FY25 January FastTrack Partner Community Call [EMEA]-20250130_090033-Meeting Recording

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⊙ **Amy Jarosky (AG Consulting Partners Inc)** started transcription

Amy Jarosky (AG Consulting Partners Inc) 0:19

Everyone, welcome to FY 25 January Fasttrack partner community call.

We are very excited to have you all here with us today.

We have lots of exciting updates for you and information to provide, so we will kick it off with just a few event logistics for you.

If you'd like to turn on live captions, you may do so in your team's app by the more button.

As always, we are recording this call and the event recording along with the deck and transcript will be available on the FPC.

Blog within the next few days, so if you want to rewatch the session or view the materials, you may head on over to our FPC portal and check out the blog there. If you have any questions along the way, we have a fabulous team here ready to support.

You you can post them in the chat throughout the presentation and they will be answered there.

And I will cover the agenda briefly.

To start off, we will have a top of mind for the Emir region and that will be done by Stephane and then our fast track partner center experience will be covered by Christian Mayor Neha Gupta will cover our security section.

Lots of exciting stuff going on in that area and we will end with James Pickering.

He will cover the FPC.

Qualifications for you.

Again, we are very happy to have you all here.

We have a great group here.

It looks like so.

Let's get started with the top of mind for America's oops.

Stephane Almeida 2:00
That would be me.

Amy Jarosky (AG Consulting Partners Inc) 2:00
That looks like.
Yeah, there we go.
All right, here we go.

Stephane Almeida 2:09
Alright. Hi everybody.
Hi dear Fast track community partners.
Thank you for attending today's community call.
It's my privilege to be with you today.
My name is Stefan.
I'm a partner success manager working in enabling the new partners in the community.
So we may have heard my name a little bit somewhere.
So you know, can you go to the next slide please, Amy?
Thank you.
So as some of you may know, I am currently learning how to swim.
At 39, I'm quite proud of it, right?
So this is a big change.
It's not an easy one, but it's allowing me to enjoy so many benefits.
I lost weight.
I I feel now more energized and I even balance my diet better.
So you will ask me, what does it have to do with anything?
Well, I just want to know that I just want you to know that your adaptability and flexibility with how the program evolved.
Recently.
Is super important to us learning more about the program is really the secret for the success.
So you have been key in collaborating with our team, the partner success managers, the fast track architects, the subject matter experts and our Microsoft field.
You know, always driving for the success of our customers and of course your

success as a company.

So I wanted to thank you for that and congratulate you on your efforts.

So of course we are all working as a team here and we are doing an incredible job so far in the fiscal year.

So we enjoyed recently a power up event in London in December.

So it was so nice meeting you, had a lot of partners in My Portfolio that were able to attend.

So this this was really a golden opportunity to meet with the program team with the PSMS and partners and we had a subject matter expert in the fast track architect.

So we really had rich discussions.

And I hope this really helped you understanding better the program value proposition.

So Speaking of which, you know, get familiar with the three pillars of our of our value prop, right.

So deployment opportunity pipeline partner business efficiency and the special programs that we have for you, if you don't have any questions, you know, reach out to your partner's success managers. And Speaking of them, you have been key in helping the former fast track partner managers, the F.

Ms. becoming partner success managers.

Ensure that you have the right people with your with your PS Ms. in the calls so the discussions can be even richer and more meaningful and targeted.

Of course, review your progress on the partner success plans.

Keep track of your influence revenue and follow up on your referrals so you can optimize the chances to capitalize on value add services.

So regarding the asks. So of course keep the focus on copilot and security right, use our resources and the sessions.

We are inviting you to optimize your momentum and have quality conversations with your customers.

Of course, you are always invited and and encouraged to leverage our FPX reports. We'll have a great presentation later on about our reporting and capitalised on the opportunities available. So your PSM is available to help you with the the analysis.

I always say that in my calls.

Keep claiming C pores.

Try to do as early as possible in the project, so all that monthly active usage growth you are generating is being accounted for, right?

And there might be some incentive somewhere, so use also are fantastic advanced deployment guides with your customers.

This will help you go faster and optimize your success.

The advanced deployment guides are really a secret for you to drive the best way possible the deployment.

Minimizing the risk of eventual issues on your deployments with the customers.

Let's not forget about our smeeze, right?

They are available to help you and your customers.

Keep in mind that you can submit the smear request each time you need assistance with either the fast track scope. If you're not clear about something. If you have a blocker in your engagements, or if you simply need additional reassurance on the delivery, you're making our fantastic SM.

Team is there to help and reach out to your partner's success managers in case you need additional information on how to request those.

Fast Track architects also are a pillar for success with our prioritized accounts.

Connect with them to discuss about next steps and potential opportunities.

The FT as we call them Ftas also keep a very good connection with the account teams.

So really, if you don't know who the FTA is for a specific account, you have your reports that will show to you.

Or you can again connect with us so we can help you find out who they are. And eventually.

Set up an intro call.

So now I will wish you all an excellent community call.

I will leave you in very good company with our next presenter.

So I think that would be Christian, right? Thank you everybody.

I will be in the chat monitoring some questions.

Christian Maier 7:13

Thanks, Stefan. I appreciate it.

Hello everyone.

Thank you for being here.

My name is Christian Meyer and I'm the product manager responsible for the fast track partner center experiences short fpx and I'm excited to walk you through what's new with our product.

Unfortunately, I'm not responsible for the CPO part time.

I see you.

You have feedback on it.

But mainly responsible for the FBX experiences.

So in this segment, we'll be diving into features recently released, but also what's coming next and what's on our road map.

Our goal here is to provide you with a short overview of the features in scope, and I hope also to get you excited over what's coming.

So let's get started.

So looking back early last summer, we launched the rich propensity data also showed lxp tied with usage and incentives data to help you better optimize your customer engagement, build your customer pipelines and looking at our telemetry, we seen that 99% of our fast track ready partner.

And almost 80% of our FPC partners are coming months of a month to fpx to consume the data.

To leverage incentives.

And also obviously to to get our referrals.

So we're totally excited to see the interest and therefore we continue to double down month over month on our investments for you on data and our mission and vision is to help you solve the challenges you face with data, with propensity with your customer list to help you.

Provide the right data at the right time to help you.

The goal is.

To help you have efficient customer engagement to help you grow your business with your customers.

And I'm happy to announce that that we are very close to release our new propensity data in a completely revamp opportunity.

Tab here. Within month, we're just maybe a month away from it.

And here is where we want to we will quadruple the data, not double the data, quadruple the data.

We're expanding to more workloads. We're going from 13 to 21.

We're putting a lot of emphasis on providing a customer platform specific for E3 and A5 up still and we doubling down on copilot. This is completely new.

We we don't have this currently and bring it also there propensity data ultimately we want to give you a 360° view of your customer.

With all the propensity incentives data.

And more.

And we want to do it incremental as soon as we have new data, we'll bring it.

We surface it in in your fpx experience, and I know you're very, very familiar with how challenging it is to get data from Microsoft and and and and bring it together to to just find this opportunities.

And and we want to take on the problem.

That's that's basically what the Fpx team does.

We want to take the problem for you.

Sort the data challenges behind the scenes.

Obviously we have to deal with them now, but but it's way easier for us to.

To deal with with the data challenges internally than than for you from external, but then bring it in fpx and that being the one stop shop for you where you can access this data.

All right, let's move to the next slide.

So a couple of things.

So after we release, it was early summer. The first lxp data, the opportunity data.

The first questions came from you guys.

So like hey, I want to be able to sort the data and find opportunities based on the region.

The country by customer side and in some cases also segment. So we brought this.

Late last calendar year, so you can now go in ftx and sort the propensity database on on these.

Another feedback or another effort also from a faster team as you you heard from Stefan was to help you leverage the Advanced Deployment Guide.

So we brought these.

Into fpx.

So it's it's a very QikLink that is tied to each workload.

So as you work an opportunity data, I engage with the customer.

So you can quickly click on hey, what's going on with the diploma?

God, let me quickly read up on what is recommended.

It has rich data.

So you you can you can take a look.

Later this this quarter or maybe this fiscal year, we will also bring.

Usage data of ABTS of your customer. So you can take a look.

Say OK.

What did the customer do with 80G so far?

Did they engage with them?

Did they activate them?

Before you engage with the customer, so you have a good understanding what customers did with the AGS.

So you can go back and say like, OK, let me take this over customer. I'll help you from from this point on.

And apply. This is obviously up to you.

It's it's not a data point to help you improve your customer engagement and help the customer.

Another thing we tried to bring it towards end of last calendar year.

Unfortunately, due to some data charges took us a while so, but I'm I'm I'm happy to announce it.

We're currently testing it is the MCI eligibility where you will be able to go in an fpx an opportunity data.

You'll see all the workloads and customers that are eligible for an MCI workshop, but they not only show you the eligibility for customer and workshop, we also show you. The you're eligibility.

So we we bring everything together.

And then surface it in fpx so that way you're you're sure that, hey, I am eligible, you can click on it, you can see all the details to start and end dates and some of these MCL time bound and you can quickly sort this and export it to.

Excel together with the the whole opportunity data that of of the customer.

So another thing that we've been working on.

Cool, alright.

The next slide now moving into this current quarter which is generate March.

Another thing was asked for you and it was one of top ask is especially coming from CSP partners is hey, I also want an opportunity to see the earning.

Yes, we've been working on that though.

We hit the data roadblocks and pulling the data.

Hopefully we'll get unblocked soon.

I get estimate for my DIRECTV by end of this week.

So once we have that unblocked, we'll resume the development and then we'll move into testing.

So that should be also within this the current quarter also be done.

And and bring to you. So this way you also have another data point that you can take a look as you formalize your engagement or you want to prioritize your customer pipeline to find out.

Hey, let me first have a discussion with with the customer.

That maybe have an upcoming renewal.

Similar, the next feature that is currently in testing and we hope by February we'll have it also out. It's could complete. The only challenge here that with some data data, some subscription data missing.

So we're we're closing the loop on the data side.

Is the ability to view.

The subscription.

The subscription details of a of a tenant.

So you can go in. You can see here #5 and you'll be able to see.

What are the subscription that the customer has purchased?

What are the start and end dates of the the the subscriptions?

Are there any grace period? When is the grace period expiring?

Or the subscription ID.

What are the workloads including in this various subscription? It could be multiple so you you can also formalize the approach as as you engage with the customer on specific subscription video.

All right.

Now I see a couple of question on I'm just going to the chats. While while we look at this one will is here.

How do you position fpx versus M365 Lighthouse?

A very, very, very good question.

So Lighthouse is specifically tailored towards SMB and obviously Csps and provides in addition to.

Opportunity data.

Also, the ability obviously to use manage the customer tenant, the manager on behalf part of it. Now fpx is more tailored towards fast track partners.

So you gotta be in a faster partner community.

You'll be a faster, ready partner to be able to see the opportunities and also receive referrals and more, but we are having to focus more towards.

The SMC and the enterprise space.

So that is something that light us doesn't have.

They focus purely on SMB.

It does mean that we are looking into bringing up the same opportunity data for SMB also in here maybe later this this fiscal year. So obviously you have also opportunity around the opportunity around SMB, but we're not planning to obviously bring the manage on behalf or any of.

These.

Work on behalf, manage on behalf capabilities into Fpx we're purely.

Be focusing on the data insights, the referrals and all the programs that are attached specific to fast track.

Will we see an increase in fast track referrals?

This one I I want to put a pin in, maybe have Elsa or anyone on the team answer that, but I know that the team is working on increasing the referral.

So, but I'm not a expert here.

When will Microsoft resume the deployment of modern deployment vouchers?

Also, I put the pin on it.

Because I don't think this is something specific that I can answer.

And then folks will, oh, I'll answer this. OK. OK then on MCI.

Amy Jarosky (AG Consulting Partners Inc) 17:54

Yeah, Elsa, Elsa answered. That Christian.

Yeah.

Christian Maier 17:59

Another question here on is copilot and cybersecurity.

Yes. So we'll bring.

First on copilot, definitely.

We'll have also the MCI listed.

On CSI, that data will come.

We're still pulling that and we'll hopefully if we don't have that in in the first release, we'll fast follow with it.

So the sooner we have the MCI data, we'll bring it in and Fast forward to the CSI data.

On MCI eligibility.

On CSI eligibility as well.

Eligibility for promotions here.

Rosita, would you mind providing me a little bit more details on what promotions are and happy to answer.

So the other one is, will you ever be able to sync the CSV data?

Help understand which customers aren't associated with absolutely.

So currently nothing else I've brought in the you talked, I think I'll say you mentioned like something the king, the keys to the to the data.

Security is the the Cpor association is the key to the Ftx data Kingdom. That was funny.

So currently we use.

C Port as the association mechanism.

Show you the propensity data inside your customer, obviously because we want to ensure that we're compliant and and and follow through on our promises with our customer and privacy and and all of these these things.

Now we also understand that there are challenges with sepur. In some cases, you cannot claim the customer that you've been working on and then don't see the propensity that which is a bummer, and also for us it's bummer because we want to bring you the propensity to help.

You.

Be successful with the customer to help you drive growth and revenue, which obviously Microsoft will benefit from it as well. But we want to do it, apply it compliant way and respect the privacy and all of these things so.

In addition to seaport, we have been working on expanding the association to other and Csps, the one that is next in the line.

So.

And and you will be able we we won't have it in the first release but you will be able to see the also the associations that you have with the customer and what data you will see with them.

So we want to bring you this capability in the new version of the tenants tab that we're working towards more end of the fiscal year.

And then traverse the data and it's like, oh oh, looks like for this customer I see opportunity.

Data because they have.

No, because I have a association here.

But definitely this is coming.

We also explore other associations like hey I I'm already in a faster program.

I I delivered a modern work. I worked on a modern work deployment with a voucher.

Why can't I see the the opportunity data I I or or I I accepted the referral and and and and worked with the customer on a referral.

Yes. We also plan to expand to these type of associations, so.

Definitely something top of our mind.

Now to the big two releases that we've been working for quite some time.

Are these two here on the slide?

This is my last slide.

It is in in in the original release last, last summer, we brought in the FR2524 lxp model and then since then obviously our data scientists worked on the next version of the propensity data build, new models expanded to 20 workloads from 13.

And it's 20. Workloads are security because we know security's key, especially for a three and A5, upsell and expansion. And obviously they also have a lot of incentives for you also to get.

So we brought or bring you propensity for more workloads.

Tailoring. Obviously, as I mentioned towards E3 and E5, upsell and expansion in in with the big pivot on SMC and Enterprise because that's where the big money is.

So definitely this is coming.

This models have increased prediction accuracy, has more more data in it, more propensity data and and also in addition to that we also have risk assessment data.

So we will tell you, hey, this customer is at risk of of losing at the next renewal because they have a lot of license.

The usage might be low. We look at trending data and other factors and and bring it up.

As I mentioned also we we tie eligibility to all of these and more.

And we simplified the streamline the experience to make it even easier to find opportunity.

We we we summarized it.

We provide KPIs on top of it, of the the the key metrics for you to take a look at how many are at risk, how many are blocked, how many are ready for up sell.

So just quickly click data sorted charts to quickly click in it. Data sorted.

So this kind of things, the second release here.

Is around copilot propensity.

This is completely new.

We don't have it yet.

You might have seen propensity to also come from PDMS and others shared in files.

We want to bring it to you directly so you don't have to rely on someone sharing you some professional data in a file. Just have have the ability to just go in fpx file the propensity data and here is very key that there are two scenarios we bring.

Propensity 1 is what if the customer has no licenses? What should I do?

So in this case we bring a usage data off the hero scenarios that we consider being key.

To look at if the usage is high, for example if they use teams meetings or if there's teams chat or they use outlook.

So the usage is high.

They don't have a copilot license.

That's a great opportunity to to to have a discussion say, hey, let's try a license here. Let's see the value and and obviously attaching on MCI if they are eligible and you can get some money for it to have a copilot value.

Discussion proposition, discussion, right.

Something it's easy to find the data to to to have this discussions and in addition to that, we also bring in the the free usage of copilot to you that customers have. So you can take a look at customers using maybe copilot in Edge where you click the. Copilot icon and you can use it without the license or have the copilot app running on the on the PC and this usage. That's a good point for you or data inside so you can work on a free to paid conversion type of.

Engagement say, hey, looks like they or your company already uses it. Your employees using it.

Let's let's try a couple of lines and see how it goes.

So that kind of data points we want to bring to you, to arm you with with this this data to be to be more pointy in the discussion you have with the customer and then obviously the second scenario is all around the the they have a license but.

The usage is slow and in this cases we have done a lot of additional data to tell you hey.

What's going on with adoption?

Are they are?

Is there a call start problem where they have licenses?

They tried 3 for a while but they don't move.

How long does it take the customer to to hit the healthy usage based on the current

usage pattern?

So time to to to value provide a metric on that. We also show you why.

Why do we think that?

Where do we think the customer might be blocked on?

Oh, this is where we pick a lot of signals internally, support tickets and others.

To apply a lot of AI and MLN.

All of these things, we throw it at the signals and then we get an indicator to say, oh, maybe the customer is blocked on a legal thing or a technical thing on a compliance thing.

So we provide you this data insights obviously to help you in the discussion with the customer to say, hey, customer, I see that you have some some privacy or legal or.

Similar issues. Hey, let me help you.

I have a security practice.

Let me help you address these and boom, that's a great door opener.

To have with the customer.

So this is all coming here around copilot. And as I mentioned before, obviously the MCIC for eligibility that will be part of that and potential earnings that we calculate for you as well as Adgs.

So all of these is coming here quite a lot.

So that's that's everything I have on this slide.

We are very excited and we hope February towards March that these two releases will come out.

The modern work security propensity data will be earlier out, hopefully February.

The Compilot would fast follow.

I just need to work on both, so thanks for that.

But yeah, we will take time to test it.

So if you are interested in.

Also getting early access to this release, please let your PSM know more than happy to bring you in the early preview.

Give you access to these new features and data to just take a look and obviously to give us feedback.

Let your team know that things are coming and rest assured in the coming weeks and months we will have technical office hours to give you more more.

To bootstrap you basically on this new new data and experiences there's a lot of new new data that is coming and we will will document it well.

Will provide the trainings, will have office hours. So to help you like quickly dive into this new data.

Alright, think I went a little bit over.

Apologize for that.

I'll take a look at the chat and answer the question offline. Thanks for having me.

Neha Gupta   28:12

Hi, Amy.

Ready to go for me?

Amy Jarosky (AG Consulting Partners Inc)   28:15

Yep, take it away, niha.

Neha Gupta   28:17

Thank you so much. Hi everyone.

A quick introduction about myself.

I am Neha Gupta.

I am the global partners killing lead for security, compliance and identity and and I build consumable training sessions for all these segments of partners across all solution placed within security.

So let's just get started because today I'm going to be talking about more focused about AI and how do you secure your copilot?

Or M365 copilot.

So this is just a representation of how fast AI was consumed.

You know, so it just took two months for chart GPD to have more than 100 million users, and the AI consumption has been growing since the launch of our first AI product, which was open AI. And then, along with Chad GPD, it was a revolutionary technology and it.

Just got consumed so fast that you know it.

Obviously it represented that we really need to do much, much better with our data.

Security and overall security and cybersecurity features along for all the customers and all the organizations.

So I'm gonna talk about how do you work with cybersecurity?

How do you get knowledge about how do you secure your customers data?

When you are as a fast track partner is going and implementing M365, copilot and

other other AI features.

So moving on the next slide, just like this is not a new for you, but you know you have been working with N365 copilot and you know what it is.

It combines the LLM models with your Microsoft graph and it includes all your data that you want to share it with it right.

It it, it is literally inbuilt in all of those Microsoft Thirtyfives.

365 apps plus you can use the web as web. So if you see the exposure to the data is not restricted to you, it exposure to the data lies within and outside your organizations as well.

And this was the first concern or hesitations that we observed from our customers when partners were implementing N 365 copilot.

So there were major concerns and we needed to answer those concerns with facts and solutions as well, right?

So let's go with the next slide and you know, just see of what were the major concerns or what were customers were saying on where the gap is.

The first one is is the lack of visibility.

Right, 58% of organizations raised issues that they don't have the visibility into unsanctioned use of Gen. I, for example.

What data you're feeding?

What you're utilizing Gen. I to use in which product they did not have the visibility.

The second was the lack of protections.

So you know 90 this was like a biggest revelation.

You know, 97% of organizations have concerned, you know, if.

I implement AI in my organizations.

Am I going to lose controls, you know, to mitigate risk for data leakage?

Because how do I know?

How am I employees? Or you know are using that data?

Are they over sharing it?

Are they exposing my customers data or my personal data to some other charge EPT?

Or are they?

Or is charge EPT you know able to retrieve those datas as well?

With all of this consumption of.

AI came massive amount of regulations from each of these countries, so European Union launched NS2IN large in last year.

Right. I am pretty sure you must be aware of it, right? And there were various various clauses that a customer needs to comply with these certain regulations and certain features that were that were there in the next two.

So this became extremely crucial for our partners as well to be aware of what kind of regulations are coming in the market from.

Ment and how do I make sure that that my customers are not getting scared off revealing those data or lack of protection of that data so.

Can you move to the next slide please, Amy?

Thank you so much.

OK.

So 3 challenges.

We concise everything, all the concerns, other feedbacks that we heard from customers and our partners that there are three major concerns that customers are raising. The first one is data over sharing, right.

How do you work with your AI apps or ChatGPT apps?

Like what kind of data you're exposing needs to be restricted.

You should not be allowed to over share data. For example, your own customers personal details.

The the financial details your PII should not be overshed. The second was data leak.

You know, you might by mistake leak sensitive data and we needed to make sure that that does not happen in our customer scenario.

So we needed to train them on how do you limit over sharing the SharePoint restrictions?

How do you do that?

How do you completely have control to your data?

The third was the non compliance usage is you know if a person is using.

AI applications to generate unethical or other high risk content. For example, stock manipulations can happen. The non compliance usage right? You should not be. You should not be if you are in a government company you should not be exposing any unethical risk with the charge gptr should not.

Be over sharing.

These were the three major concerns that we saw, right and with this.

Data security became extremely crucial for cybersecurity, right?

And I will show you how in the next slide, right like why it became extremely crucial.

So the first one is 83% of organization experience, more than one data breach in

their life time. And this is a massive number.

You know when you start working with those customers, you realize like 83% of organizations do experience.

So this just does not just talk about, you know that, you know, Oh my God, there's so much scary, but it it opens up an opportunity.

For the current fast track partners, the modern work partners who already have relationship with their customers to make sure and go and talk about Microsoft Security features and workloads. The second is 15.4 million is the total average cost of activities to resolve insider threats over 12.

Months period.

Now this again.

Figure it is a huge figure when you talk about small customers or SMB customer or SMC customers.

They should rather invest in securing their data instead of utilizing that money to resolve threats.

The last one is that 80% of leaders cited leakage of sensitive data as their main concerns around adopting me generated AI, right?

But this all could could be resolved right?

And we have a workload in Microsoft called Microsoft purview.

So you know you can see.

In Microsoft Bellevue.

Amy, can you please move to the next slide?

Thank you so much.

OK, so we have in in Microsoft workload. Microsoft purview is our product that helps you secure your customers data. And in my communications with many of these partners, they were not aware of how to talk about per view how to implement per view within a customer organization what.

The value proposition.

Where do I start the conversations off purview with my customers?

We figured out that many of these partners you know, are not aware of.

How to do that and that is why we started a training sessions on training partners like you on Microsoft purview, the value proposition, how you how you combine the whole pitch of N365, copilot plus purview.

But before that, I mean I'm you are working with Microsoft licenses, so let's just see where Microsoft Purview feature fits from a licensing perspective or what and where

you should.

Start so you know.

Amy, can you move to the next slide, please?

Thank you so much. OK.

So here you see, we have basically three major licenses that we target about M365E5 compliance cues right now, majority of your customers might be on ME3, but if you see if you push them to BP, which is business premium, you don't get.

Much of A featured enhancements as business premium and this is where M365E5 compliance bundle comes into picture.

Now majority of the compliance and security and data security features are in the E5 compliance.

We are requesting all our partners as well. When you start the conversation, build a plan on how to slowly evolve those partner from M365E3 to M365E5 compliance bundle.

Now that's gonna take a little bit of time, but we are training.

You know how to value proposition, how to pitch the value proposition.

So the first one obviously start is like how much is it gonna cost us?

Like how costly it is for us to go ahead and talk about.

M365E5 compliance with our customers, right?

So you know, I have just given a cost comparison in the next slide.

Thank you, Amy.

So if you see here N 365 E 5 compliance features can be pitched separately as well.

But if you do that, the cost comes around $19.00 per user per month.

But if you pitch that as a bundle as a security compliance bundle, it will cost us around it.

It will cost the customers around $12.00 per user per month.

The good news is that we are launching a new promo from February 1st.

So if you are working with a customer.

With M365 copilot and you're pitching M365E5 compliance bundle, you get a 15% promo rebate then and there.

So this starts from 1st of February. So this is an opportunity on how to start the conversations with with your customers already.

And let's see, you know, just a brief overview of what kind of E5 compliance protects from internal risks, which is you can see in the next slide.

Thank you so much, Amy.

So if you see here, Microsoft purview basically helps you protect from the internal risks, right?

So if you see the downside of the blue highlighted one, there are three blocks that you see.

The first one is the internal list, which is Microsoft information protection.

The second is the data loss prevention and the third one is the insider risk management.

So when you when you get.

E5 compliance. It will help your customer mitigate.

Those data security threat concerns that they have right now and you can get yourself trained on on that, right.

So we do our hosting assessions.

So if a any next slides please.

Thank you so much.

Yeah.

So for that purpose we do keep hosting the secured and govern N365 copilot with Microsoft purview session almost on a you know, every two months.

And we do have an on demand sessions available as well, right?

So you if you wanna learn about the complete scenario basis on how the data is at the risk of exposure or how people can.

Stop the oversharing of the data.

You can attend this session the first day we'll talk about the scenario basis.

Like what? All can go wrong when you implement M365 copilot from a data security basis.

And how do you make sure that you have every features, every restrictions, every rules and in place, right?

And the second and third day we'll talk about, you know, what kind of an objections you can get from your customers.

How do you get to know about their business?

How do you get to know about their data?

Risk assessment, right? And how do you?

Spawn to those questions and then finally work on the proposals for your customers.

So this training is gonna be available.

It's coming soon.

It will be hosted in March.

I will share the registration link with you.

Please bear with me, it will open up soon, but meanwhile you can attend multiple sessions as well.

So this was about how do you secure your copilot and how you how do you secure? AI apps.

Let's just talk about like, what all do we offer in security, right?

So in the next slide, you'll see, right?

Like we offer security scaling across 4 pillars. The first one is the certification enablement, right?

So we have five major certification role based advanced certifications which is extremely important if you want to gain your Mai CPP designations and specialization.

So if you want to attend any of these Mai CPP certification week, we provide hands on labs as well there.

So you can attend that session.

The second is the project ready or deployment sessions.

Now these are like.

L300 or L400 sessions but these have hands on lab training and we do provide it like in a.

One is too many sessions.

So again, the link that I'll share with you, you can go ahead and register any of the session. The second, the last and the 2nd last pillar that we have is the sales killing and technical presales killing on.

You know how you can learn about purview if you if you are getting involved in Sentinel, if you have your own sock, how do you have the value proposition of Microsoft Defender for endpoint, MDI MDO all the security workloads we do keep hosting those sessions and you can.

Go ahead and register for those particular sessions.

OK.

Let's move to the next slide. So this is like.

Just a summary of how finally we have everything that you need.

Aligned to Msim journey, right? So from beginning to having the playbooks in your with you from what is the certifications where you can get ahead and go ahead and register for the certifications?

If you wanna start the conversations with your customers about AI, what are the Halo

trainings that we have provided you the case studies where you can start pitching AI?

And then finally with the sales and the technical boot camps and we do focus on like five major solutions play within security, which you see here on your screen data security, modern SEC OPS, threat protection, copilot and advanced identity.

So all of these trainings are being hosted.

And you definitely can attend it free of cost. Absolutely. Now, moving on to the next slide, like you know, you are starting with security.

You don't know where to start, right?

I I do not want to attend L300 and L400 training, but just let me know like where I can start.

So we'll recommend you to start with SC900 fundamental certifications and you can attend that with Microsoft Virtual training days and going forward you can start working on your expert level or advanced role based certifications with various various resources that you you see here if you want.

To learn about pricing and licensing, you can join a community.

So this is these are the links for your.

Use. You can go ahead and check them out at your leisure.

But closing of these sessions with the last slide like what are these sessions that we have in place, right?

So if you see in the in the, this is like our catalog, right?

So you can see what are the trainings available. You can see the breakout in threat protection.

We have 4 sessions right which covers all the defender suite.

We also train you on how to actually do threat protection and incident response.

How do you implement?

Mde in other cloud solutions.

Services that Microsoft security workloads has to offer, right?

So utilize them.

Go ahead and register for training of your choice.

Please do attend the secure and govern and 365 copilot session if you have not attended it is going to be definitely very, very useful for your customers.

So that was me.

Let me know if you have any questions for me, but back to you, Amy.

Amy Jarosky (AG Consulting Partners Inc) 44:59

Thank you so much Neha.

Lots of lots of exciting information.

We also just have a quick poll we wanted to launch. Speaking of trainings and events, we would just love to know if you think you would benefit from a separate office hours on security with Neha.

Our CDE would be happy to work with her and plan.

In office hours for you all providing lots more information, a deeper dive.

So just let us know that that would be super helpful.

And then we will now move on to our last session. FPC qualifications with James Pickering.

James Pickering 45:40

Thank you, Amy.

Hello everyone. And last but not least FPC qualifications which I know I teed up and talked about on our previous community call.

But now talking about them because they are here and they are live.

So before I get into the specifics of the different qualifications and how to take them, just a brief kind of talk through the value proposition for the qualifications.

A lot of these, the sort of the three key items here will make sense to people in broad terms, obviously gaining qualification.

Provides recognition that you have have a certain you know level of knowledge, understanding about specific the specific area that it's testing for.

So in the new system that we're going to be using and I'll talk about that in a moment, once you've completed the qualification, you'll be able to download a badge and certificate and obviously that badge can then be you can add that to your e-mail signature, you can.

Add it to your website.

Obviously use it on other platforms so.

Obviously one of the first, the key one of the first key value pillars. If we was that recognition.

So that's badge provides that.

Then confidence. Obviously if you look here, you see Pearson views value of certification report enhance confidence was identified as one of the top five intrinsic advantages of assessments, qualifications etcetera.

So having that qualification and proving it with that badge or having that

qualification will provide confidence and assurance for when dealing with customers. Is that you know what you're talking about?

You are an expert in what particular subject you are talking about and gives them that confidence and then finally customer satisfaction, the harvest Harvard Business Review states that superior customer experiences is created by knowledgeable, engaged employees and is one of the factors that leads to higher net promot.

Scores. And that's what that kind of little formula is around their customer satisfaction.

It's to do with knowledgeable and engaged employees.

So having that knowledge, being able to talk to customers, giving them confidence that you know you have the capabilities of what to be able to do, it all adds up to this value proposition.

So if we move on just now to get into the details of the qualification. So at the moment we have launched four of them. There are more to come and there'll be a few more to come in this financial year. We're just.

Diving deeper into them and sort of also.

Finishing them up. But first to hear I'm going to call out here the fast track advocate and you'll see there the little disclaimer that names could change.

You'll be surprised.

Or maybe not surprised that the team we can spend 20 minutes talking about which particular word to use. And for the moment, we've landed on advocate.

But really this is AL 100 course on the fast track benefits.

And as you say, they're the objective is to provide comprehension of the tools and processes.

Related to it and personas, this is that L100.

So really anyone who needs knowledge or needs to advocate internally or externally for the benefit, so really that is everyone from your executive sponsor you know main point of contact business sponsor down to delivery and deployment teams and also pre sales and marketing. So they know how to.

Sort of frame it to discuss it with customers or how to pitch it.

So it's really that L100.

Excuse me course providing a broad range of knowledge.

There are different sections in there that cover referrals.

Fpx quick to market programs.

So that is the L100 fast track advocate.

Then moving on there to the advanced deployment qualification.

So this is sorry if you go back, it's still in that same slide there we go.

No probs.

So this is yes, Persona is individuals involved in deploying.

The fast track benefit for customers and the qualification is to provide knowledge of how to use the advanced deployment guides and use cases for them and so obviously how to best use those advanced deployment guides when providing the benefit to customers to get the most satisfaction. So individ.

Involved with deploying the benefit Advanced Deployment Guide qualification is a must.

And then if we move on, Amy.

Thank you.

And then now into kind of the migration area, so we have migration associate. So once again this is the kind of L100 course understanding the migration benefit and how it's provided to customers. And once again individuals involved with it.

Would involve a needing knowledge of it to be able to kind of talk internally or customers.

So once again, a broad range could be everyone from your business sponsor through to the delivery and deployment. And then as it mentions there kind of sales, presales, marketing, this is that broad knowledge that people need to be able to speak confidently about it.

Then the migration process specialists, we're getting narrower here.

This is people any individual engaged in actually executing on data migration for customers.

This is getting more specific. It's knowledge of the processes and tools to ensure successful migration.

So these are people actually delivering delivery teams or deployment teams?

These are the people engaged in that process.

So as I said, getting more specialists and narrower there and then you'll see at the bottom we have a couple of more migration qualifications coming and you'll see there they're getting even getting even more sort of specialist, so.

Starting off the migration associate and then starting to specialize and narrow as we go.

So those are the four qualifications. If we can move on, Amy.

So just to call out, I know previously there were the FRP knowledge knowledge

badges and as you see there they in the FY22FY23 more than 3000 individuals participated in them and they were provided we used a platform called expertzone at that time.

Now obviously there are a number of years ago.

They haven't been refreshed since and I don't think have been accessible for a while.

So now we are have our latest most up to date.

Qualifications and content here.

FPC qualifications and these will be provided on a platform some of you may be aware of.

Articulate reach 360 and so these are the most up to date qualifications.

All of you who may have in the past a number of years ago taken the FLP knowledge badges really to be most up to date. You should move to take these FPC qualifications as well on this platform. And Amy, if we go to the next slide.

And really, right now you can register now.

So why register?

Provide assurance your team and access the qualifications and obviously who should register the individuals we talked about in these personas.

And now I ask you go ahead and click on that screen now and you can start to register for each of these courses.

It will take you to reach reach 360 and start that registration process.

You'll see them red. Call out just to make sure.

That you do use your company e-mail address rather than the personal one, because obviously that's kind of identifies.

That you are allowed to access this material. But yes, please go ahead and Click to register.

To keep a lookout for more communications as they come, as more courses sort of appear in the, you know, in the second-half of this FY, but really excited that we are here.

They're live.

You can start taking them today and yes, go ahead and click on them.

That's short but sweet. I will look at any questions in the chat.

But for now I will hand it back to you, Amy.

Amy Jarosky (AG Consulting Partners Inc)   53:33
So much, James.

All right. That concludes our presentation for you all. And I will now post this event survey in the chat.

Or you can just click on it on your screen.

We really value partner feedback after our events. We take the feedback and use it for all future events.

So it's very useful for us, the positive and the negative.

We would love to hear how we did today.

And any thoughts you have and any ideas for future events?

Would all be very helpful for us.

So thank you all for joining us today. If you have any lingering questions, feel free to post them in the chat. Our team will definitely respond in the chat for the rest of the day.

And again, thank you all for joining us.

Thank you to the presenters and we will see you all very, very soon.

Have a great rest of your day.

◉ **Amy Jarosky (AG Consulting Partners Inc)** stopped transcription