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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](Contributing.md).

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 with any additional questions or comments.

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# Contrbutor’s Guide

## How to contriute

The Partner Crucible is *heavily* inspired by the azure docs approch and leverages the guidance in the [Microsoft docs contributor guidance] (https://docs.microsoft.com/en-us/contribute/)

You will need to: 1. [Sign-up for Github](https://docs.microsoft.com/en-us/contribute/get-started-setup-github) 2. [Quick Edits](https://docs.microsoft.com/en-us/contribute/#quick-edits-to-documentation)

More advanced scenatios could involve: - [Long running changes](https://docs.microsoft.com/en-us/contribute/how-to-write-workflows-major)

## References

| Source | Description | Notes |
| --- | --- | --- |
| [Readme](README.md) | Github repositorty Readme |  |
| [Collection Template](Template.md) | A markdown template for contributing collections | … |
| [Azure docs contrbution guidelines](https://docs.microsoft.com/en-us/contribute/) |  |  |

# Partner Portals

## Purpose

The collection of links to Microsoft partner portals

## References

| Source | Description | Notes |
| --- | --- | --- |
| [Partner](https://partner.microsoft.com) | gain instant access to exclusive resources, programs, tools, and connections. Join a community designed to foster business growth | … |
| [Microsoft Partner Blog](https://blogs.partner.microsoft.com/mpn/) | … | [Rss Feed](https://blogs.partner.microsoft.com/mpn/mpnfeed)[Twitter](https://twitter.com/msPartner)[LinkedIn](https://www.linkedin.com/showcase/microsoft-partner-network/) |
| [Partner Center](https://partner.microsoft.com/en-us/dashboard) | 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. | … |
| [Partner University](https://partner.microsoft.com/en-us/training/assets/collection/faqs-partner-university#/) | 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. | … |
| [Canadian Partner Zone](http://aka.ms/CanadaPartnerCommunity) | Forums for Canadian Partners |  |
| [Partner Community Webinar Series](https://aka.ms/partnercall) | Join us monthly for important product and program updates, including tutorials that will help both you and our customers down the road |  |
| [Microsoft for Startups](https://startups.microsoft.com/) | icrosoft for Startups Founders Hub brings together the technology, guidance, and support you need to hit your next milestone. |  |
| [Microsoft Customer Digital Experiences](https://cdx.transform.microsoft.com) | 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 |
| [Azure for Partner](https://www.microsoft.com/azure/partners/) | Main page for Azure resources for Partners |  |
| [Azure for Services Partners](https://www.microsoft.com/azure/partners/practices/the-opportunity) | Grow your cloud services business with Azure | .. |
| [Azure for Technology Partners](https://azure.microsoft.com/en-us/partners/azure-technology-partners/) | Azure for resources independent software vendors (ISVs) | .. |
| [Microsoft 365 & Security for Partners](https://cloudpartners.transform.microsoft.com) | Partner *Transform Portal* for M365 and Security | Accessible based on MPN membership and competencies or solution partner standing) |
| [Microsoft Dynamics 365 Partner portal](https://dynamicspartners.transform.microsoft.com) | Partner *Transform Portal* for Business Apps | Accessible based on MPN membership and competencies or solution partner standing |
| [Microsoft Power Platform Partner Portal](https://powerplatformpartners.transform.microsoft.com) | Partner *Transform Portal* for Power Platform | Accessible based on MPN membership and competencies or solution partner standing |
| [Microsoft US Partner Resources](https://microsoft.github.io/PartnerResources/) | 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. |
| [Airlift](https://myairlift.microsoft.com/home_public) | 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. |  |

# Partner Support Plans

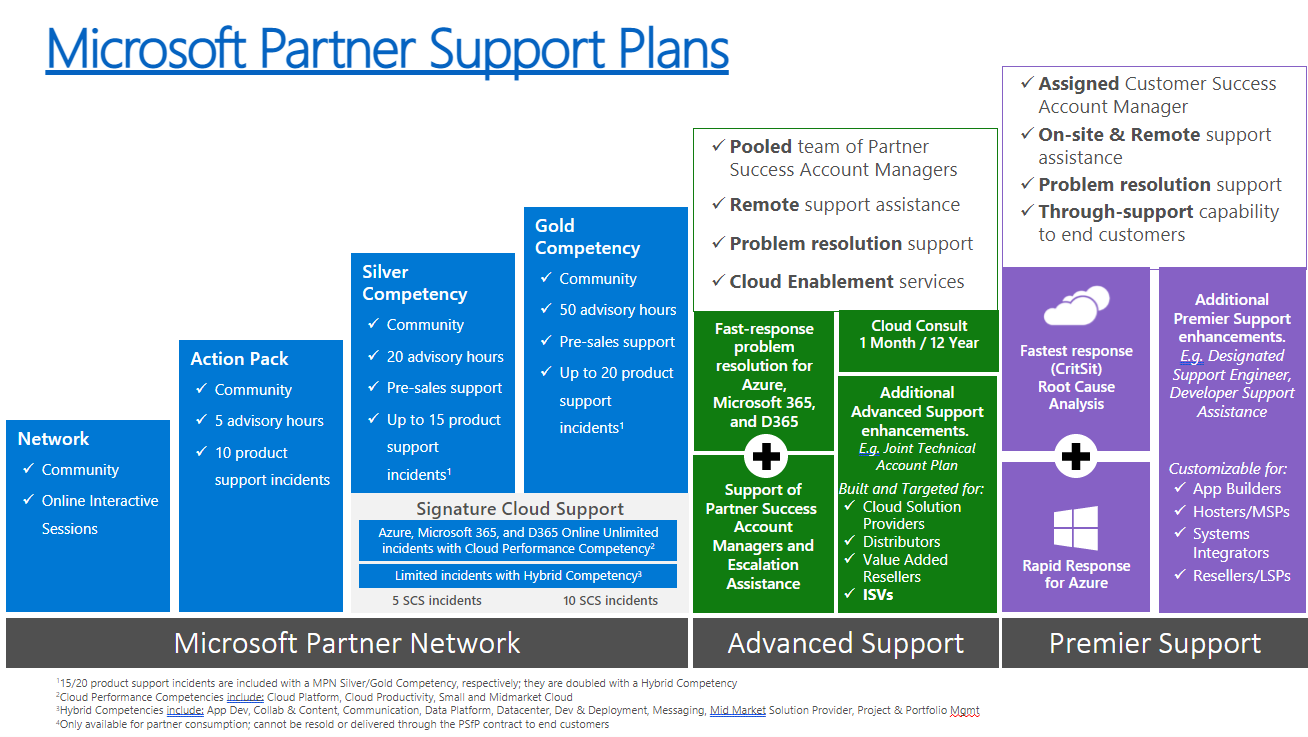
## Purpose

### Global PArtner Services (GPS) Technical Team

The GPS 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 troublehossting 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 (MPN) 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

## Partner Support FAQ

| Question | Answer |
| --- | --- |
| Q. If the customer in 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). |
| When should a partner use is support contract versus customer contract? | It depends on the scenario: -A partner should always want to use “their support plan” versus the customers 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). -Can the end-customer engage with Microsoft support using the partner’s entitlement? |

## References

| Source | Description | Notes |
| --- | --- | --- |
| [Compare Partner Support Offerings](https://partner.microsoft.com/en-us/support/partnersupport) | Includes video and table with a comparison of:- MPN technical benefits - Advanced Support for Partners - Premier Support for Partners |  |
| [Technical Presales and Deployment Services](https://docs.microsoft.com/en-us/partner-center/technical-benefits) | 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. | *Not in scope*: 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 production environment, Code reviews/troubleshooting/performance tuning, application development beyond light proof-of-concepts. |
| [Submit TPDS Request](https://partner.microsoft.com/dashboard/mpn/membership/benefits/technical/createadvisoryhours-servicerequest) | To submit TPDS Request | Requires MPN membership and access to *Partner Center* |
| [Partner Premier Support Training](https://partner.microsoft.com/en-us/training/assets/collection/partner-premier-support-training#/) | Learn about Premier Support for Partners to help you increase your team’s technical capabilities and provide new service offerings to your customers. |  |
| [Providing Support to yourt customers under CSP](https://docs.microsoft.com/en-us/partner-center/customer-support) | Description of support requirements under CSP | .. |
| [Report problems on behalf of customers](https://docs.microsoft.com/en-us/partner-center/report-problems-on-behalf-of-a-customer) | 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 |
| [Microsoft Security Response Centre](https://www.microsoft.com/en-us/msrc?rtc=1) | 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. | … |
| [MSRC - Submit and Issue](https://msrc.microsoft.com/#:~:text=Microsoft%20follows%20Coordinated%20Vulnerability%20Disclosure%20%28CVD%29.%20We%20request,MSRC%27s%20Bug%20Bounty%20Programs%20and%20Terms%20and%20Conditions) | There is a single process to report issues, supported by Coordinated Vulnerability Disclosure (CVD) | … |

## Partner Architecture Desk

* Centralized team of experienced & qualified architects working through and an engagement model offering specific technical services: RFP/RFI Advice, Technical Briefing, Technical Skills Enablement, Architecture Design Session, Proof of Concept, and Deployment Review​
* Engage the partner Archiecture Desk through your Partner Development Manager or Partner Technology Strategist

What is it?

What it is Not?

Support is for only sell With opportunities (there should be a customer)

Collaborate with local CSA With Partner Architecture Desks Architects on different solution areas

Support for Sell-with related Technical Services

Better response time on key areas that need support

Support available remotely

PST Solution Area CSAs are engaged when needed

Practice or Solution Build-With Support

Attesting Partner’ s Architecture

Break-Fix, Troubleshooting

Implementation Support

Not for strategic or engagement that needs sustained efforts

Not for generic Q&A With no customer context

Dedicated CSA Support

It’s not a paid service or limited to defined hours

Staff Augmentation

Scale training

# Solution Partners

## Purpose

Collection of resources describing the evolution of the Microsoft Partner Network (MPN) 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.

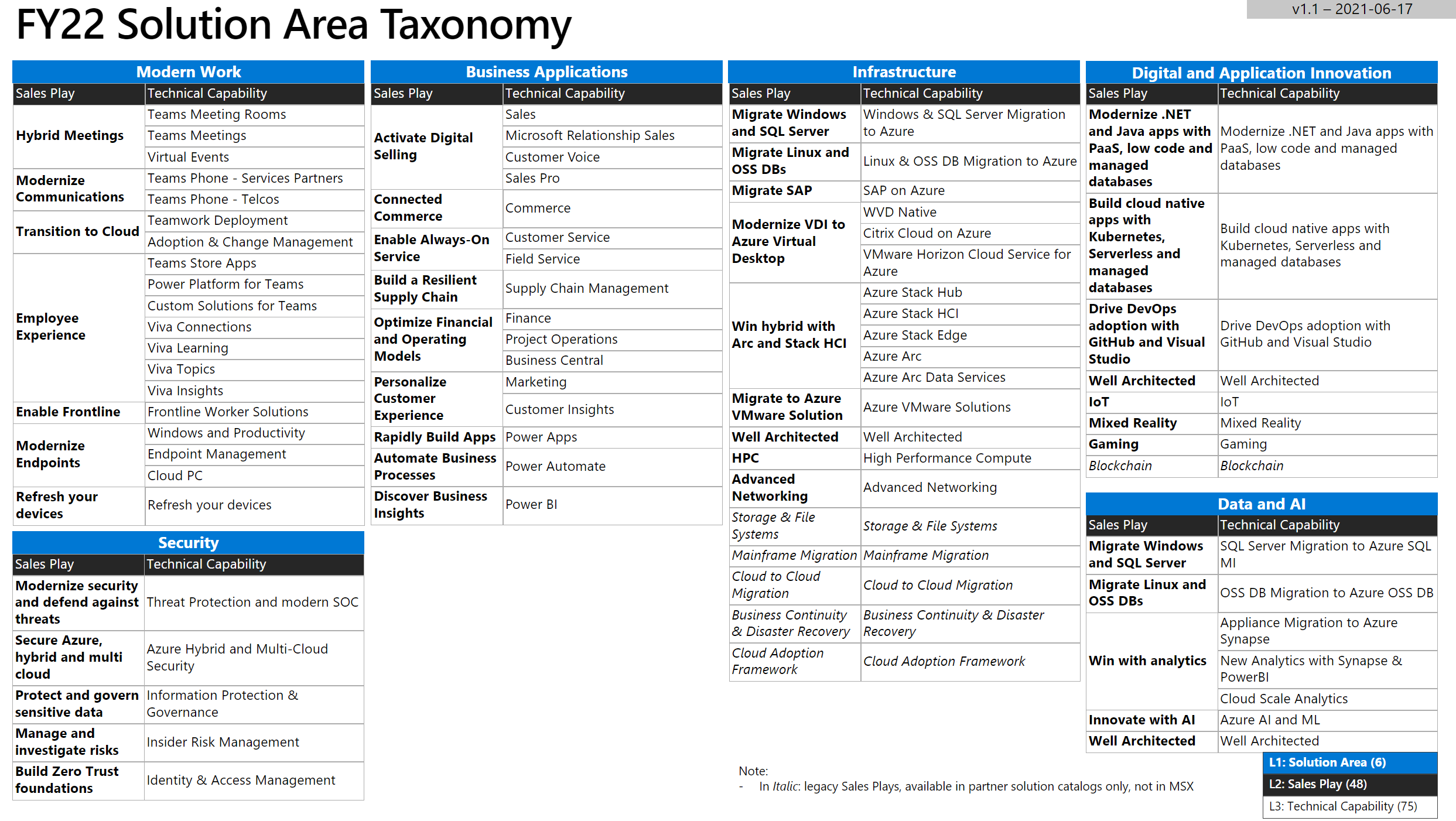
## References

| Source | Description | Notes |
| --- | --- | --- |
| [Landing Page for Partners](https://partner.microsoft.com/en-us/membership/solutions-partner) | 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 |
| [Evolving the Microsoft Partner Network programs](https://partner.microsoft.com/en-us/training/assets/collection/evolving-the-microsoft-partner-network-programs#/) | Partner learning path | … |
| [FAQ](https://assetsprod.microsoft.com/mpn/en-us/faq-find-all-frequently-asked-questions.pdf) | Comprehensive list of questions on program structure, evolution and associated timelines. | PDF download |
| [Partner Capability Score Simulator](https://docs.microsoft.com/en-us/partner-center/solutions-partner-insights#score-simulator) | 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 |
| [Support Resources](https://partner.microsoft.com/en-US/support/?stage=2&topicid=15ae6033-aabe-59cd-af85-5895401a87c0) | 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 |
| [Canadian Partner Post](https://www.microsoftpartnercommunity.com/t5/What-s-new-for-Canadian-partners/Evolution-of-the-Microsoft-partner-network/m-p/67215#M103) | … | … |
| [MPI Vodcast: Unwrapping the Microsoft Cloud Partner Program](https://www.youtube.com/watch?v=rmj0mMd5QU8&feature=youtu.be) | 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 and how the company is investing more in partners. | [Microsoft Partner Innovation Channel](https://www.youtube.com/channel/UCYUkW7seEYoQLNoYEEO32iQ) |

# FY22 Solution Area Taxonomy

## Purpose

FY22 Solution Area Taxonomy



FY22 Solution Area Taxonomy

## References

| Source | Description | Notes |
| --- | --- | --- |
| [FY22 Solution Area Partner Taxonomy](https://aka.ms/FY22TaxonomyPartner) | Structure and Definitions for Solution Area and Industry |  |

# Solution Partners

## Purpose

Collection of resources describing the evolution of the Microsoft Partner Network (MPN) 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.

## References

| Source | Description | Notes |
| --- | --- | --- |
| [Landing Page for Partners](https://partner.microsoft.com/en-us/membership/solutions-partner) | 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 |
| [Evolving the Microsoft Partner Network programs](https://partner.microsoft.com/en-us/training/assets/collection/evolving-the-microsoft-partner-network-programs#/) | Partner learning path | … |
| [FAQ](https://assetsprod.microsoft.com/mpn/en-us/faq-find-all-frequently-asked-questions.pdf) | Comprehensive list of questions on program structure, evolution and associated timelines. | PDF download |
| [Partner Capability Score Simulator](https://docs.microsoft.com/en-us/partner-center/solutions-partner-insights#score-simulator) | 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 |
| [Support Resources](https://partner.microsoft.com/en-US/support/?stage=2&topicid=15ae6033-aabe-59cd-af85-5895401a87c0) | 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 |
| [Canadian Partner Post](https://www.microsoftpartnercommunity.com/t5/What-s-new-for-Canadian-partners/Evolution-of-the-Microsoft-partner-network/m-p/67215#M103) | … | … |
| [MPI Vodcast: Unwrapping the Microsoft Cloud Partner Program](https://www.youtube.com/watch?v=rmj0mMd5QU8&feature=youtu.be) | 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 and how the company is investing more in partners. | [Microsoft Partner Innovation Channel](https://www.youtube.com/channel/UCYUkW7seEYoQLNoYEEO32iQ) |

# Learning Resources

## Purpose

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

## References

| Source | Description | Notes |
| --- | --- | --- |
| [Partner Virtual Training](https://partner.microsoft.com/en-US/training/virtual-training-series#/) | These training opportunities provide chat-based instructors with targeted information delivered in a consolidated time frame to enhance your expertise. | Required MPN membership |
| [Enterprise Skilling Initiative](esi.microsoft.com) | Enterprise Skilling Initiative | By invitation |
| [Virtual Training Days](https://www.microsoft.com/en-ie/training-days) | explore our webinars below for Developers and IT professionals and register for the subjects best suited to you and your organization | … |
| [Microsoft Events](https://events.microsoft.com/) | 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 |
| [Microsoft Azure CLX](https://clx.cloudevents.ai/events/39366311-ad15-4b90-9364-0252213842fa) | 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 |
| [CLX Support](https://support.spektrasystems.com/portal/en/newticket?_gl=1*1am1gln*_ga*ODUwNjk4MDgzLjE2NTE2MjczMDQ.*_ga_WJ29EGCL9Y*MTY1MTYyNzMwMy4xLjEuMTY1MTYyNzMyOC4w&_ga=2.13350832.667915366.1651627304-850698083.1651627304) | CloudLabs support by Spektra |  |

# Practice Building

## Purpose

## References

| Source | Description | Notes |
| --- | --- | --- |
| [Enablement Guides](http://aka.ms/enablementguides) | 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. | … |
| [Cloud Practice Playbooks](https://partner.microsoft.com/en-US/campaigns/cloud-practice-playbooks) | Your guides to cloud business transformation: the Cloud Practice Development Playbooks provide the essential blueprints and tools to develop, analyze, manage, and secure an effective cloud practice that’s built to last. | App Innovation, Business Applications, Cloud Infrastructure, Data PLatform and Analytics, Connected Commerce, IoT, Recruit, Hire, Security. |
| [Build a Practice](https://partner.microsoft.com/en-US/solutions/build-a-practice) | Five-phase Approach to Practice Development: 1. Define Strategy, 2. Hire and Train, 3. Operationalize, 4. Go-to-market, 5.Optimize and Grow | In partnership with Neural Impact |

# Sales Enablement

## Purpose

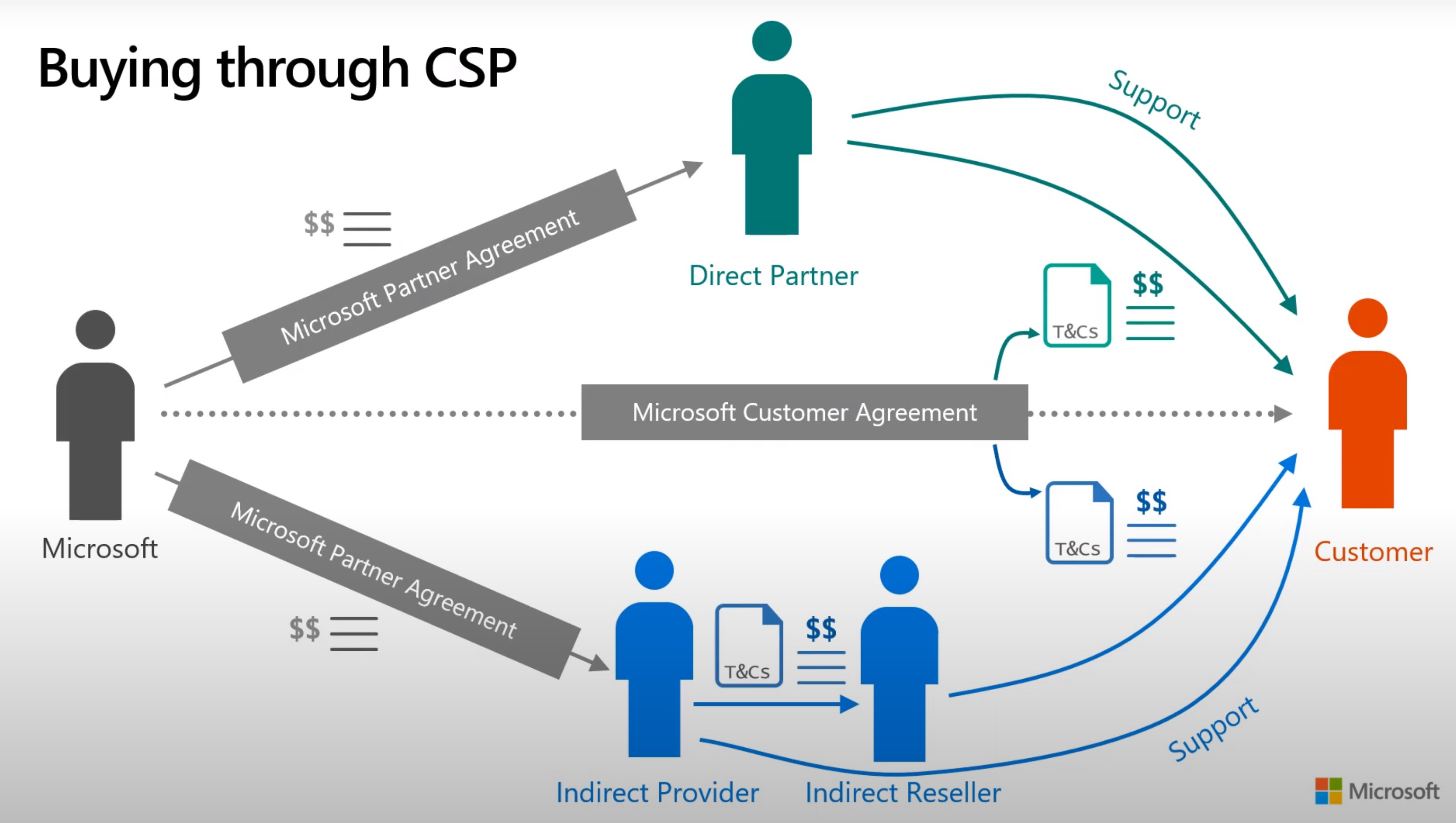
..

## References

| Source | Description | Notes |
| --- | --- | --- |
| [Sales Enablement](https://assetsprod.microsoft.com/mpn/en-us/sales-partner-enablement-guide.pdf) | Refreshed ~monthly | … |
| [Partner Sales Acceleration Program (PSAP)](https://partner.microsoft.com/en-US/training/assets#/?search=Partner%20Sales%20Acceleration%20Program) | … |  |
| [Partner Sales Bootcamp Series](https://partner.microsoft.com/en-us/training/assets/collection/microsoft-partner-sales-bootcamp-series#/) | Each three-hour, virtual session will deliver foundational knowledge for selling each of the four Microsoft Cloud solution areas. | … |
| [Microsoft Customer Digital Experiences (CDX)](https://cdx.transform.microsoft.com) | 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. | … |
| [Canadian Partner Zone](https://www.microsoftpartnercommunity.com/t5/Canadian-Partner-Zone/ct-p/canadian-partner) | Includes Events and News for Canadian Microsoft Partners | … |
| [Event Publication](https://aka.ms/SubmitEvent) | 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. | … |
| [Partner Community Webinar Series](aka.ms/partnercall) | 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. | … |
| [Microsoft Tech Community](https://techcommunity.microsoft.com/) | Community Hubs, Blogs, Events | … |
| [Customer Stories](https://customers.microsoft.com/en-us/search?sq=&ff=&p=0&so=story_publish_date%20desc) | Browse Microsoft customer stories and filter by language, industry, product, etc.. | … |

# Cloud Solution Provider Program

## Purpose



Buying Through CSP

## References

| Source | Description | Notes |
| --- | --- | --- |
| [Get license Ready](https://getlicensingready.com/) | Training and exam for CSP Licensing Specialist | Requires registration |
| [Introduction to the CSP Program](https://www.youtube.com/watch?v=EmkNExt58y4) | Video | June 2021Good walktrhough at ~3 minutes into the video |
| [Introduction to the CSP Program](https://getlicensingready.com/HandoutStore/Introduction%20to%20CSP%20v21.40.pdf) | CSP 1-pager |  |
| [Partner Incentives Overview](https://assetsprod.microsoft.com/en-us/investments-and-incentives-portfolio-overview.pdf) | Partner investments and incentives | FY22 |
| [Providing Support to yourt customers un CSP](https://docs.microsoft.com/en-us/partner-center/customer-support) | Description of support requirements under CSP | .. |

# SaaS

## Purpose

A collection of partner resources for build a Software as a Service offering

## References

| Source | Description | Notes |
| --- | --- | --- |
| [SaaS Academy](https://www.microsoft.com/en-us/saas-academy/main) | 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 Partner Guide](https://www.microsoft.com/en-ca/sites/saas-partner-guide/?wt.mc_id=AID3039077_EML_7970401#getStartedWithISVPartnerProgram) | 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. | … |

# Modern Work Solution Area

## Purpose

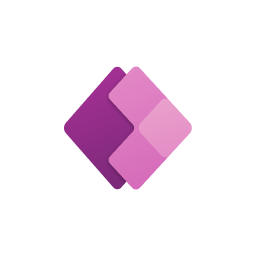
 A Collection of resources for Microsoft practice building in the Modern Work solution area. For a view of other solution areas, please see the [Taxonomy](Taxonomy.md). To contribute to this section, see [Contributer’s Guide](Contributing.md)

## References

| Source | Description | Notes |
| --- | --- | --- |
| [Modern Work partner enablement guide](https://assetsprod.microsoft.com/mpn/en-us/modern-work-partner-enablement.pdf) | Top news, upcoming training, certifications and exams, and additional resources updated ~monthly | Requires MPN |
| [Microsoft 365 & Security for Partners](https://cloudpartners.transform.microsoft.com) | 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 |
| [M365 Partner Community](https://www.yammer.com/office365partners/#/home) | … |  |
| [M365 Partner Community Groups](https://www.yammer.com/office365partners/#/groups/suggested) | Include M365 Lighthouse, Microsoft Desktop Partner, CSP PArtner Community, etc… |  |
| [Viva Business Learning Path and Assessment](https://partner.microsoft.com/en-US/training/assets/collection/microsoft-viva-employee-experience-business-learning-path#/) | 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 programslike Microsoft Viva workshops and investments to grow your Employee Experience practice |
| [Viva Technical Learning Path and Assessment](https://partner.microsoft.com/en-US/training/assets/collection/microsoft-viva-employee-experience-technical-learning-path#/) | 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. |  |

# 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](Taxonomy.md). To contribute to this section, see [Contributer’s Guide](Contributing.md)

## References

| Source | Description | Notes |
| --- | --- | --- |
| [Power platform enablement guide](https://assetsprod.microsoft.com/mpn/en-us/power-platform-partner-enablement-guide.pdf) | Top news, upcoming training, certifications and exams, and additional resources updated ~monthly | Requires MPNP |
| [Microsoft Power Platform Partner Portal](https://powerplatformpartners.transform.microsoft.com) | Transform for Power Platform | Accessible based on partner competency / PCS |
| [Power Platform Partner webinar series](https://learning.eventbuilder.com/PowerPlatform) | a whole new set of webinars to help you understand the path to profitability | … |
| [Power BI Enterprise Deployment Whitepaper](https://aka.ms/PBIEnterpriseDeploymentWP) | The purpose of this whitepaper is to help you make your Power BI deployment a success: it covers key considerations, the decisions which will be necessary throughout the process, and potential issues you may encounter. Best practices and suggestions are offered when possible. | … |
| [Power Platform Technical Airlift](https://note.microsoft.com/CatalogueDisplayPage-SRDEM32625_CatalogDisplayPage.html) | This Airlift event offers an in-depth overview of Power Apps that will prepare you to effectively envision specific business solutions. |  |
| [Power Platform Basic Training](https://docs.microsoft.com/en-us/learn/browse/?products=powerapps%2Cflow%2Cpower-automate&levels=beginner) | Basic Trainin |  |

# Security Solution Area

## 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](Taxonomy.md). To contribute to this section, see [Contributer’s Guide](Contributing.md)

## Security References

| Source | Description | Notes |
| --- | --- | --- |
| [Security Blog](https://www.microsoft.com/security/blog/) | … | … |
| [SCI partner enablement guide](https://assetsprod.microsoft.com/mpn/en-us/security-compliance-identity-partner-enablement-guide.pdf) | Top news, upcoming training, certifications and exams, and additional resources updated ~monthly | PDF Download Requires MPN |
| [Microsoft 365 & Security for Partners](https://cloudpartners.transform.microsoft.com) | 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 |
| [Security Sales Enablement Journey](https://nam06.safelinks.protection.outlook.com/?url=https%3A%2F%2Fnote.microsoft.com%2FCatalogueDisplayPage-SRDEM63796_CatalogDisplayPage.html&data=05%7C01%7CMarcAndre.Morisset%40microsoft.com%7C838c45a00bde435eabe608da295328a1%7C72f988bf86f141af91ab2d7cd011db47%7C1%7C0%7C637867734382724609%7CUnknown%7CTWFpbGZsb3d8eyJWIjoiMC4wLjAwMDAiLCJQIjoiV2luMzIiLCJBTiI6Ik1haWwiLCJXVCI6Mn0%3D%7C3000%7C%7C%7C&sdata=K%2FhJH7u1em6%2FjeMOl0pwPHsckRk1TFXHhZzs1T5FXZk%3D&reserved=0) | 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 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. | April 2022 |
| [Microsoft XDR Partners](https://cloudpartners.transform.microsoft.com/mxdrpartners) | … | Update May 2022 |
| [Microsoft Cloud Security Private Community](https://forms.office.com/Pages/ResponsePage.aspx?id=v4j5cvGGr0GRqy180BHbR-kibZAPJAVBiU46J6wWF_5URDFSWUhYUldTWjdJNkFMVU1LTEU4VUZHMy4u&wdLOR=cA460936E-DCD5-4F25-9C03-7A8EF5C40D44) | By signing up for the ongoing program, you will receive access to our NDA roadmap calls, design exercises, surveys, and private previews. | … |
| [Azure Sentinel Technical Playbook for MSSPs](http://aka.ms/azsentinelmssp) | … |  |
| [Microsoft 365 Defender Demo](https://cdx.transform.microsoft.com/experience-detail/d12fa95b-908d-4d74-bd3b-9549d9d562f4) | 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. | .. |
| [Microsoft Defender for Business](https://learning.eventbuilder.com/M365MDBSeries) | WEbinar series | … |
| [Microsoft Sentinel Training Lab](https://techcommunity.microsoft.com/t5/microsoft-sentinel-blog/learning-with-the-microsoft-sentinel-training-lab/ba-p/2953403) | 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 | … |
| [Microsoft Sentinel Black Belt](https://techcommunity.microsoft.com/t5/microsoft-sentinel-blog/what-s-new-earn-your-microsoft-sentinel-black-belt-digital-badge/ba-p/3071558) | 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. | … |
| [MISA](https://www.microsoft.com/en-ca/security/business/intelligent-security-association) | 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 | … |
| [Microsoft Cybersecurity Reference Architectures](https://docs.microsoft.com/en-us/security/cybersecurity-reference-architecture/mcra) | … | … |
| [Sentinel Technical Playbook MSS](https://www.microsoftpartnercommunity.com/t5/ANZ-Security-Compliance-Practice/Azure-Sentinel-s-Technical-Playbook-for-MSSPs-is-now-available/td-p/39286) | Sentinel Technical Playbook MSSP |  |
| [XDR Cloud Guide](https://mslearn.cloudguides.com/en-us/guides/Investigate%20security%20incidents%20in%20a%20hybrid%20environment%20with%20Azure%20Sentinel) | … | … |
| [Sentinel Ninja](https://techcommunity.microsoft.com/t5/microsoft-sentinel-blog/become-a-microsoft-sentinel-ninja-the-complete-level-400/ba-p/1246310) | Sentinel Ninja Training |  |
| [Defender for Endpoint Ninja](https://adoption.microsoft.com/ninja-show/#upcoming) | 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 |
| [Microsoft Cybersecurity Reference Architectures](https://docs.microsoft.com/en-us/security/cybersecurity-reference-architecture/mcra) | 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 | … |

# Security Solution Area - Sentinel Demos



Sentinel

## Purpose

A Collection of resources for building Sentinel and SOC demos. For a view of other solution areas, please see the [Taxonomy](Taxonomy.md). To contribute to this section, see [Contributer’s Guide](Contributing.md)

## Sentinel Demo References

| Source | Description | Notes |
| --- | --- | --- |
| Microsoft 365 Defender - Demo Hero Environment | - 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 anagement-Automatic remediations from M365 Defender-Playbooks from Microsoft Sentinel | Read-Only environment |
| [Azure Sentinel To-Go (Part1)](https://techcommunity.microsoft.com/t5/microsoft-sentinel-blog/azure-sentinel-to-go-part1-a-lab-w-prerecorded-data-amp-a-custom/ba-p/1260191) | A Lab w/ Prerecorded Data and a Custom Logs Pipe via ARM Templates | … |
| [Cost Worthy Azure Sentinel Demo](https://azurecloudai.blog/2020/09/01/steps-to-create-a-cost-worthy-azure-sentinel-demo-testing-environment/) | Steps to Create a Cost Worthy Azure Sentinel Demo/Testing Environment | … |
| [Azure Sentinel Playbook](https://github.com/Azure/Azure-Sentinel/tree/master/Playbooks) | 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. |  |
| [Overview of Advanced Hunting](https://docs.microsoft.com/en-us/microsoft-365/security/defender-endpoint/advanced-hunting-overview?view=o365-worldwide) | Advanced hunting is a query-based threat-hunting tool that lets you explore up to 30 days of raw data. |  |
| [How to use Azure Sentinel for Incident Response Orchestration](https://techcommunity.microsoft.com/t5/microsoft-sentinel-blog/how-to-use-azure-sentinel-for-incident-response-orchestration/ba-p/2242397) | Microsoft Tech Community Article |  |

# Digital APps and Innovation

## Purpose

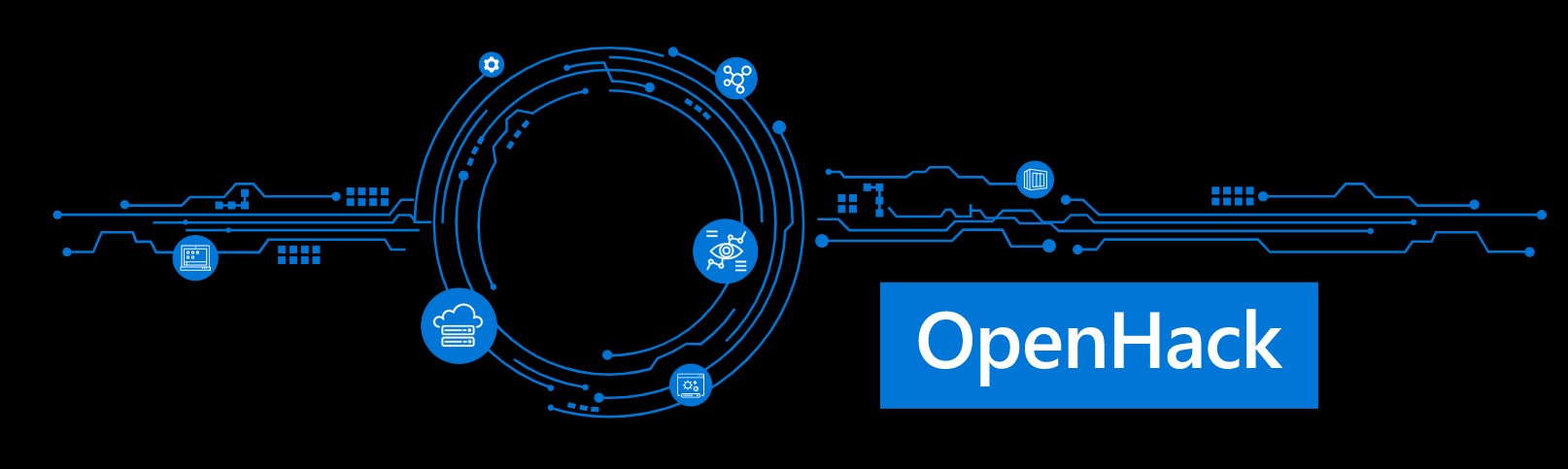
A Collection of resources for Microsoft practice building in the Digital App and Innovation area. For a view of other solution areas, please see the [Taxonomy](Taxonomy.md). To contribute to this section, see [Contributer’s Guide](Contributing.md)

## References

| Source | Description | Notes |
| --- | --- | --- |
| [Java on Azure](https://aka.ms/partner/java) | 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 | … |

# OpenHack

## Purpose



OpenHack

Microsoft OpenHack is a 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.

## References

| Source | Description | Notes |
| --- | --- | --- |
| [Microsoft OpenHack](https://openhack.microsoft.com/) | Microsoft OpenHack |  |
| [OpenHack on Github](https://github.com/microsoft/OpenHack) | OpenHack GitHut Repo |  |
| [Fastlane OpenHack](https://www.fastlanetraining.ca/openhack-ca) | OpenHack offered by FastLane (Canada) |  |
| [WhatTheHack on GitHub](https://github.com/microsoft/WhatTheHack) | Community driven openhack resources | ,,, |

# Sandbox Environments

## Purpose

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

## References

| Source | Description | Notes |
| --- | --- | --- |
| [Visual Studio Azure Benefit](https://azure.microsoft.com/en-ca/pricing/member-offers/credit-for-visual-studio-subscribers/) | Learn how to use the Azure credits that are included in your Visual Studio subscription |  |
| [Dev/Test Subscriptions](https://azure.microsoft.com/en-us/pricing/dev-test/#overview) | Azure Dev/Test pricing |  |
| [Azure Access](https://gearup.microsoft.com/program/azure-access?tab=program-overview) | The Azure Access PoC program provides free Azure sandboxes to customers to showcase the value of Azure and help our field and partners accelerate Azure consumption | … |
| Azure VMWare Services | 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. At the end of 30-days, Trial SKU converts to a paid SKU automatically. One request per Partner (global). Qualification For AVS Advanced Specialization certified partners. Check partner certification status. • As the AVS Advanced Specialization recently launched, we are currently making the following exceptions for: • AVS Co-Sell Prioritized Partner with the commitment to getting certified in AVS Adv Spec in 6 months. • Any AVS partner with at least 1 active AVS customers in pipeline (each customer >= 3 nodes) AND the commitment to getting certified in AVS Adv Spec in 6 months. |
| Azure Virtual Desktop | 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. |  |
| [Sentinel](https://azure.microsoft.com/en-us/pricing/details/microsoft-sentinel/) | Try Microsoft Sentinel free for the first 31 days. Microsoft Sentinel can be enabled at no additional cost on an Azure Monitor Log Analytics workspace, subject to the limits stated below. • New workspaces can ingest up to 10GB/day of log data for the first 31-days at no cost. Both Log Analytics data ingestion and Microsoft Sentinel charges are waived during the 31-day trial period. This free trial is subject to a 20 workspace limit per Azure tenant. • Existing workspaces can enable Microsoft Sentinel at no additional cost. Only the Microsoft Sentinel charges are waived during the 31-day trial period. Usage beyond these limits will be charged per pricing listed on this page. Charges related to additional capabilities for automation and bring your own machine learning are still applicable during the free trial. |  |
| Security Workshop | Azure credits for customer workshop delivery |  |

Microsoft 365 & Security for Partners - Cloud Accelerators Office 365 / E3 Office 365 E3| Microsoft (Free Trial) Microsoft Customer Digital Experiences||