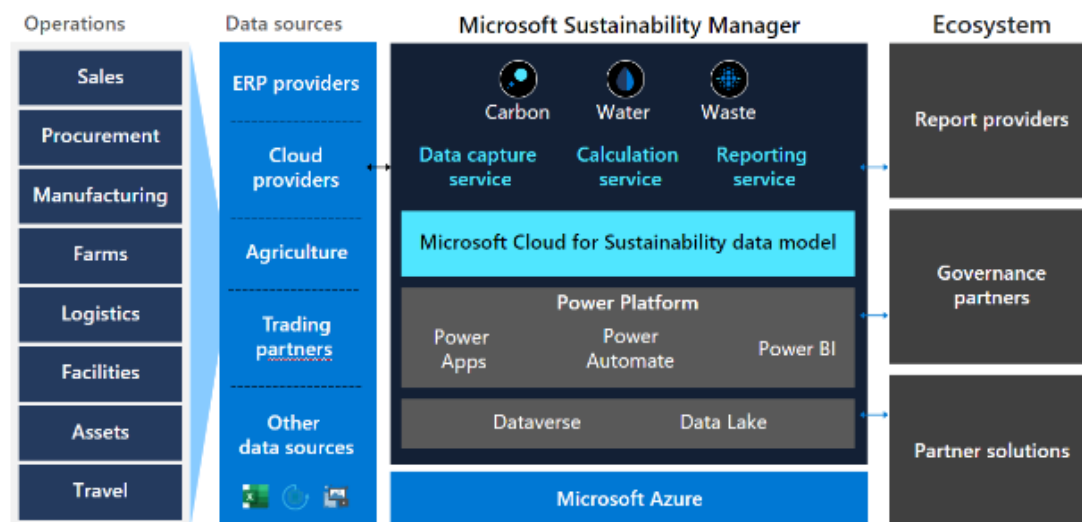


## Skilling

Source	Description	Notes
<a href="#">Azure sustainability guidance Cloud Skills Challenge</a>	Azure sustainability guidance Cloud Skills Challenge: this fun, no-cost, interactive program helps skill individuals and teams on Microsoft cloud technologies via a gamified experience utilizing Microsoft Learn content.	MS Learn
<a href="#">Azure sustainability guidance Microsoft Learn Collection</a>	developed as a starting point to help you find relevant learning content on Azure sustainability initiatives, share this with friends and colleagues today and check back for updates in the weeks and months ahead.	MS Learn
<a href="#">Principles of Sustainable Software Engineering course</a>	This Microsoft Learn module provides a primer on the eight principles of Sustainable Software Engineering, covering a wide range of topics such as electricity and carbon efficiency, carbon intensity, and how to think through the trade-offs required for optimization. Accessible to any level of learner familiar with basic computing concepts.	MS Learn

## Cloud for Sustainability

The Industry Cloud portfolio is an extension of Microsoft's existing Cloud services. As such, the Microsoft Cloud for Sustainability is a set of capabilities that runs on Azure.



### Cloud for Sustainability High-Level Architecture

Component	Description	Notes
Sustainability manager	Microsoft Sustainability Manager is an extensible solution that unifies data intelligence and offers organizations an increasingly automated and comprehensive view into the emissions impact of their entire operations and value chain. It enables organizations to record and more accurately report	



Component	Description	Notes
	their emissions, and continually test and optimize reduction strategies to reach their goals.	
Disparate data integration	Microsoft Sustainability Manager helps integrate disparate data from across an enterprise and value chain—from virtually any business system, solution provider, or vendor—and centralizes it with the Microsoft Cloud for Sustainability data model. Microsoft Cloud for Sustainability data model (new): Cloud for Sustainability water data model (Preview) overview	
Simplified data calculations	It includes built-in calculation methodologies for Scopes 1 and 2 plus several categories of Scope 3.1 Calculation methods for all 15 categories of Scope 3 emissions will be added over time based on the Greenhouse Gas Protocol. (Learn more about emissions scopes.) The nodular structure of Sustainability Manager and Power FX will also enable customers and partners to build complex calculations to address specific needs.	
Seamless, embedded collaboration and planning	The integration of Microsoft Teams enables sustainability contributors to seamlessly collaborate around Sustainability Manager data and insights and make detailed, strategic plans within the flow of work—helping streamline and speed up their workflow. <sup>2</sup>	
Platform flexibility and extensibility	Customers and partners can use Microsoft Azure and Power Platform to extend the core capabilities of Sustainability Manager quickly and easily, with custom industry vertical or horizontal solutions, such as new formulas or reports.	

Source	Description	Notes
<a href="#">Microsoft Cloud for Sustainability</a>	Find partner assets for the Microsoft Cloud for Sustainability.	Requires MCPP access
<a href="#">Introducing critical new water data capabilities in Microsoft Cloud for Sustainability</a>	The new capabilities in Microsoft Cloud for Sustainability focus on standardizing water data for water sustainability use cases, providing a single source of truth through multi-source data acquisition and using the purpose-built Microsoft Cloud for Sustainability water data model (preview) to enable efficient calculations, visualization, analysis, and reporting.	
<a href="#">Accelerate your journey to net-zero with Microsoft Cloud</a>	GA Announcement for Cloud for Sustainability	June 2022

Source	Description	Notes
<a href="#">for Sustainability</a>		
<a href="#">Scale your business and impact with Microsoft Cloud for Sustainability</a>	Environmental sustainability is increasingly becoming a top priority for organizations globally. They are challenged to deliver on their ESG commitments while continuing to balance investments that effect operational excellence, business revenue, market share, and shareholder value. By integrating with Microsoft Cloud for Sustainability, partners have a unique opportunity to help meet the sustainability needs of their customers and grow business.	Inspire 2022 <a href="#">Ask the experts session</a>
<a href="#">Microsoft Cloud for Sustainability Overview</a>	Get trained and co-sell ready: Access training modules at MS Learn	
<a href="#">Sustainability Cloud on AppSource</a>	Cloud fo sustainability services and solutions on AppSource	...
<a href="#">Microsoft Cloud for Sustainability Trial</a>	Microsoft Cloud for Sustainability offers a free limited trial for 30 days	Solutions Center
<a href="#">What's new and planned for Microsoft Cloud for Sustainability</a>	new and planned for Microsoft Cloud for Sustainability	

## Tools and Practices

Source	Description	Notes
<a href="#">Sustainability - Well-Architected Review</a>	Examine your workload through the lens of sustainability.	Microsoft Learn
<a href="#">Emissions savings estimator for Microsoft Cloud</a>	This information will be used to understand your current on-premises footprint and comparable Azure footprint.	Power app
<a href="#">Emissions Impact Dashboard for Azure</a>	The Emissions Impact Dashboard provides our cloud customers with transparency into their greenhouse gas emissions associated with cloud usage. Our Generally Available version and is available for anyone to download.	App Source
<a href="#">Microsoft Solution Center</a>	Ready to set up a new deployment? Choose the cloud solution designed for your industry to get started.	
<a href="#">Industry Cloud Partner</a>	This portal is used for SI/ISV Connect partners to obtain free or discounted non-production	Includes Cloud for Sustainability, FSI,

Source	Description	Notes
<a href="#">Sandboxes</a>	environment licenses with Biz Apps and Power Platform products to learn, test, and deliver end-to-end customer demos with their own solutions. These offers are to be used only on partner tenants, never on customer tenants.	Healthcare, Retail, Nonprofit

## Sustainability Through Solutions

Source	Description	Notes
<a href="#">How IoT, AI, and Digital Twins are helping achieve sustainability goals</a>	Organizations striving to improve their sustainability can make progress toward those goals by using the Internet of Things (IoT) and AI technology that monitors and analyzes their use of resources and resulting emissions.	Azure Blog
<a href="#">Well architecture framework for sustainability</a>	This section of the Microsoft Azure Well-Architected Framework aims to address the challenges of building sustainable workloads on Azure.	Microsoft Learn
<a href="#">Sustainable software engineering practices in Azure Kubernetes Service (AKS)</a>	The guidance found in this article is focused on Azure Kubernetes Services you're building or operating on Azure and includes design and configuration checklists, recommended design, and configuration options.	Microsoft Learn

## Industry - Telecom

### Purpose



A Collection of resources for Microsoft practice building around 5G. For a view of other solution areas, please see the [Taxonomy](#).

To contribute to the PartnerCrucible, see [Contributor's Guide](#).

### Azure 5G References

Source	Description	Notes
<a href="#">Cheat-sheet: The new 5G application paradigms and Microsoft Azure</a>	Infographic or “cheat sheet” we created explaining the key topics related to 5G, fundamental characteristics of 5G, new possible topologies (5G Private MEC and 5G Public MEC), and some details and elements of a simplified 5G architecture when using 5G with Azure Private MEC solution.	...
<a href="#">5G paradigm</a>	How developers can benefit from the 5G paradigm	..
<a href="#">5G Modern Connected Apps news and updates</a>	Sign up for updates	...
<a href="#">Scalable management of virtualized RAN with Kubernetes</a>	Kubernetes for Operator RAN (KfOR) extensions for virtualized RAN	Blog

## Azure Space

Source	Description	Notes
<a href="#">Azure Space Blog</a>	Azure Space Blog	Tech Community

## Industry - Healthcare, Agriculture, Manufacturing, Public safety

### Purpose

A Collection of resources for Microsoft practice building around the Microsoft key industries. For a view of other solution areas, please see the [Taxonomy](#).

To contribute to the PartnerCrucible, see [Contributor's Guide](#).

### Industry References

Source	Description	Notes
<a href="#">Industry Resources</a>	Industry resources	Microsoft US
<a href="#">Microsoft Solution Center</a>	Ready to set up a new deployment? Choose the cloud solution designed for your industry to get started.	
<a href="#">Industry Cloud Partner Sandboxes</a>	This portal is used for SI/ISV Connect partners to obtain free or discounted non-production environment licenses with Biz Apps and Power Platform products to learn, test, and deliver end-to-end customer demos with their own solutions. These offers are to be used only on partner tenants, never on customer tenants.	Includes Cloud for Sustainability, FSI, Healthcare, Retail, Nonprofit
<a href="#">GPS Industry Cloud</a>	Labs and presentations	Github

### Agriculture

Source	Description	Notes
<a href="#">Microsoft Azure Data Manager for Agriculture</a>	Announcing Microsoft Azure Data Manager for Agriculture: accelerating innovation across the agriculture value chain	
<a href="#">FarmVibes.Edge</a>	FarmVibes.Edge involves developing technologies to process large amounts of data in the farm itself – either in the farmer's house or office, or next to the base stations.	Microsoft Research
<a href="#">FarmVibes.Connect</a>	FarmVibes.Connect involves inventing new ways to bring Internet to the middle of a farm, such as leveraging unused TV channels, Narrowband IoT,	Microsoft Research

Source	Description	Notes
	and space communications.	
<a href="#">FarmVibes.Bot</a>	The FarmVibes.Bot platform allows organizations to communicate simply and effectively with any user who has a feature phone (by USSD or SMS) or any user who has a smart phone (WhatsApp, Facebook, Telegram, etc.).	Microsoft Research
<a href="#">FarmVibes.AI</a>	FarmVibes.AI merges data sources, like heat maps, super-res satellite imagery, and other technologies to create a big picture view about a farm.	Microsoft Research

## Healthcare

Source	Description	Notes
<a href="#">Microsoft Cloud for Healthcare Partner Assets</a>	Partner readiness and overview assets for Microsoft Cloud for Healthcare.	
<a href="#">Microsoft Cloud for Healthcare - SI Playbook</a>	This document is Specifically intended to help enable systems integrator (SI) partner readiness for the Microsoft Cloud for Healthcare by answering pressing questions and dispelling common misconceptions	
<a href="#">Explore Microsoft Cloud for Healthcare</a>		
<a href="#">Microsoft Cloud for Healthcare in a Day training</a>		
<a href="#">Microsoft Cloud for Healthcare Trial</a>	Microsoft Cloud for Healthcare offers a free limited trial for 30 days	Solutions Center
<a href="#">GPS Industry Cloud - MC4H</a>	Presentations and labs	Github
<a href="#">Healthcare landing zone guidance</a>	Landing zone for healthcare data platform	Github

## Manufacturing

Source	Description	Notes
<a href="#">A Five-Part Guide to Digital Transformation for Manufacturers</a>	In this eBook, A Five-Part Guide to Digital Transformation: Learn How Manufacturers Can Build a More Resilient and Sustainable Future, explore how to: Engage customers in new ways, Transform your workforce, Build more agile factories, Create more resilient supply chains, Unlock innovation and deliver new services.	Microsoft

Source	Description	Notes
<a href="#">Microsoft Cloud for Manufacturing: Partnering to manufacture a more resilient and sustainable future</a>	Blog post	January 2022
<a href="#">The Road to Intelligent Manufacturing: Leveraging a Platform Approach</a>	Whitepaper - Learn how Capgemini and Microsoft work together to help organizations successfully pass through each phase of their journey to connectivity, automation, and cloud-scale analytics, data, and decision making.	2020
<a href="#">Stay informed about Microsoft Cloud for Manufacturing</a>	Updates	

## Public Safety

Source	Description	Notes
<a href="#">Microsoft CMMC Acceleration Program</a>	We are actively building out Microsoft CMMC Acceleration by developing resources for both partners and Defense Industrial Base (DIB) companies to leverage in their Cybersecurity Maturity Model Certification (CMMC) journey. These tools cannot guarantee a positive CMMC adjudication, but they may assist candidate organizations by improving their CMMC posture by going into a formal CMMC review in accordance with CMMC Accreditation Body standards.	Microsoft Tech Community
<a href="#">Cybersecurity Maturity Model Certification (CMMC)</a>	Home for CMMC support resources	Microsoft
<a href="#">CMMC 2.0 Implementation Guide</a>	This guide is intended to provide small and medium-sized organizations with guidance for using Microsoft 365 (M365) to satisfy the Cybersecurity Maturity Model Certification (CMMC) Level 1 requirements.	
<a href="#">Microsoft Product Placemat for CMMC 2.0 (Preview)</a>	Interactive view representing how we believe Microsoft cloud products and services satisfy requirements for CMMC practices.	Microsoft
<a href="#">CMMC Level 3 Regulatory Compliance built-in initiative</a>	The following article details how the Azure Policy Regulatory Compliance built-in initiative definition maps to compliance domains and	Microsoft Learn

Source	Description	Notes
	controls in CMMC Level 3.	
<a href="#">Understanding Compliance Between Commercial, Government and DoD Offerings - March 2022 Update</a>	In this article, we will focus on each of the US-based cloud offerings from Microsoft and compare the differences in compliance, including the compendium of common factors customers may use to decide which of our offerings align with current and future requirements in demonstrating compliance with US Government regulations and underlying cybersecurity frameworks.	Tech Community

## Innovation at Microsoft

### Purpose

A collection of resources for ideas stemming from research and innovation at Microsoft.

To contribute to the PartnerCrucible, see [Contributor's Guide](#).

### Microsoft References

Source	Description	Notes
<a href="#">Microsoft for Startups</a>	icrosoft for Startups Founders Hub brings together the technology, guidance, and support you need to hit your next milestone.	
<a href="#">The Garage</a>	The Garage is a program that drives a culture of innovation	
<a href="#">Microsoft Partner Innovation Vodcast</a>	Microsoft leaders and channel executives to discuss the Microsoft commercial partner business and highlight compelling partner stories that deliver impactful solutions and outcomes for customers and their communities from around the world.	vlog
<a href="#">Tech Hub</a>	From interactive videos to demos and code samples, find new ways of learning about the science and engineering behind our innovation stories and beyond	Tech Minutes AI Labs Deep Dives
<a href="#">Innovation Stories</a>	Microsoft Innovation Blog	...
<a href="#">Societal Resilience</a>	Building a more resilient society through mission-driven research and applied technology	
<a href="#">Microsoft Research</a>	...	...
<a href="#">Microsoft Research</a>	...	



Source	Description	Notes
<a href="#">Webinars</a>		
<a href="#">Microsoft Research Blog</a>	...	...
<a href="#">Microsoft Research Podcast</a>	...	
<a href="#">Behind the Tech with Kevin Scott</a>	Join Chief Technology Officer Kevin Scott for Behind the Tech, a podcast that goes behind-the-scenes with today's most innovative tech leaders.	
<a href="#">Work Lab</a>	Exploring the Science of Work and Ingenuity	...

### Innovation and Design References

Source	Description	Notes
<a href="#">Microsoft Inclusive Design</a>	Inclusive Design is a methodology, born out of digital environments, that enables and draws on the full range of human diversity. Most importantly, this means including and learning from people with a range of perspectives.	Toolkits: - - Inclusive 101 - Inclusive Activities
<a href="#">#id24</a>	Inclusive Design 24 (#id24) is a free 24-hour online event for the global community. It celebrates inclusive design and shares knowledge and ideas from analogue to digital, from design to development, from planners to practitioners, and everything and everyone in between.	