FY25 March FastTrack Partner Community Call [EMEA]-20250327_090038-Meeting Recording

March 27, 2025, 1:00PM

57m 41s

Amy Jarosky (AG Consulting Partners Inc) started transcription

Amy Jarosky (AG Consulting Partners Inc) 0:19

Hi everyone.

Welcome. We're so excited to have you here today for the FY25 March Fast track partner community call. We have lots of exciting updates and content to provide for you today and we have a great team here on board ready to support you with any questions that.

You might have along the way, so if you do have any questions, feel free to post them in the chat.

And we will be answering them there.

Throughout the presentation, just a couple of quick event logistics if you would like to turn on live captions, you may do so in your teams app by the more button.

Also note we are recording this call and the recording as well as the deck will be available on the FPC Portal blog within the next few days, so if you'd like to rewatch the session, feel free to head on over to our portal and check it out over.

There and as I mentioned, any questions, feel free just to post in the chat.

We have a packed agenda today, so to kick it off, we have Pedro who will cover the top of mind for the AMIA region.

Then we'll move into the fast track partner center experience with Christian Maier. I'm sure you're all familiar with the fpx at this point.

And then Tazeeb and Brad, we have a recorded session on the M365 backup and backup storage.

Then we'll move into working with subject matter experts.

And Allen, Kite will handle that content.

And last, we will have Tony Curry cover the FPC qualifications. I'm sure you've heard.

About those already as well, but to kick things off, I just wanted to launch a quick poll and gather some feedback from you.

We're always working to fine tune and improve the way that we connect with you and provide announcements to partners.

So we'd love to know if you'd like to continue receiving e-mail notifications whenever we announce.
Something from the program we usually post it on the FPC blog and then you'll get an e-mail from Viva Engage where we link to the blog.
So we'd just love to know if you like receiving those emails or if you head on over to the blog on a daily basis anyway, so you don't need those emails clogging your inbox. Or if you don't have any preference, we'd love to know that.
As well. So if you could just take a quick second to fill that out, we'd really appreciate it.
Thank you all so much.
All right.
And now I will turn it over to our first presenter for top of mind, Mia Pedro.
Take it away.

Pedro Roeseler 3:24
Thank you so much.
Can you move on to the next slide?
OK.
So good afternoon everyone.
A big thank you for your continuous contribution and collaboration with us in this program for today's top of mind, we'll be focusing on the progress and key results and focus areas and asks.
And so basically on the progress and key results, I would like to mention partner success plans.
So we are alpha a point in our Microsoft partners fiscal year.
So this is a good time for you to revisit your PSP and make any updates as or changes.
Also, fast Track partner center experience updates, so the fpx portal is as you know, always evolving and for the most recent updates we have the MCI workshop eligibility.
We have the subscriptions Explorer where you are all able to see all your claimed customer licenses and when they will expire for instance and the feedback.
So you are also now able to see a thumbs up and thumbs down where you can provide your feedback and help us to improve our tools so these changes.
Made based on our feedback, so please keep keep them coming, OK?

Quarter piece list quarterly business Review QBR. So as we are entering Q4 at Microsoft, if you haven't already, please review your business plans with your psms on your next calls.
So on the focus and asks some days ago we announced the new FPC qualifications.
So like the fast track advocate, the advanced deployment advocate.
Migration associate and migration process specialist.
We will have our colleagues talking a little bit more in detail about this and for more details also look for the announcements on Viv engage or the fpx of FPC portal or reach out to your PCMS.
Also leverage your SME's and FTA opportunities. So ft as are a great resource to build field connections between partners and customers, so please leverage them whenever you can.
And if you are also looking for deeper technical guidance on any of our products and or you want to share valuable insights with engineering teams, please leverage the SME request form as well.
For workshops, we have lots of workshops happening all the time, so please keep tuned OK. And lastly, we have the advanced deployment guides as presales, so fast track has made a huge investment in Adgs because we know the value that this can bring for the partners and custom.
So please continue to leverage them either for pre sales or department, OK.
So this was it for me, heading over to Christian now for the fast track partner center experience, fpx updates.


Christian Maier 6:16
Awesome. Thanks for Pedro.
Hello everyone. My name is Christian Maier.
I'm the product manager behind of Fast Track partnership experiences and I'm here to present you the very new features that we release and I'm watching also the chat.
If you have any questions, happy to address.
Pedro, I think you already gave a quick overview of the releases.
And what I want to do is just quickly do a demo actually.
To walk you through this new data and insights that that we released and also address any questions.
150 might have 0.
I'm breaking a bit of rotocol here, Amy, and I'm just taking over and present. Share

my screen.
If that is OK, and then I'll walk you through this.
All right, let's do it.
And then we can come back to the slides.
Alright, let me know when it shows up.
Just give me a thumbs up.

Pedro Roeseler 7:14
Yes.

Christian Maier 7:16
Awesome. Alright. So as per the mentioned, we have a couple of really exciting releases coming out earlier this March.
The first one was the ability for you to quickly find eligible MCI engagements.
And what we do here is we're not only pull the list of all the MCI engagement, we also do a real time validation of eligibility.
So we check if you or your customers are eligible to run these.
Specifically.
In the region that they're that they're targeting and we do this before we show you the opportunities in fpx to ensure that you don't go ahead and claim them and then you're not eligible because of various reasons.
So we do that and we do a lot of other checks beyond the scenes to truly show you the ones that you are 100% eligible to to to claim.
If you look in the fpx experience, what we did, we made it easier and brought the data points here closer.
Go to the in the summary cards that we have here to make it easy to find specifically for any 5.
Opportunities E3 and and Office 365.
Just to make it one click and then the table below filters and shows you these specifically here in the E5 upsell category or additionally what you could do. You can also use the filters that we have here. You can click on them, select the ones that you.
Are eligible and then click apply.
So that's another way to do it. Once you found the customers, you definitely can go ahead and download them.
You will get obviously all the tenant names you you will get.

Also, the work workshops workloads that might be applicable to this MCI engagement.
So just truly make it easy for you to find when you click on this.
See eligibility in the column.
You'll get the list of all the engagements that you are eligible for with the name, the status. You can claim them directly from here, but you also can see the eligibility started and ended. Some of these workshops.
Are time bound.
This way you can quickly see which one are expiring soon. For example you can see here one a couple of are in and April expiring so that will help you to quickly tailor your approach to find out which which one you should prioritize. First ensure that you're not.
Missing out.
This is the demo tenant where I demoed this. A lot of the data here. All of the data is is not real data.
One thing that we missed in in this demo tenant is to the potential earnings.
But in your fpx experience for your customers, you will see the potential earnings that come with these. We made the calculation for you, so you don't have to go to the rate cards and download the PDF and figure out how much money they are.
We did it up front for you.
We did the calculation.
So in your expense will show up.
This is just not available here because of the demo tenant.
Yeah. So this is the quick overview.
You can click here in the engagement name.
See the full details.
You can click on claim you can.
You can go ahead and claim directly.
So, pretty straightforward and easy if you have claimed it already, you'll see the obviously the claim number here, so you can go to the claim.
That's another way to quickly access them from within. The main reason behind bringing them in is you have here the propensity data that.
A first tells you, hey, there are a couple of customers that have really low usage.
They're gonna say that you might might potentially lose them at the next renewal.
This makes it just easy for you to.

Find these and then as you find this customer and specific workloads with low usage quickly with the with the just within the opportunity data, you can also find if there are any eligible MCI engagements that might help you to drive the discussion with with the customer here and.
The second one over the if they are above tipping points.
It's like some of these customers are here. A conclusive customers are in this list.
And you engage in a piece in upsell conversation because they are both tipping points.
They have a high likelihood for an upsell.
You can also see if there are any presales workshops available here in MCI in the MCI program that you can benefit.
So that was the idea behind it.
I see in the market you have feedback here.
Thanks for the feedback. When you export the data available in fpx then CI workshop field shows the number of available workshops.
Yes. So that that is absolutely a fantastic feedback and we we are working on enabling this.
We wanted to quickly bring you the data and then fast follow with, you know, quality of life improvements.
We are with that.
This is this is and we had it in in the previous Community calls.
Without the partners as well.
Asks another way on how you could also pull the MC eligibility through our API.
So if if you want to pull it programmatically specifically for.
Customers in specific regions, obviously you can use the filters, but another easy way is to to use the API.
The API then enables you to do this.
You don't need to download it.
You can pull through the API into your tools into your CRM. The details and and make it there available.
And and there you're not bound to the experience that we have here. Our API gives the the raw data across all the data points.
That or data insights that you have in fpx.
So that's another way to do it while we work on making the, you know, user experience enabled for various other use cases.

Um.
Yeah. I'm so Rosita that that's actually a very good question.
Is it possible to have eligible MCI engagement on the report instead of clicking it?
We actually played around and there are a lot of MCI engagement and we didn't want to clutter the UX.
That's the main reason why we put it behind it.
Put the number in behind. If you would take the if you engagements here, they're pretty long names, so clotted them in the experience wouldn't have been good.
Then we we played around with different designs and we wanted to get it out quickly to you guys because that was a top ask from from from the partner community.
But definitely we are continuing to invest in improving these.
So we'll we'll consider to make it a little bit easier for you to find.
So I see.
Damla you have another question in the newly released MCI section, I believe incorrect data has been provided.
I checked the workshop that the tenant shows as eligible.
And is not listed as eligible.
OK.
So there could be multiple reasons here.
The first reason is we have a around one day delay in the experience to show eligibility and then if works expire we remove them.
So that could be a reason that just there is a data delay of one day.
The other reason is that they might be additional eligibility checks that we doing upfront where in other pages these are not done.
So the best way is if you see that you're not seeing eligible workshop is to file quickly a support ticket.
And we do a quick data validation for you.
We had a couple of hiccups after the release.
We had the one scenario where workshop for sure double so we had to to fix something could be a bug.
It it might be just that that one eligibility check that that triggered this.
Where we couldn't show it to you. So just file a support ticket ticket aka dot Ms. Fpx support. It will lead you to the FPC support ticketing system and we can investigate it for you.
And I see that Avi also had a similar issue.

So please let us know, give us the details of the customer, the tenant and the MCI workshop. And you can do investigation.
Never hesitate.
Right. So another question here is, will the insights include the new customer and Sku's?
If not, is it in the road map?
So the opportunities here are mainly tailored as you see in the tenant segment for enterprise in SMC.
The reason why is because the the land and expand based propensity data that we're showing here is currently modeled on and all the available for these two segments, however.
There is there are discussion for next fiscal year to also include Edu and there are also discussion to look at these queues as well business premium SKUs.
So these are definitely on the road map.
So another question from Steve is, is there a feature to select an MCI engagement?
This is like every call I have the same question.
So it's the the reverse lookup basically to say hey, I'm interested in.
Copilot one of these engagement, the copilot accelerator or whatever the name might be.
Show me all customers that are available.
Currently in experience you cannot look this up.
You can do it though through the API.
So if you're building a report or integrate it in your CRM, yes, you can do it through the API.
That's one approach.
The second one would be that we're working on to bring you this copilot AI assistant here.
The ability to query it.
So currently the AI assistant doesn't consider the data when you ask questions.
We're working on expanding it.
To also include this scenario.
And here you could then ask, hey, show me all customers that have an eligible MCI workshop for copilot named ABC.
And this will generate you the list.
So right now we're working on offering this.

Health currently is not possible so.
Yeah, there is that the price comes with, you know, agility to quickly bring you this.
This insights we we try to accelerate this, OK.
Thank you damma for for opening a ticket.
We'll definitely investigate and get back to you.
So our data engineers will look into the data and then come back to you.
OK.
All right. Another release.
Let me see if this is opening.
Yeah. So if you click on the actual tenant name now, you can see all the subscriptions that are included.
So you see the quantity you see the subscription IDs, the start and end date, so you can truly you know tailor your customer engagements say hey, looks like this customer has a couple of.
Like there are a couple of here.
Microsoft Teams phone, for example, is expiring in in in August.
So you you can prepare your engagement with the customer to say like, OK, Now it's the time to go ahead and and talk with the customer or for any other reason.
We also provide the status of the subscription. If it's expired, we don't show it here because there will be a lot of subscription that will show up.
So we try to be cautious with with showing to bring too much data here that might be not relevant.
We show you the active in the increased period licenses. So in Grace, if the license expired and and the customer still uses, we give them a grace period and then you can see the grace period and date here as well if.
It is in grace, period.
So another opportunity here to to to to find more data.
Previously we had this column here that that was called skew right here and change columns.
So if you enable this, you can see the skew, but the skew is more us determining which is the predominant skee of the customer and was very hard since the customer can have multiple licenses across different type of and it was very tough to do it and it.
Was pretty confusing, so we said like OK, let's.
Let's give you the full profile. You can then determine how you want to approach it.

Another feature that we unfortunately couldn't release.
You see it here because it's in our demo tenant.
It's in the preview version and our preview version of APX. It it is there though the data has some gaps and we're working right now to fix this EA renewal.
There was also another top ask to say hey, when is the year renewed for for for my customers here?
So we're working on bringing this in.
We found last minute a couple of issues with the data.
And and we're working to fixing them or fixing the gaps and refreshing it. So once the data refresh is done, everything is coded.
So it will just light up for you in the experience and then you have obviously the filters to filter by quarter year. So you can quickly find when when are the new new subscriptions are expiring.
So you can quickly filter by them.
Awesome. So another small release in in federal touch.
Base on that is, I'm just increasing this.
Hopefully it's not the gross, it's the thumbs up.
So if if you find something that you really, really love, give us a thumbs up.
You can provide also by clicking on provide more feedback, additional feedback.
So we are monitoring the feedback, we call it micro feedback weekly and triage these and if we see that a lot of people have challenges, for example with data and so on.
So if the data is not accurate we we then react quickly.
So you don't have to file a support ticket.
However, if you have an issue like download, you had an issue here.
Then and you need help from us. File a support ticket because through the micro feedback here we cannot get back to you.
We cannot you you provide feedback here or or thumbs down here say, hey, this is this is hard to understand.
The data is not correct.
We cannot get back to you.
You can provide comments here.
Please help but we don't know who to help. So for help if you really need need us to help you file please file a support ticket.
Else, please let us know so if incorrect data is there and a lot of people provide it, it will definitely spin investigation so.

Obviously good to have a little bit more details here, so definitely will appreciate your feedback and we can act faster, OK.
That's it on on the slide. On the on the demo and then we can quickly get to the to the slide deck and I'll walk you through what's next.
Thanks Amy for bringing them back.
Right, let's. Yeah, we talked about these thought it's better to show you the live demo rather than a slide where here is just a just A1 slide.
I thought it's really cool to to show is the amount of data that we we we serve to you.
In last fiscal year, we we we had the usage and CPO incentives that you know for a long time and now we expanded in this fiscal year to to propensity data we expanded the MCI to.
Subscription data.
And and then we go into additional features that will launch shortly. The copilot propensity, we're increasing the lxp data to 20 work workloads from currently 13 available here.
So you, you definitely are aware that some are missing in the in the security compliance world.
So we are adding these two, so you have a full, full full coverage across all the workloads here.
And and I also will bringing the yearly news. So if you look at the month of data that we added just in, in FY25, we we quadruple the the type of data that we're serving to you. When we look at the record, if we ingest 4.
100 more million more records per day then in FY24.
So there's a lot of data that we ingest.
We do.
A lot behind the scenes to ensure that we align the data so it's not disconnected for you and then also there.
'Cause, one of the challenge was like in order to get the data and to go through multiple places to pull it and then the data doesn't match up because it's a tpid versus tenant ID level. We do all of these things behind the scenes.
Definitely there could be issues that arise so that we do our best to check the quality before it comes to you, but it could be some somewhere raised the data.
Hey, am I not see a workshop?
If you file a support ticket, definitely we'll look into it and and and and see if there is anything wrong there.

And then we bring them all together in one experience, in fpx and through the API.
The API is very powerful because ultimately you could rebuild using this API.
The entire fpx experience on your end.
We use internally the same API to build the UI that you that I just demoed, so you could you're do the same.
So API is is critical here and if you're interested in in in joining.
Please let us know and we're we're happy to to get you started there.
We just recently.
Released a new version of the API to to really make it easy to onboard the authentications.
Pretty straightforward.
We moved away from certificate based OK, moving to the next slide and and respect I want to be respectful of time in, in March and the remaining Q4 we have still more that we want to bring.
In terms of data, so just a subscription incentives coming out, these were top asks.
Year renewal comes in and and more more workloads and copilot propensity as well.
I'm really excited about that.
We're also working on refreshing the referral's experience and then bring you the same data into referrals as well. So you have also the full licensing profile propensity data in, in referrals and more. So it truly makes it easy to engage with the customer being informed and data.
Driven in your decisions, so no more.
Work. That's our vision. That's our direction that we're taking our mission.
I've talked about the IS system in in partner center. We'll bring it in with to reason on the land and expand based data. The subscription data and others to make the life truly easy for you to find things that you need. But the information you need to better.
Engage with your customer and obviously knowledge base will look it up.
So you can ask question, hey, what is what is the workload?
What is pow?
What is Mal? So we can ask the same question.
And then the API.
So these are the main things that you'll see throughout.
You might see more coming in Q4.
I didn't add it to the list because we're still investigating and don't want to raise any

hopes so far. But yeah, stay tuned. The next next community call will provide more.
And here's another thing that I wanted to quickly call out if you want to test the like.
You saw me showing you in a demo tenant the preview version.
If you want to test it, you want to take a look at the new data that we're having and want to give us feedback in real time.
And you have the time, obviously.
Please join our early adopter program.
There's a link here that the team shared and yeah, thanks.
Thanks for having me.
I'm really excited to be here and and and present this feature and over to the next presenter.

Amy Jarosky (AG Consulting Partners Inc) 27:30
Thanks Christian.
Appreciate that.
All right. We have a pre recorded.
Session for you.
All right, we'll now turn it over to Alan to cover the working with subject matter experts.

Alan Kyte 41:38
Thank you.
Thank you.
Hi everyone, I'm Anna.
I'm currently a pcpc.
A PSM covering the UK region, but formerly I was a cloud endpoint subject matter expert.
So today we're going to talk about working and engaging with fast tracks mates.
I drain the slides too much, a smees key responsibility is to engage with customers to drive success and deliver products in the M365 and security pillars.
Almost as important as the key responsibility is a relationship that smees have with engineering teams.
I've seen in my time quite a few frequent product releases and amendments and improvements that have all been shaped by the feedback via the SMEs that they've gained from partners and customers.

So really invaluable in that side of now all of this is positioned to enable simplification, customer adoption of our products.
Ultimately, we want an easier journey for our customers to roll out these products and working with SMEs is one way to collaborate on that one.
Lastly, Smees as part of our role guide or also or part of the role guide because I'm no longer with me.
Also combine continual learning in tandem with our ongoing operational excellence.
Next slide please.
Apologies, I will withdraw the slide a little bit.
I didn't on the last one.
So First off, we collect technical insights or smeeze collect technical insights. Now.
We mentioned this on the last one very invaluable.
If you go to me engaged, that's the best place to have that conversation. If you don't and you do have technical feedback or product feedback, do reach out to your assigned PSM. We can take that for you.
We can reach that up as well.
So that's not the only Ave. but smees.
They're also very good at sharing technical guidance and good practice.
You don't necessarily need to bring the S means the call.
You may have questions.
You may have.
You may need to talk about an approach.
A way to deliver a subject.
Or even the way to deliver the fast track benefit, for example. So bringing a Smee onboard for that conversation is a great way to sort of get ahead of the curve.
And again, smeaves are all fully versed in their own environments.
They cover, like I said, formally I was cloud endpoint.
So they can give good guidance around the Adgs advanced deployment guides. We try and encourage the use of those more for getting the products up and running in a in a sort of based content to me is a very good at aligning with that. And I think on. Quite a lot of the ADG guide pages there is the option to request as me presented as well.
So that option is there. Now Frp's can also bring a SME into a customer engagement in the conversation.
And on the slide, it was assist is highlighted and this is key.

We're not there to lead the conversation or there to work with you as a collaborative approach to help drive the customer on to getting the product enablement and moving forward.
Now they can work with you in whichever shape or form.
Like I said previously, they can engage as a joint conversation.
They can engage to reinforce the message or trying to deliver. They can also be used as a brand awareness. So for example.
You want to bring someone from Microsoft?
Ft.
Into that, conversations are just reinforced.
The message smears.
There to help people with that as well.
And again, along with adoption tips, anything that they are aware of or smees may be aware of or can bring to the discussion that you may not be up to speed on.
And again, moving on to the last one on that second line is supporting customers with technical blockers.
Now there's a careful line.
Smears walk here because you'll see on the next slide or next couple of slides along.
The things that we don't do, obviously we don't do Technical Support we are.
Part of the Fasttrack benefit in the same way that the yourselves are in delivering that.
So at some point.
That request may have to be a Technical Support call, but Smith's been curious mindsets that they have will tend to look at the best practice, look at ways that they can help them move forward and get around these technical blockers.
But like I've also mentioned in the insights section, there's a good relationship with engineering.
Frequently in some of the specialised areas, and I can.
Only think of my own myself here, Windows 365.
I had a very good relationship in that team with the development managers and the engineering team, so I could raise that straight to that discussion level and obviously raise an insight to follow up as well.
So do bear in mind the technical blockers.
Bring us me in for that conversation.
Now we organise multiple office hours. A month is a technical discussions bring the

technical guys, those conversations. The link for that will be forthcoming in the moment and as regular webinars for partners to come in. And you know, really be involved in those technical conversations.
And then obviously we can't go 5 minutes without talking about copilot smees are there to help prepare help do the prerequisite work to drive copilot and then help as he showcase and help deploy Microsoft Copilot and Defender purview intra and intra and so forth. Going forward. Next slide.
Please.
Now frequent ask CME Smee.
Sorry, frequent ask me one cover you know, she says.
Aka opportunities.
I'll work from the bottom up. As I mentioned previously, support related requests and troubleshooting there is a point during an engagement where we follow a logical path of the things that are supposed to happen and it doesn't happen. Be that an environmental difference or whatever smeeze won't pick.
Up on that, they'll request.
That the customer reaches out to a support ticket now.
That doesn't mean that the Smee will not stay engaged in that process.
They will.
Sometimes they'll even coordinate with the support person.
It's a collaborative working, but ultimately support will own that issue moving forward on site assistance Fast track benefit.
So therefore it is a remote guidance service that The Smiths provide, much like typically ourselves from the fast track benefit perspective.
Now the next 4 adoption and change management automation setting up operations.
And reporting these aren't covered in the benefit scope in general, so therefore they're not covered by SME's in that scope or by partners as part of the benefit delivery.
However, these are excellent opportunities for those value added conversations that you need to have afterwards.
So smeeze often when I've collaborated with partners in the past as me, we've gone so far along the journey. And then the partner is charged for additional work to wrap up that, that delivery, the things that we as me can't provide.
Training operational planning, automation, so forth. So on. So do bear that in mind

that Smith's only have a scope the same as the fast track benefit.
But again, you can leverage that as a value added services at a later stage. Next slide please.
So just to wrap up, there is a call to action here.
Two links.
The first one is what I mentioned earlier. The office hour calls bring the technical guys.
Do have a look for the catalogue.
Join the relevant calls that are you know you can be engaged with and we'll do the best we can to help.
And then lastly, the requests me link at the bottom there as well.
That's it from me.
Thank you all very much.

Amy Jarosky (AG Consulting Partners Inc) 48:54
Thanks Alan.
All right.
And lastly, we will move on to FPC qualifications with Tony Curry.

Tony Curry (AG Consulting Partners Inc) 49:04
Thank you, Amy. Hello everyone.
My name is Tony Curry, curriculum manager on the Rcde team.
It is my pleasure to talk with you today.
Thank you for that honor.
Let's move on to the next slide.
The last time we met, we talked about the value propositions of FPC qualification.
Just a quick refresher here.
I'm not going to drain the slide as Allen. People like us like don't like to do, but recognition, confidence and customer satisfaction. So these are your value props to FPC.
Qualification again, recognition which provides distinction and attention, confidence and assurance and customer satisfaction through knowledge engagement.
Just a quick review here on those value props. When you when you once you've earned and attained your FPC qualification badge, make sure you put it on LinkedIn.
Put it in your e-mail signature, maybe in customer acquisition materials on your

website.
The Confidence and assurance Parson View talked about that.
And they do a lot of certifications and qualifications across the industry and that are proctored exams.
73% of 25,000 individuals said that certifications and qualification provide confidence and assurance and through customer satisfaction.
Harvard Business Review said that when employees are engaged in knowledge, engaged in readiness, engaged in that knowledge is power gives them that confidence and assurance, but also it provides customer satisfaction because when those individuals are out with customers, when they're with clients, when they're doing.
The work they are feeling more confident in their skills because they proved their knowledge and that has translated to NPS scores that are higher than companies who don't engage in certifications or qualifications.
Let's move on to the next slide, Amy.
OK.
Now there's four right now 4.
FPC qualifications Fast track advocate, which we released earlier this month.
The advanced deployment advocate the migration associate and the migration process.
Specialist, they're offered, let's say, kind of designed for different personas within your fast track organization. And whatever you do.
But I would say definitely the fast track advocate and the advanced deployment advocate you want to make sure that all the individuals within your organization who are engaged in fast track in any one way, shape or form, whether that be fast track delivery as well as cascading the.
Fast track knowledge.
Definitely the fast track advocate and the advanced deployment advocate.
Qualifications are for you and those individuals on the migration side.
Wow, you're just so fantastic. If you were engaged in migration because you were so entrenched with that customer that you can actually find out more things and you would not, maybe not even really realize it unless you were engaged with data migration. With that Microsoft customer. So these.
Qualifications are designed for those.
Those who are one curious about the migration space.

Also, who cascade the migration benefit?
With the migration associated qualification as well as with the processes and tools for migration on the migration process specialist, now there's three additional FPC qualifications which we will be releasing at some point before the end of the fiscal year.
So you'll find out more information about that. Stay tuned with us on Viva engage in all of our platforms in which we communicate with you on so that you can find out more about that.
Let's move on to the next slide, Amy.
Thank you. OK.
So where are FPC qualifications?
So if you remember the FRP knowledge badges from the past, they were on expert zone.
We have a much better platform right now for you.
Specially designed to edify your knowledge and so from an access standpoint, now you are no longer tethered to your laptop to complete your FPC qualifications. You can do it on your smartphone. You can do it on your tablet as well.
So it's flexible and an engaging experience.
So if you're.
You know, in that line for that blockbuster movie and you just want to finish your FPC qualification.
You can do so on your smartphone if you'd like to.
There's also learning pathways.
Now, This is why it's important to make sure that when you register for an exam or when you register for a learning path that you make sure you use your business e-mail.
Because we're going to be using these learning pathways to guide you through different readiness.
So that one you can have all of the knowledge you need to have.
But two, you can also completed it easily and we've got some things coming for the future that will make things better for you.
0.
Make sure that you use your business e-mail to register for qualifications. If you haven't already.
You will probably receive an e-mail from me asking you to do so, so make sure you

do that. OK, let's move on to the next slide, Amy.
All right, here's what I am excited about.
Extremely excited about and funny enough, I've been called out for not actually updating my LinkedIn profile because a lot of you have put your your your certificate as well as the badge you've earned on LinkedIn.
Remember I talked about it as a value prop that provides.
Distinction and attention.
So with recognition and distinction and attention, use the hashtag hashtag got FPC qualified, makes you go ahead and tag me in your LinkedIn post if you decide to do so. Definitely tag your your your PSM as well.
Let the world know that you gained a lot of knowledge from Microsoft and the fast track partner Community qualification, so you see a lot of individuals have done so.
I hope you do so.
As well, so you can capture the interest and attention of clients and colleagues.
Let's move on Amy to the next slide.
All right, so call to action. What should you do and why? What one?
Discuss and encourage the FPC qualifications within your organization.
We talked about, of course the value prop of doing that two when you have attained a qualification badge display it.
You know, brag about it.
Why not brag about it?
Put in your e-mail signature.
Maybe put it in your business card, your company website, customer acquisition materials like your pre sales materials.
And I would say definitely make sure you some your pre sales folks who are out there.
With clients, maybe I would say definitely make sure to date attain qualification as well as well as of course put those badges on LinkedIn as well as your certificate #3 consider completing one or all FPC qualification exams so that you can attain multiple qualification badges and I.
Would say, even if you're curious about the migration space, go ahead and take a look at the readiness materials in the learning path and consider taking the exam even if you only really, truly need the fast track advocate.
Take the mall. Why not?
Also, give us your insights and provide your feedback so that we can make this better

for you.
Everything that we do in rcde it is for you, the partner, to make you wildly successful in every single client engagement that you have in your portfolio. And so we'd love to hear from you.
Thank you very much and back to you, Amy.

Amy Jarosky (AG Consulting Partners Inc) 56:29
Thank you, Tony.
Exciting content there.
All right.
Lastly, we would love to hear from you and hear how we did today. The good and the bad. We take all partner feedback and we use it for future events.
So I just posted our event survey link in the chat, if you don't mind just taking less than a minute to fill this out, we would very much appreciate it.
We really value your thoughts and feedback.
Other than that, thank you again for joining us today.
We hope you found this to be a valuable session.
Thank you to all the presenters and we hope you all have an amazing rest of your day. If you have any lingering questions, feel free to post them in the chat.
The presenters will hang out there after the event and make sure all questions are answered again.
We will see you very soon.
Have a great rest of your day.

Amy Jarosky (AG Consulting Partners Inc) stopped transcription