Microsoft 365

FY25 March FastTrack Partner Community Call

March 26-27, 2025

Event logistics

- **Captions**: Go to **More** in Teams for live captions and **select Language and speech and then turn on live captions**. In the bottom right of Teams, select **Settings, Caption language**, then choose preferred language.

- **Materials:** Event content and recording will be made available on the FPC Blog a few days after the event has concluded.

- **Questions:** Please post your questions in the meeting chat. We will be answering questions in the chat throughout the event.

Agenda

Topic	Presenter	Time (minutes)
Welcome 5	Amy Jarosky	5
Top of Mind: Americas, Asia, EMEA	Pranali D., Simon R., Pedro R.	5
FastTrack Partner Center Experience (FPX)	Christian Maier	15
M365 Backup and Backup Storage	Tehzeeb Versey-Patel / Brad Gussin	15
Working with Subject Matter Experts	Amanda L., Ashwini K., Alan K.	10
FPC Qualifications	Tony Curry	5

Top of Mind: Americas

Pranali Desai, Partner Success Manager

Americas

Big thank you for your contribution and collaboration with us…

Progress and key results:

- Partner Success Plan (PSP)
- FastTrack Partner Center Experience (FPX) updates
- Quarterly Business Review (QBR)

Focus areas and asks:

- FPC Qualification/Learning Path
- Leverage Subject Matter Experts (SMEs) and FastTrack Architects (FTAs) opportunities
- Workshops
- Advanced Deployment Guides (ADGs) as pre-sales

Top of Mind: Asia

Simon Rutgers, Partner Success Manager

Asia

Big thank you for your contribution and collaboration with us…

Progress and key results:

- Asia FPC Power Up event
- Partner Success Plan (PSP)
- FastTrack Partner Center Experience (FPX) updates
- Quarterly Business Review (QBR)

Focus areas and asks:

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Today's Events

Wednesday, 26 February 202

Atrium Ballroom
Asia FastTrack Partner
Community PowerUp Event

Microsoft

Enterprise / Mercury
Fairmont Executive Meeting Room

Top of Mind: EMEA

Pedro Roeseler, Partner Success Manager

EMEA

Big thank you for your contribution and collaboration with us...

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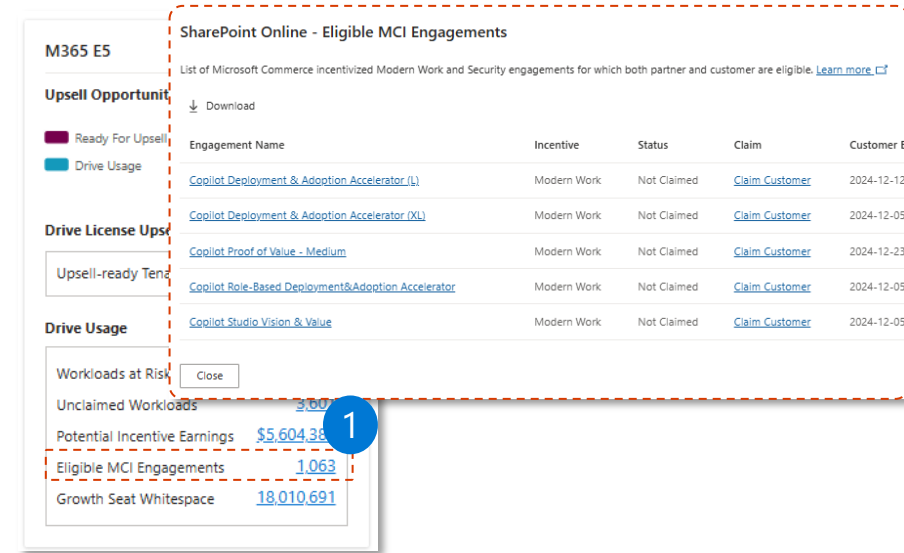- Advanced Deployment Guides (ADGs) as pre-sales

FastTrack Partner Center Experience (FPX)

Christian Maier, Principal Product Manager
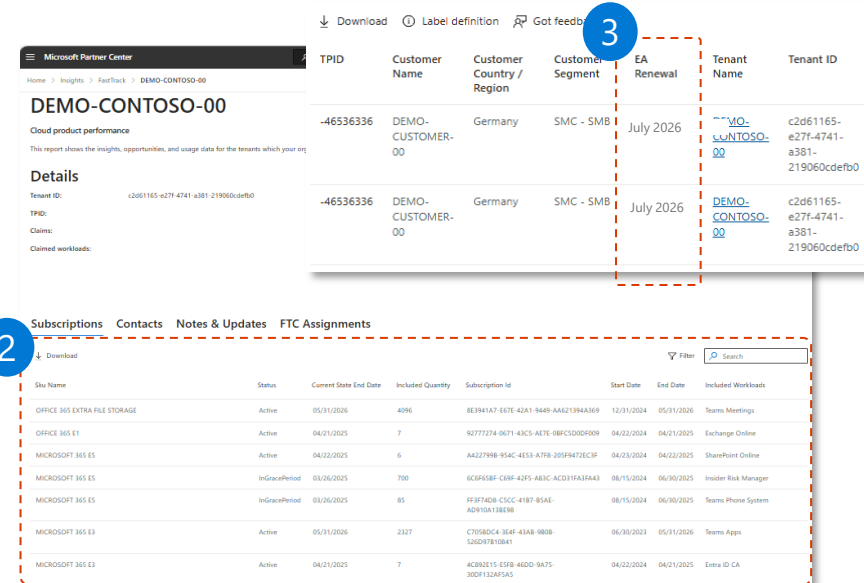
FPX | March Release

① **LXP Enhancements: MCI Eligibility - Released**
- Ability to quickly find eligible customer MCI engagements
- Details of eligibility, engagements start/end dates
- Deep link to claiming or update/edit engagement

② **LXP Enhancements: Subscriptions/Renewals - Released**
- Ability to view customer subscription data
- Detailed data (license type, quantity, start/end dates, grace periods, subs numbers, etc.)
- Limited to M365 licenses

③ **LXP Enhancements: EA Renewals – On Hold**
- Ability for partners to view customer EA renewal date (if applicable)
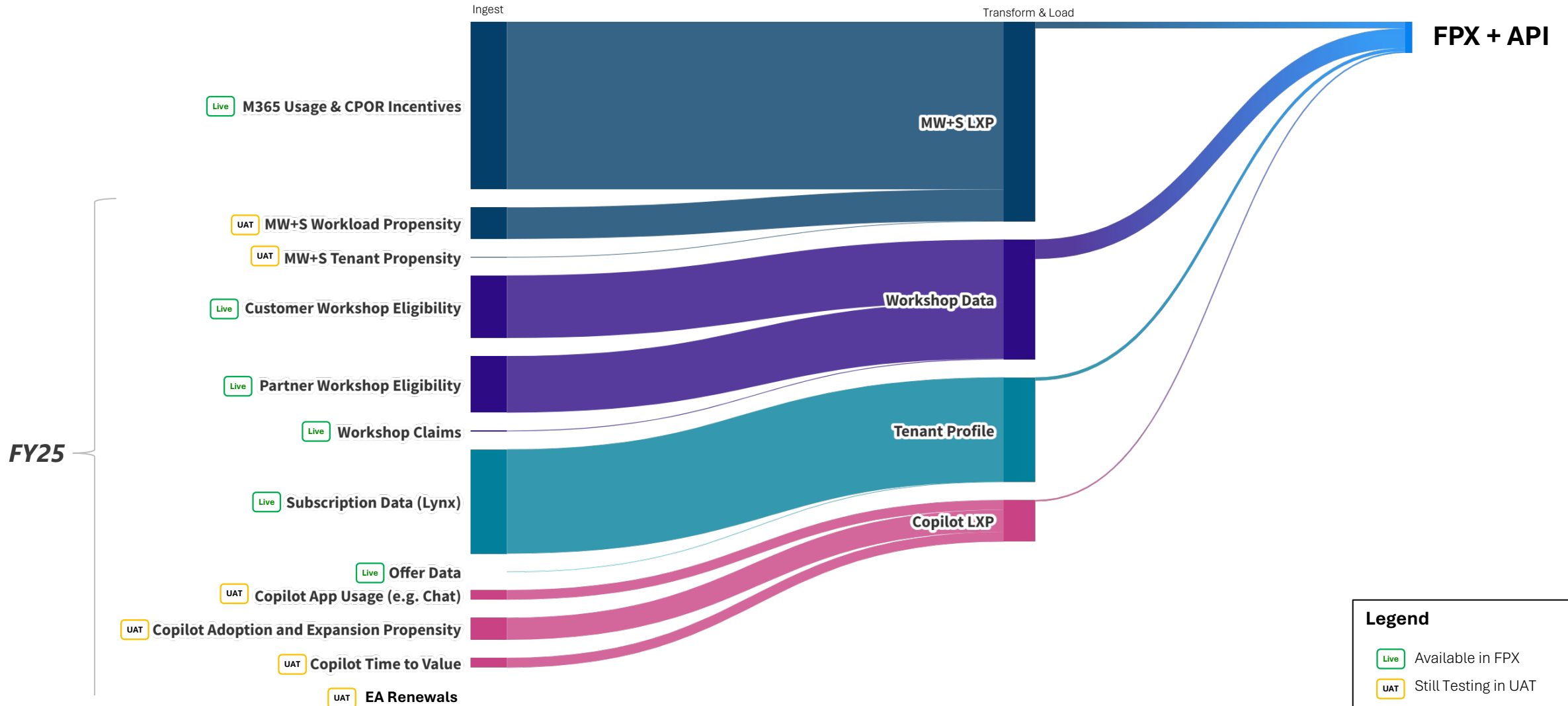- *>> Postponed to next release*

FPX | March Release

4 **FPX In-product Feedback: Micro Feedback - Released**

- Ability to submit in-product feedback via Thumbs Up/Down feature with comments, real-time sentiment analysis
- Extensive and automated real-time reporting including verbatim via internal reporting
- *Don't use for seeking support!*

5 Perf Improvements, Security & Compliance updates, and more...
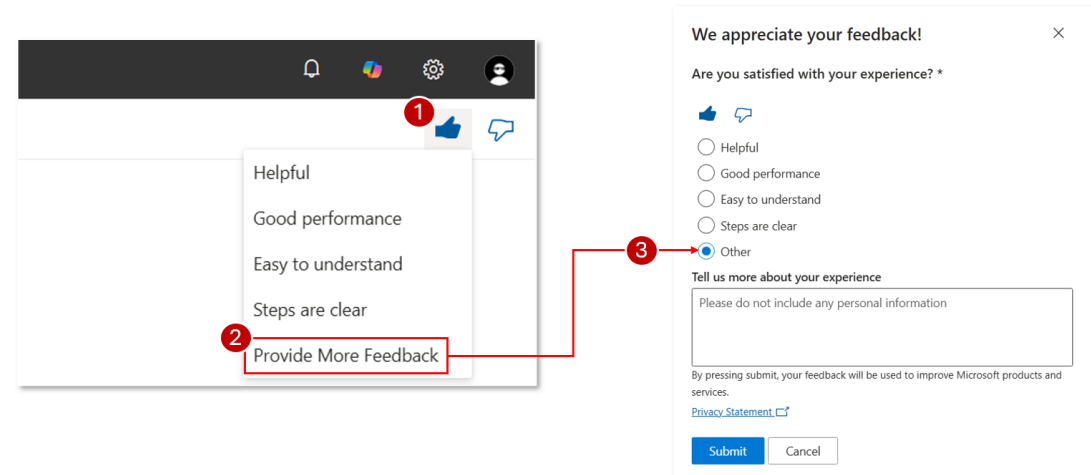
FPX | Data Landscape

Data of FPX (to Scale by Size)

In FY25, the FPX data platform will be ingesting ~400M more records per day than in FY24.

Ingest · Transform & Load

FPX + API

FY25

- **Live** M365 Usage & CPOR Incentives
- **UAT** MW+S Workload Propensity
- **UAT** MW+S Tenant Propensity
- **Live** Customer Workshop Eligibility
- **Live** Partner Workshop Eligibility
- **Live** Workshop Claims
- **Live** Subscription Data (Lynx)
- **Live** Offer Data
- **UAT** Copilot App Usage (e.g. Chat)
- **UAT** Copilot Adoption and Expansion Propensity
- **UAT** Copilot Time to Value
- **UAT** EA Renewals

MW+S LXP · Workshop Data · Tenant Profile · Copilot LXP

Legend

- **Live** Available in FPX
- **UAT** Still Testing in UAT

FPX | Q3 Roadmap

	March – Q4

FPX	❑ **LXP++ Refresh**
	   ❑ *New UX*
	   ❑ *New models*
	   ❑ *Expanded WL*
	   ☑ *Subscriptions*
	   ☑ *Incentives (MCI)*
	   ❑ *Renewals*
	   ❑ *Copilot Propensity*
	
	❑ **Referrals Revamp**

AI	❑ **Partner Center AI Assistant**
	   ❑ FPX Data
	   ❑ Knowledge Base

Platform & API	❑ **FastTrack Partner API**
	   ☑ Limited Pilot
	   ❑ Preview
	   ❑ GA

Call to action

- If you're interested in testing and providing feedback as we continually evolve, please use the [FastTrack Partner Community Volunteer](#) registration form to register as an FPX Early Adopter.

- If you have previously registered to be a volunteer, feel free to fill out the form again to confirm the areas you'd like to contribute.

Microsoft 365 Backup and Microsoft 365 Backup Storage

Brad Gussin, Principal Group Product Manager
Tehzeeb Versey-Patel, Senior Product Marketing Manager

Agenda

Microsoft 365 Backup

Microsoft 365 Backup Storage
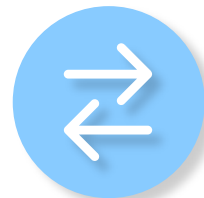
Microsoft 365 Archive

Content is growing at an exponential rate

User-generated

AI-generated

Migration to Microsoft 365

2 billion

Pieces of content added to
Microsoft 365 every day

Microsoft 365 Backup

Get back to business with fast backup and restore

Microsoft 365 Archive

Low-cost, long-term, compliant storage

Microsoft 365 Backup

Get back to business with fast backup and restore

Cyberattacks are on the rise

Ransomware attacks

Security breaches

Malicious deletions

You need real business continuity assurance

Challenges today

Slow export/
import speeds

Permissive security
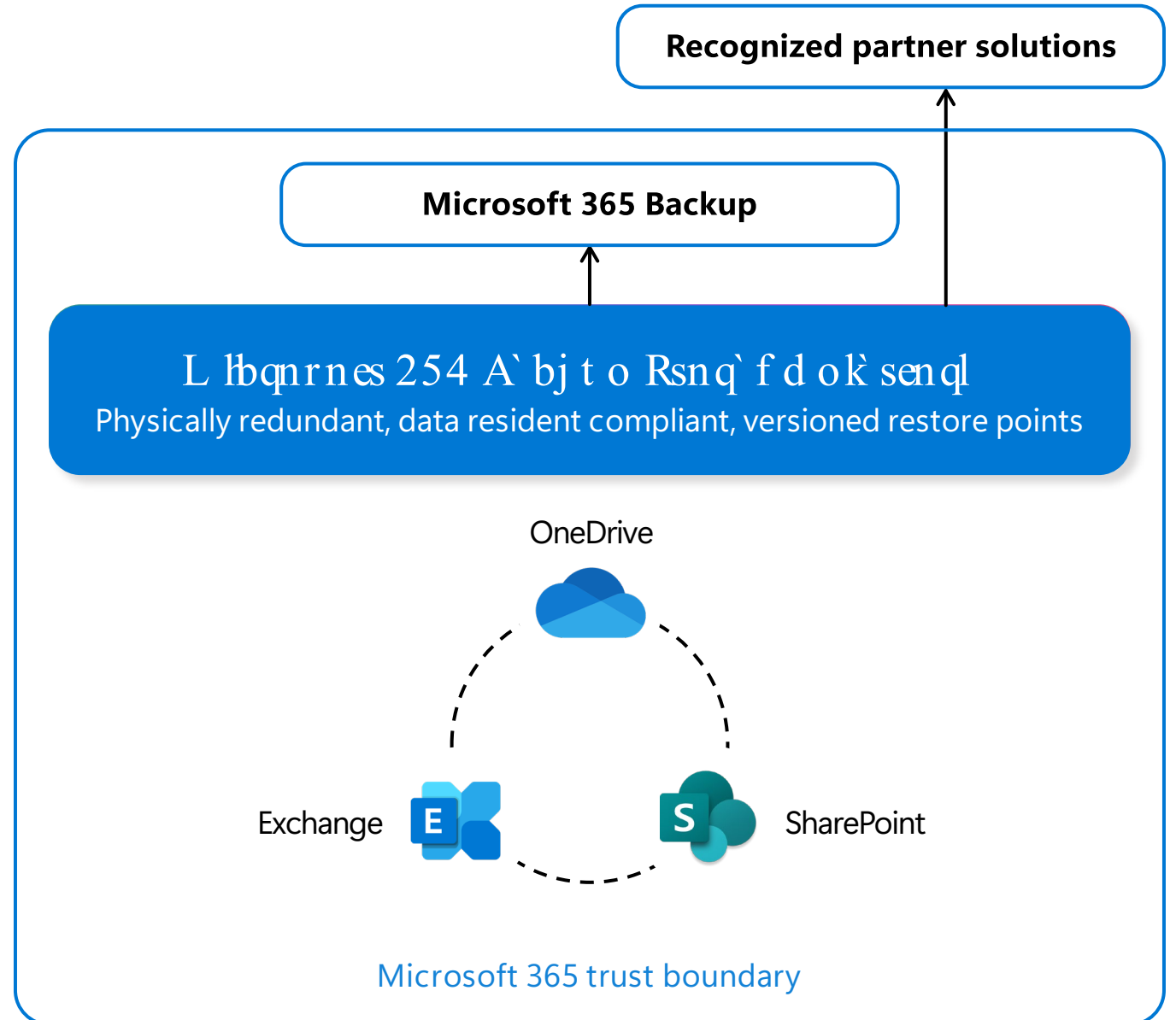access requirements

Unscalable
orchestration

Backup and restore
data fast

Add resiliency
against cyberattacks

Manage on your
own terms

Microsoft 365 Backup is a scalable and secure solution

Recognized partner solutions

Microsoft 365 Backup

L lbqnr nes 254 A` bj t o Rsnq` f d ok senql
Physically redundant, data resident compliant, versioned restore points

OneDrive

Exchange

SharePoint

Microsoft 365 trust boundary

With Microsoft 365 Backup

Back-up and restore data at
ultrafast **speeds**

Microsoft 365 compliance boundary

Simplify compliance, enhance security, and ensure data residency

Automatic geo residency adherence

Data access and scope are strictly limited

Actions fully auditable

Immutable backup storage

Microsoft 365 Backup Storage

Enhance backup and restore speed, security, and performance with the help of a recognized Microsoft Partner

Find a preferred Microsoft 365 Backup Storage solution

aka.ms/m365backupstorage/partners

You're not just buying backup; you're buying the ability to restore

Backup and restore data fast

Add resiliency against cyberattacks

Manage on your own terms

Store inactive SharePoint content at a lower cost

Reduce costs for
inactive content

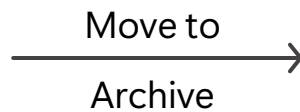Maintain data compliance
and security

Streamline data
management

Discover the benefits of a low-cost storage tier

SharePoint

Standard storage

Active collaboration

Move to
Archive →

Microsoft 365 Archive

Low-cost maintenance

Ultrafast tiering

Intact metadata

Searchable

Single security and compliance
domain

Microsoft 365 Copilot
management optimization

Stay focused on your most relevant data

Microsoft 365 Copilot

Exclude older or unmanaged content

Reduce the risk of oversharing data

Keep archived data within SharePoint

	Standard storage tier	Microsoft 365 Archive tier
Instantly readable	✓	24-hour delay
End-user searchable	✓	Coming soon
eDiscoverable	✓	✓
Honors retention policies	✓	✓
Sensitivity labels and access permissions	✓	✓
Microsoft 365 security	✓	✓
Oqlbd	####	$

Microsoft 365 Archive

Archived storage is only charged when you exceed your tenant quota — **and at a lower rate**

Reduce the cost of storing inactive content by up to
75%

Save on additional SharePoint costs with pay-as-you-go pricing
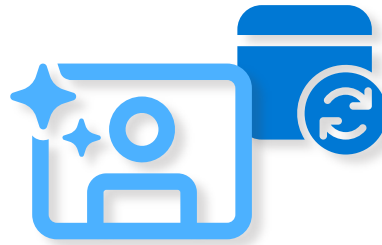
Enhanced Version controls

Intelligently trim versions while maintaining recoverability

Optimized solutions for cyber resilience and intelligent data management

Microsoft 365 Backup

Get back to business with fast backup and restore

Microsoft 365 Backup Storage

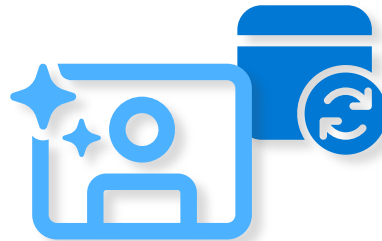Third-party solution from a recognized Microsoft Partner

Microsoft 365 Archive

Low-cost, long-term, compliant storage

Learn more about backup and recovery solutions

Microsoft 365 Backup

⊙ aka.ms/m365backup

⊙ aka.ms/m365backup/adoption

Microsoft 365 Backup Storage

⊙ aka.ms/m365backupstorage/partners

⊙ aka.ms/m365backupstorage/adoption

Microsoft 365 Archive

⊙ aka.ms/m365archive

⊙ aka.ms/m365archive/adoption

Working with Subject Matter Experts

Amanda Lima, Senior Partner Success Manager
Ashwini Kumar, Partner Success Manager
Alan Kyte, Partner Success Manager

Who are FastTrack SMEs

"SMEs are experts on specific M365 and Security products that provide best practices and deeper technical guidance to customers and share valuable insights with engineering teams for product development, improvement, and to simplify the customers deployment experience."

What SMEs do (per the Role Guide)

1. Drive Customer Success
2. Product Improvement and Customer Journey Simplification
3. **Partner Amplification:** Assist partners with readiness and upskilling to drive technical deployments for their customers
4. Readiness / Learning
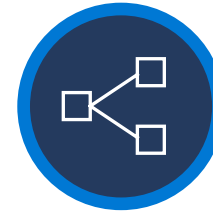5. Operational Excellence

How Microsoft SMEs can assist partners

Collect technical insights and **feedback** for products and services.
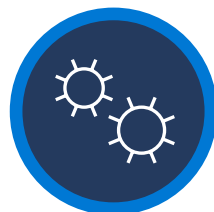
Share technical **guidance** and **good practice** with partners to assist with onboarding.

Provide information about **Advanced Deployment Guides** and how we can use these.

FRPs can request a Microsoft FastTrack SME to **assist** in a customer engagement.

Adoption **tips** from the Microsoft FastTrack SME team

Support partners with customer **technical blockers** to adoption.

SMEs **assist** with preparing customers for Microsoft 365 Copilot rollout and can showcase and help deploy Microsoft Security Copilot in Defender, Purview, Intune, and Entra.

We organize multiple Office Hours a month and regular webinars for our Partners.

Frequent asks SME won't cover, aka Opportunities?

- Reporting – Power BI dashboards, APIs

- Setting up operations – Runbooks, Business Processes

- Automation – Power Automate, Logic App

- Adoption and Change Management

- On-site assistance

- Support related requests - Troubleshooting

Call to action

Take part in the community

- We regularly organize Office Hour calls on specific workloads for you to ask technical questions.
- Stay connected through the [FastTrack Partner Community Event Catalog](#).

Request a SME

- How to request a SME: [KB-01497 · FastTrack Partner Community Portal](#)

FPC Qualifications

Tony Curry, Curriculum Manager

Value of FPC Qualification: Refresher

Recognition,
Distinction, and Attention*

Confidence
and Assurance

Customer Satisfaction
through Knowledge Engagement

Pearson 73%

NPS
NET PROMOTER SCORE

*Upcoming information about the parameters and suggestions for displaying an FPC Qualification on your website.

FastTrack Partner Community Qualifications

FastTrack Advocate

Comprehension of the tools and processes related to FastTrack and the benefits it provides.

Personas

Individuals who advocate for and implement FastTrack across the partner's organization.

Advanced Deployment Advocate

Knowledge of the usage benefits and use cases of the Advanced Deployment Guides.

Personas

Individuals involved in deploying the FastTrack benefit for customers and advocate for a repeatable process.

Migration Associate

Understanding of the Migration benefit and how it is provided to customers.

Personas

Individuals involved in migration with potential and current customers from sales through delivery

Migration Process Specialist

Knowledge of the processes and tools used to ensure a successful migration engagement.

Personas

Any individual engaged in conveying or executing data migration to customers.

Where are FPC Qualifications?

Access

Designed for flexibility and ease of access whether on a smartphone, tablet, or computer.

Value Prop

Flexible, and engaging experience, allowing learners to train anytime on any device. With interactive content, progress tracking, and guided objectives.

Learning Pathways

Structured as sequence of content that guides through a clear, step-by-step training journey.

Value Prop

Ensuring a seamless and engaging learning experience. By following a step-by-step journey, learners can master key skills, gain certifications, and apply knowledge effectively, ultimately driving greater customer success and business growth.

LinkedIn excitement

Recognition, Distinction, and Attention **#GotFPCQualified**

Achieving FPC Qualification allows partners to **capture the interest of clients and colleagues** through platforms such as LinkedIn.

Suchintha Wijesekara · 2nd
Microsoft Operations Specialist | Championing Efficiency and St...
2d · 🌐

Proud to have completed the Fast Track Advocate exam! This journey has been an incredible learning experience, equipping me with the skills and knowledge to drive impact efficiently. The Fast Track program focuses on accelerating deployment, driving adoption, and ensuring long-term success with Microsoft solutions. Grateful for the insights gained and looking forward to leveraging them in the future projects!

#FastTrackAdvocate #Microsoft #ContinuousLearning

Matt Berry · 1st
Customer centric and outcome focused
3d · 🌐

I'm happy to share that I've obtained a new certification: Microsoft FastTrack Advanced Deployment Advocate from **Microsoft!** Ben Tappenden you as delivered...

#Microsoft #FastTrack

Celebrating a New Certification

Ben Tappenden and 7 others

Reactions

17 comments

Kenneth Anthony · 2nd
Business Manager - Microsoft Cloud Solutions
5d · 🌐

+ Follow

I'm happy to share that I've obtained a new certification: FastTrack Advocate from Microsoft!

ZILLIONe

You and 50 others

Maylinn Moseid · 2nd
Partner Alliance Manager
3h · Edited · 🌐

Proud to take the exam in FastTrack advocate, what a journey this pa been. ⭐

The journey that has sent me into new areas and given me new insigh assist businesses, customers, and people in the best possible way. Ma our fantastic Partner Success Manager **Mihai Dincu**, who has truly led t informing, teaching, and supporting me on this journey.
Being a FastTrack Ready Partner highlights our dedication to excellence. our customers with the confidence that they are partnering with a reliabl trustworthy team committed to their success.
We are honored to hold the FastTrack Ready Partner status and are excite continue delivering exceptional results for our customers. 🚀

#Crayon #MicrosoftPartner

Christian KnarvikKjetil KristensenÅsne HoltklimpenPer-Torben Sørensenfr IngebretsenJørgen ToftnerCamilla Brinch HansenOle KyrvestadErik Espinoz Thordén-DyrsetFinn Urianstad

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David Nudelman · 1st
Microsoft Cloud, Microsoft 365, Azure, AVD, Endpoint Management
4h · 🌐

💙 Why We Love Being a FastTrack Ready Partner! 🌟

As a FastTrack Ready Partner, we are thrilled to be part of a program that enhances our capabilities and brings immense value to our customers. Here are some of the reasons why we believe being a FastTrack Ready Partner is a game-changer:

• **Enhanced Expertise**: Being part of the FastTrack Ready Partner Program means we have access to the latest tools, resources, and training. This empowers our team to stay ahead of the curve and deliver top-notch solutions to our clients.

• **Exclusive Incentives**: The program offers us unique incentives that help us grow and thrive. These incentives enable us to invest more in our people and technology, ensuring we provide the best possible service to our customers.

• **Customer Success**: Our customers are at the heart of everything we do. As a FastTrack Ready Partner, we can offer them seamless onboarding, migration, and adoption services. This means they can quickly realize the full potential of their Microsoft solutions, driving productivity and innovation.

• **Collaborative Community**: Being part of this program connects us with a network of like-minded partners. This collaborative environment fosters knowledge sharing and innovation, allowing us to improve and continuously deliver exceptional value to our clients.

• **Trusted Partnership**: Our FastTrack Ready Partner status is a testament to our commitment to excellence. It reassures our customers that they are working with a trusted and reliable partner who is dedicated to their success.
We are proud to be a FastTrack Ready Partner and look forward to continuing to deliver outstanding results for our customers. 🚀

#FastTrackReady #CustomerSuccess #Innovation #MicrosoftPartner #TechExcellence

What should you do, and why

Discuss and **encourage** the FPC Qualifications within your organization

Consider completing one or all FPC Qualification exams to **attain multiple qualification badge(s).**

When you have attained a qualification badge, **display it***

Give us your insights and **provide feedback**

*Email signature, business card, company website, and/or LinkedIn

Event feedback

- Feedback helps us to best serve partners.
- Please take a moment to complete the event survey below.

Microsoft

Thank you