

# FY25 March FastTrack Partner Community Call [Asia]-20250326\_190030-Meeting Recording

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58m 45s

● **Rene Munoz (AG Consulting Partners Inc)** started transcription

**RM** **Rene Munoz (AG Consulting Partners Inc)** 0:09

Hello and welcome everyone.

We are so excited to have you here.

Thank you so much for joining us today for the FY25 March Fast track partner community call.

We have a lot of exciting updates to provide and as always, we have an amazing team onboard and ready to support you with any questions that you may have along the way.

So first, I'm just gonna go ahead and cover some very quick event logistics.

One, if you'd like to turn on live captions, you may do so in your teams app.

By clicking the more button.

And enabling those there also we are recording this call and the event recording will be on our FPC Portal blog along with the deck.

So if you'd like to rewatch this session.

You may head on over to the portal in the next few days to view it there. As I mentioned before, if you have any questions along the way, please feel free to post them in the chat. Our team here will be answering them throughout the hour and we. Would really love to hear from you.

So moving on to our agenda here.

We will start off by covering the top of mind for the Asia region with Simon.

Then we will move on to the fast track partner center experience with Christian. As I'm sure you're all familiar with fpx at this point.

We will then move on to a recording that we have covering the M365 backup and backup security from Taceib and Brad and then we will move on to into working with subject matter.

Experts, we have Ashwani Kumar on board here to provide that content and finally we will wrap it up with our FPC qualifications by Tony Curry and that is our agenda for tonight.

So one thing I wanted to do is I wanted to quick all to quickly kick off this call by sharing a poll with you.

We are always working to fine tune how we connect with our partners.

And how you hear from us on a regular basis so?

We would really just love to know if you would like to continue receiving e-mail notifications whenever we have a new program announcement for you. We post these announcements on our FPC blog and then we link them on FRP, Viva, Engage and an e-mail goes out. So we want.

To know if you are enjoying this process or if you would like to see a decrease in the number of emails you're receiving to your inbox.

So.

And if you would prefer to just head over to our blog and get the announcements there.

We're trying to assess if that's part of your practice in the program or if you want to continue getting these notifications or if you don't have a preference.

We really just wanna get your feedback overall to see how this process is working for you.

So if you could take a moment to fill this out, we would really appreciate it.

Thank you all so very much.

And now I will turn it over to our first presenter, Simon, Rutgers.



**Simon Rutgers** 3:12

Wonderful. Thank you, Renee.

So for those of you who I haven't met, my name is Simon.

I'm the PSM lead for ANZ and I'm based in Sydney, Australia.

Just click on to the next slide, Renee. Just want to say a big thank you for your contribution and engagement thus far.

The program wouldn't be what it is today without your input and enthusiasm. As some of you may know, we recently held the Asia fast track power event in Singapore.

Thanks to everyone for making the trip to Singapore and your active participation.

We had over 40 people representing 19 partners in attendance.

Topics such as the evolution of the FPC.

The future vision leveraging data insight to grow your business.

We're covered in our time together.

Feedback was resoundingly positive.

So again, thank you for all your contribution in making it a success.

Speaking of success, your success plans.

So we're at the halfway point in our Microsoft partner fiscal year, so it's a good time for you to revisit your PSP, your success plan and make any updates or changes and course correct where required.

This period, several fpx updates were rolled out and a couple worthy of mention relate to MCI workshop eligibility and subscription info.

Some very exciting stuff. I believe Christian will dive a little deeper into these later on if you haven't already started the conversation around Qbrs known as quarterly business reviews, reach out to your PSM or raise it in your next call.

It's a great opportunity to elevate the conversation.

And tie it back to the broader goals.

Of your organization.

In terms of focus areas and asks for the next period, we recently announced announced several new FPC qualifications to ensure that you check those out and advocate for them across your business.

Tony will be walking us through those in more detail shortly, but also look out for the announcements on the FPC portal or check with your PSM.

Our SME's and Fta's are a great way to build deeper relationships into both Microsoft and our partners.

Please leverage them where you can acquire.

Will have a few words to say later on on this particular topic, and we have a lot of workshops happening all the time.

The next one is the M365 apps team, frontline worker and Intune advanced deployment guides.

Office hours.

That's a bit of a mouthful, that one that's coming up.

So please do register for that.

Check with your PSN if you do need some guidance there.

And finally, our advanced deployment guides aka Adgs.

We all have a good acronym as a pre sales tool. Microsoft Fast Track has made a huge investment in our guides because we know the value that this can bring for our partners, Inc customers.

So continue to leverage those either for pre sales or deployment conversations and

as always, give us your feedback as you do so.

That's it for top of mind. I believe we have a few photos after this particular slide.

Power up event that was held in Singapore before Christian takes us through the Fpx updates in more detail over to you, Christian.



**Christian Maier** 6:29

Thank you so much, Simon, and hello everyone.

It's nice to be here and speaking to you about the fast track partnership fpx and what's coming up next.

I'm the product manager behind the experience here, behind the data in the API that we're building for you guys, and today I want to just quickly dive into the recent release and then talk about what's coming up next.

So as Simon mentioned, there are a couple of highly requested.

Data insights.

That we shipped recently.

The first one was all around the MCI eligibility to make it easy for you to find eligible workshops that you can run with your customers.

We do a lot behind the scenes here.

We do the validations up front, so we check if you as well as your customers are eligible to run such a MCI workshop.

So you don't have to claim it.

And after three or four weeks, you figure out. Yeah, I'm not eligible.

We validate the region requirement that others behind the scene and only show you the engagements. The MCI engagements that you are actually eligible for.

There is a little bit of a data lag here of around one day until everything comes through a pipelines, so you might see certain eligibility workshops.

A little bit delayed by one day, but it'll be soon refreshed.

So that's that's something to keep in mind.

And the second one was all around subscription and renewals. There was the huge ask of like hey, can you give me an overview of all the licenses that my customer purchased?

Obviously, we focus on M365.

We don't do this for Azure.

And so you can make also informed decision as you approach the customer on how to lend certain services, professional services and how to start your engagement and

and much more.

So I thought that now I switch over to do a live demo.

So, Renee, I'll I'll take over the screen and I share.

Share the my my browser so I'll and then I'll let you know when you can take it back, all right.

So it should come up right now.

Let me know.

Give me a thumbs up when it's visible.

Great. OK.

Thanks. All right.

So here I'm logged in into our demo tenant that runs in our test environment.

We have here demo data so none of the data is actual customers and this is all made-up data you you see it also here in a tpid the numbers are not correct and there's a negative minus in front of it so.

And what we did in the first release on how we can find this MCI eligible MCI engagement we put here.

A very simple way to find it, correlate it to the individual licenses license.

Excuse that your customer has so here specific 45. If this is a 5 opportunity here that we have, we quickly highlight eligible engagement.

So you can see here in the demo data the 99 that are eligible.

You can click on this 99.

The data below gets filtered to just show you all this 99 engagements. You can also go in and sort.

You can also go in and use all filters to select based on your needs.

You maybe want to look for engagements where the usage is slow or where you can also claim seaport.

So you can all do it by selecting these as well as you can filter down by the.

Countries and the regions that you care most, maybe you just operate in Japan.

And you want to see just the customer in Japan versus your sub somewhere else might operate in that region?

So you could do that and then once once you do it here we added a column here that shows you the number of eligible engagements if there are any and once you click on this you get the list of all the workshops or engagements that you can claim.

We show the engagement name.

You can click on the engagement name and get to the details page.

Each where it shows the full detail of the engagement. You can also go directly and claim the customers from here so you get in the claims windows and and helps you proceed to claim it. If you have claimed it then you will also see the claim number so. You can go back and see what's going on with with the workshops that I claimed. We also show you the eligibility start date and eligibility end date.

For example, some of the workshops might end up soon. For example this.

Here the the copilot deployment and adoption accelerator has ended off April 23rd.

So you can tailor your approach based on that.

Say, hey, let's let's go move and and and get this workshops going with the customer since this is expiring soon.

I see also a good question in the chat.

How can I download all MCI eligibility for all customers? So the first release that we have here what we did is.

You already have your propensity data, the opportunity data, and we want to bring it enhance this opportunity data.

Basically an opportunity data you might look for two scenarios.

The first scenarios is hey, which customer have low usage.

I might lose and let's engage with them and as part of this approach, you might want to look for are there any incentives for Microsoft that help in the engagement to drive the usage above the tipping point to get the customer so?

We merited with that.

The second approach is maybe some customers are ready for upsell and you want to put a presales workshop that an MCI pre presales workshop. You want to find it.

So we approach it this way.

The question that you have here in the in it is more like OK, I want to look at all the MCI engagement that I'm eligible in my customers eligible and give me the whole list of these.

We don't have that in the UI.

Are currently easily enabled.

Definitely this is one feature request that we have in the backlog. The way on how you can achieve it currently is by using our API so our API can give you everything that you see here in fpx you all the data you can get in the API. But.

In a flat structure, meaning that you can go in and ask exactly this question.

Give me for all my tenant IDs or all my customers.

Give me all the MCI.

Engagement that I'm eligible.

Well, and the API will give you the whole details.

So currently if you want to achieve this, you gotta integrate with our API or use our API to pull it.

Yeah, but definitely this is something that we have in our backlog. The other way on how you can achieve with this.

Obviously you can go in and then you can just remove the one filter. You can go in and say you Scroll down to eligible and click on eligible here.

And then the the table would get filtered down.

To all the MCS that are eligible.

And then you I forgot to click on apply new mistake here.

And it shows you all the customers and the corresponding workloads. That might be interesting for this MCI and then you can go in and then click on download and it downloads you the whole list of your customers. So you can export it and and and find this that.

Another way to do it, yeah, so.

And definitely we are looking into to see on how you can make it easier going forward.

Another column that we added in. Currently this is just in our demo data, but if you look in fpx in your account you will see it.

We also highlight here the potential earnings that we calculate based on the public rate card. So you can see how much Microsoft is paying for you to run this workshops.

This is just currently here not available.

It's not in the test data.

We have.

That was missed to be added.

Other columns here is all about the segment and area and subsidiary. So you can see.

Because this is a criteria for MCI, they need to be in certain areas, so you have also this information if needed.

OK. Another data point that we added here is if you click in one of the tenants here, you can also get now the whole subscription profile of your customer.

So for example, here you can sort by quantity and you see what does this customer have.

What are the licenses that this customer have?

You can see the start and end date of of this licenses, so you can tailor your approach. You can say oh, it looks like on in August here.

What was the data here?

The Windows 365 is expiring.

OK, let me go and and and prepare an engagement with the customer to renew it.

The same on the current end state, which indicates if the customer is in grace period with the license.

You can see how long the grace period is before we we shut down the the license.

And lastly, one release that we really wanted to also send out.

I know a lot of you guys ask. This is the year renewal, when is the year renewal for a customer coming up?

You see it here in the in our demo tenant. This is our our test environment.

It is already plugged in.

We haven't released it yet because we found some discrepancies in the data that we're fixing and we hope in a couple of weeks we'll release this as well.

So this will come all out and then you can use again the filters to find which ear renewals are coming up in this quarter versus next quarter versus next year.

So you can quickly sort, so looks like the demo data, nothing.

Is in next quarter?

And then lastly, the last release that we have is if you look at the top right corner here, let's see if I can make it a little bit bigger. We have this thumbs up and down.

We call it micro feedback.

And you can use it anytime you like.

Something in the UI.

Give us a thumbs up.

Let us know what you like specifically.

You can also provide feedback.

Say what was good.

What you liked about it? Definitely, we're looking at this every week.

Week and we triage the feedback to to know, hey, something is good, something is not good.

What should we improve?

So we actually look into this data weekly, so feel free to use it.

You can provide also comments here if you have any feedback. If you don't like



something, you're frustrated.

The experience is not easy to understand.

The localization is not good that we have in in fpx for your language.

Let us know if the data is not correct as well and put verbiage.

Cheers. Let us know exactly what it is.

Don't use it for support. If you have issues and you need our help, don't use it.

This is we we don't know who submitted the feedback, so we cannot come back and and talk to you back.

So please use our support mechanism for feedback.

Any questions before I move?

And then close out with the roadmap.

Awesome, I hope.

You appreciate the the release here and we have more that we have working in the pipeline. And Rene I handing it over to you to bring back the slides and I have only think one or one slide left and then I hand it over to the next present.

Thank you.

Let's move to the next. Yeah, we talked about the in product feedback. Yeah, we do.

Also, a lot of perf improvements, performance improvement, security under the hood updates that also coming after we release the MCI data and insights we saw PERF impact. So we had to work a couple of releases to to fix the performance given the high demand that was put on.

Our experience to consume the data.

And we communicate if there are any issues.

Choose watch out for communications from us.

We we post it regularly to say, hey, we release this.

There are some issues here.

We're about to fix them.

And then once they're resolved, we come back and let you know.

OK.

Let's go to the next slide.

Here is an interesting data that I I wanted to show you the amount of work that our team is putting to bring in this data.

In compared to last fiscal year where we just had usage in and the cpor incentives we we are adding more and more data.

We're currently processing 400 million records per day than than in in last fiscal year.

So there's a lot of data that we pull in and we structure it.

At the tenant ID level, we normalize the data.

We ensure that the data is In Sync and then we we try to simplify it in experience to make it easy for you to filter and search and download the data and have it behind an API for you to consume.

So we try our best to bring in the data and obviously we do a lot.

Sometimes things slip to the cracks and the data is like we had a bug here and a bug.

Another bug here, but we're catching up pretty quickly and fix it.

To ensure that you trust our data and you use it to drive success with your customers and and obviously help you grow your business.

So this is just a small snapshot and then in the next slide I just pulled the next couple of months.

What our plan is, so we'll continue to invest in what we call the land and expand lxp based propensity data, the land and expand is is basic.

It's a sales terminology or or theory.

Is basically talking about propensity.

So we, as you've seen, we enhance our data with subscriptions, with incentives. The MCI, we work also on the CSI engagements.

We wanted to bring them in, but the data was not ready or production ready.

We're working with the team that owns the data to move it to a a A system and they promised us by July or by summer that they complete the migration and then we'll light it up in the experience.

So you can also find eligible CSI engagements other data that is coming year renewal we talked about and we're refreshing the land and expand base with.

More workloads increasing from 13 to 20.

We add also propensity for copilot.

So you get the full licensing spiel there.

Everything for copilot as well is also in works and should come up shortly in a couple of months behind the scenes. We're also working on changing the referrals, improving the experiences, making it easier for you to consume as well as we work on AI based assistant that helps.

You.

Harvest the data that we have here.

Look into the data and find things that you need. Say hey for my region, find all customers that are eligible for MCI.

The question that was on a call before.

And give me the ones that that I'm eligible for and the customer is eligible and filter out by this different pivot.

So things like that will come too, and you'll have this AI assistant copilot based AI assistant in partner center.

As well, yeah.

So that is a preview of March and the rest of this the next quarter.

So we're totally, very excited to bring more data and insights and looking forward, I'm just quickly looking at the chat.

Yes. So the downloads Hub also has a report that you can use.

That's correct, but I cannot guarantee there if the eligibility checks are done upfront.

So I'm not familiar with that.

The downloads hub. I'm PM for it.

Awesome. That's everything.

I had the next slide is more call to action.

So we have a what we call a early adopter program.

So if you want to take a look at your data in the new experiences, new data that we're working on and have time to give us feedback before we release it, feel free to join.

The link is here.

And we're more than happy to invite you in the program.

And give you access so you will see similar calls where I'll present the new releases and new features and you have a couple of weeks to test it.

Give us feedback. We'll fixing issues and then release it publicly to everyone.

So that's our earlier doctor program.

So if you're interested and want to volunteer and have time to give us feedback, feel free to join.

That's everything I have for today.

Thank you so much.

Thanks everybody and I'm handing over to the next speaker.



**Rene Munoz (AG Consulting Partners Inc)** 24:14

Alright, thank you so much, Christian. And as mentioned at the start of the call, we will be having a quick recording regarding the Microsoft 365 and 365 backup storage.

No.

Right now we will move forward to working with subject matter experts with Ashwini  
Ashwini I'll hand it over to you.



**Ashwini Kumar** 38:25

Thank you so much, Renee.

Am I audible? If you. If I am, please give me a thumbs up.

Awesome. Thank you.

So I know acronyms are sometimes really a pain.

So SME stands for subject matter experts.

So today, so I am going to cover about what are fasttrack subject matter experts.

It's not a new thing.

It's been there, I think, for as long as fast track has been there.

And then what do they do?

How you can go and avail their help and guidance as well at the same time. What they're not for so more than.

Essentially, what you can also what would we would encourage you not to engage SMEs for and then the call to action that we I'll have in my presentation is that SME is a very good benefit available from Microsoft to the FPC community.

But we are seeing that it is not utilized as much as it can.

So my request to all of you is.

After this presentation and after when you go back to your day-to-day work.

Working with customers, please see if there are any opportunities where you can go and leverage fast track subject matter experts.

They are Microsoft Resources who are highly technical.

Please do involve them into your customer journeys as well as your delivery methodology so that is the brief agenda that I'll follow for about.

7:00 to 8:00 minutes.

So that's my talk.

So let me start with who are fasttrack subject matter experts?

So Renee, let's be at this slide.

So in terms of subject matter experts, so Rani, we'll go back 11 slide.

Sure. So who are subject matter experts?

They are deep technical experts so, and they specialize in deployments.

So they are not presales resources again and also they are not support resources,

they are here to help us drive customer success.

So what does customer success mean?

Essentially, if a customer has a run of procurement and they are successful with their purchase and we have.

A subject matter expert.

It's available in areas like identity where you can work with them.

On intra we have on areas like security where we can you can work with them on defender and other products we have on compliance as well where you can work with them on purview and and and products like that we have them for modern endpoints where you can.

Work with Intune and productivity where copilot, which is the hottest thing right now.

And associated service offerings you can work with them on that.

Also on Viva.

So these are like some workloads on which we have deep, deep technical specialists available for you to help you in your customers delivery journey.

And it's not only on the delivery journey. Let's say you're doing something for a customer and you're getting into a product bug or you have some feedback or the customer has some feedback about the product. Then your, the subject matter expert from fast Track becomes one of the.

Channels available to you.

To raise that feedback.

Back to the product group and if the customer is having a really difficult journey in terms of becoming successful, then that feedback also is something that you can erase through an SME.

So a very important thing, not only to help you or guide you in the journey wherever you need the technical expertise, but also in improvement.

And again, SMEs are trained and have been very successful in amplifying partners delivery a lot of times I have seen in my five years in Fasttrack.

That partners or customers ask us to get someone from Microsoft to answer this question, or essentially there is a new technology which has come out or a new workload which has come out and the team at partner site has not been able to get to the latest thing.

Yet so that's also something that.

You can essentially get to amplify your efforts as well as amplify your visibility in

front of customers.

Beyond that, readiness and learning is one more thing that simis do regularly conduct sessions on various technologies that they're experts in.

And that is one of the key charters also for them and operational excellence in terms of everyone is gold on a particular KPI and everyone is gold on particular metrics.

So from that, from that angle, they want to ensure that they are aligned and the deliveries are aligned to best practices and metrics that individual subject matter experts are driving.

So that's like a little bit more elaborate version of what SMEs do.

But I just wanted to make it clear and so that all of us have clarity and understanding of.

What subject matter experts are or who are subject matter experts at fast track? Next slide please.

Awesome, so now this part is about what you can use.

SM ES for so see there is a gap. Essentially, when you're doing your pre sales you have your partner technical advisors and at the same time you could also have access to your partner technology strategist.

So these primarily engage from a presales perspective now post sale when whenever the sale has happened and you're going and making the customer successful, you primarily drive it through your own resources.

And if you run into any issues, you have the support channel.

So between the presales of technology strategies and advisor and the support channel, if the team needs any help or guidance or technical.

Help or or deep technical expertise. Then the gap exists because if you are lacking something or if you have gotten into some new situation or a new product bug and things like that, whom do you reach out to so SME exactly fits into that gap.

From sales to support after sales to before going for support and obviously SME is not a support or troubleshooting person.

They are more from best practices as well as technical guidance perspective, but they've they fill that gap from Microsoft perspective for your delivery.

So essentially as I mentioned earlier, you can use or SMEs can help partner in technical insights if you have any insights. If you have any feedback. If you need guidance that can happen.

Essentially SMEs.

Own their advanced deployment guides in their specific areas.

So if you need some information about the guide or if you want to essentially make sure that I mean something needs to be changed, something is not working on those guides also.

That's also something that SMEs can help with you, but OK, if you want an SME to go and run a deployment, guide for you, ADG for you, that will not happen because deployment guides are meant to be run by people who essentially by customers themselves or partners who.

Can help them. So requesting an SME to run a deployment guide may or may not be a very good approach and essentially if the any see SMEs look after the deployment for the whole area and they obviously work across partners across customer segments.

And if there are some tips, some best practices that they have learned and things like that they can provide you, those are option tips also.

So if if something is getting stuck somewhere, if you need some help then that also is there.

So all blockers that you get into from a technology perspective, SMEs are a very good resource which can help you and and help you with that. And one of the specialists, main focus areas is copilot and we would highly encourages that any copilot engagements that you're getting into.

Try to have some or the other SME cover.

So available for you because SM Es add a lot of value in the copilot area.

It's a new technology.

It's changing every day and trying to keep up with that may be challenging and could maybe slow down your adoption journey, so highly recommended.

Anything and everything on copilot, please try to see if you can engage a fasttrack SME in in that area, and obviously in terms of the readiness pillar that I spoke about earlier, multiple office hours.

Multiple events keep on happening.

Highly encouraged to go and join those events.

Understand which SME is working in which area.

What is the area of focus?

And work accordingly in those areas.

So next slide, next slide please.

Fine. So now let me cover in terms of what SM ES don't cover. So obviously it's a such a valuable resource.

It's so useful in so many scenarios, but again they are not something that is one fix for all problems here. If you are getting into issues which are more reporting specific, more operation specific.

And things like that.

SMEs are deep workload specialist, as I mentioned earlier, if you have a security problem.

Or if you have identity thing that you're trying to deal with compliance so more workload specific than operation specific. So that is something that we should keep in mind 2nd.

SMEs are always remote, so we do not have an option to get an SME onsite in front of the customer because a lot of you would be in front of the customer working with them face to face.

SMEs do not operate like that.

They are always available to you.

Only remote and I've seen multiple times that the SM ES are engaged in support related requests.

So that's also something that may or may not be the ideal way to engage the SME's because they are not break fix experts.

And obviously there's a whole dedicated team who specializes in logs, fixing problems and and things like that. So.

All support related requests highly encourage you not to look at SMEs.

As a support tool for yourself, they are experts.

Maybe they can fix that issue also, but there that may or may not be the best use of their time because they are operating at scale and also that is something that we already have a team available for to help you on the support request. So that's in.

Terms of what are not to engage and always be clear in terms of what you're going to request an SME for if you have that clarity, then you can do that.

So next slide please.

So again call to action as I mentioned earlier, there are regular events which keep on happening where SME share their knowledge. The areas that they are working on highly encouraged to go and take part in this community and stay connected for all SME activities. And again very import.

This is one of the underutilized benefits in this we are seeing right now.

So anything and everything where you believe that you might need coverage from Microsoft.



And obviously up to the scope of the SME engagement.

Please do request an SME and highly encouraged for all your copilot engagements. If you're getting into anything copilot, it's good to have a Microsoft SME on your side to help you out as long as I mean it's it's falling within their service description and what they're supposed to.

Do so the request for an SME how to raise an SME?

Request that's also an important thing if you are not aware of that.

So with this, that's the end of my slides.

Any questions? Please put them in the chat and I'll hand over to the next presenter.

Thank you so much.



**Tony Curry (AG Consulting Partners Inc)** 50:15

Let me know if you can hear me.

Give me a thumbs up if you can hear me.

All right.

Thank you for the thumbs up Ashwini.

Great presentation.

Thank you everyone and my name is Tony Curry.

I'm the curriculum manager on the Rcde team.

Rcde stands for readiness, communication, documentation and events.

So Renee and Amy and others and I work together to expose partner learning to end readiness to you.

And so I'm very happy to talk with you today.

Renee, let's go ahead and move on to the next slide.

OK.

So the last time we talked, we talked about and this was, I believe maybe a couple of months ago we talked about FPC qualification.

So we talked about the value prop.

Let me give you a quick refresher here on the value proposition for FPC qualifications.

There's three, I would say pillars to the value prop. There's recognition which gives distinction and attention, confidence, which gives you that assurance.

And customer satisfaction through knowledge.

Engagement. Let's talk about recognition here. So once you engage in FPC qualification, which many of you have by registering for the learning path, immersing

yourself in learning, taking the qualification exams and some of your earning badges, is that once you've earned that badge and or certificate you can.

Actually you can utilize that badge in many different realms, like if you want to put it in your e-mail signature. If you notice, if you get an e-mail from me, you'll see my badges.

As well as my other industry certifications in my e-mail signature, because that gives me that recognition, that distinction, that honor, that attention to my skill set.

So I encourage you to do the same thing as well.

What I've noticed a lot of individuals doing with the FPC qualifications is putting them on LinkedIn.

They'll go to their LinkedIn profile.

We're going to talk about a little bit more about that in detail.

Though you know garner the intention and gain attention and distinction.

Amongst peers and colleagues by putting it on LinkedIn as well as here's a couple of things that I would suggest you do. That's going to grab a lot of attention. You heard a lot of us talk a lot of presenters talk about presales, right?

And so I'm assuming my assumption is that many of you actually have customer acquisition materials for presales. And with that being said, or even maybe it's a website.

And with that being said.

I would take the earned attained badge.

In the FPC qualification field that you've, you know, taken the exam for and make sure that they are on your fast track website or within your customer acquisition material.

So bring exposure to your knowledge, your skill to give you that distinction and honor attention and recognition.

Now let's talk about confidence and assurance.

Another little refresher Pearson view. Who does?

Quite a bit of proctored exams across the technology industry. They survey 20,000 / 20,000 individuals, and in that survey 73% of individuals actually said to them that by engaging in certifications, by engaging in things like qualifications, certifications, things of that nature, it gives them.

Confidence that they can do their job. So that's a big value prop for FPC qualification.

Next one customer satisfaction.

Harvard Business Review did a study on a number of individuals and what they have

said, what these individuals have said is that when when they engage in certifications, when they engage in quantifying and qualifying their knowledge.

That that translates into customer satisfaction.

Because engaging in that knowledge has allowed them to show their skills and bring that to bear.

And that has led to higher NPS scores.

Now let's move on to the next slide.

OK.

So there's four different qualifications. They are the fast track advocate, advanced deployment advocate, migration associate and migration process specialist.

I won't drain the slide here and tell you about all the different personas, but last time we all talked, you registered for the learning paths. I just put into the chat the actual exams themselves.

So you can actually go in right now.

And go ahead.

And not only just register for the exams, but to start taking.

The FPC qualification exams.

Let's go ahead and move on to the next slide, Renee.

Now where are the FPC qualifications?

I just put them in chat so you have that this time now on REACH 360 instead of expert zone in 2022 and 2023.

You are now not tethered to your laptop.

You can you can complete exams on your tablet as well as your mobile phone and it also has learning pathways as well.

So you're going to see that come to bear very soon and so make sure that if you have not registered for.

The qualification exams before make sure you do.

So now, but use your business.

E-mail don't use your Gmail your Hotmail.

Make sure you use your business e-mail if you've already done so, you'll get a message from me saying you need to change your your e-mail to your business e-mail.

Make sure you do that because you'll see the next iteration of how we're streamlining badging and FPC qualifications for you.

Let's go ahead and move on to the next slide, Renee.

All right, here's about LinkedIn.  
Lot of a lot of partners are putting their badges on LinkedIn.  
They're putting their certificates on LinkedIn, you see here.  
Definitely do so.  
There's a hashtag for you to do so as well.  
Not to do so, but to, you know, bring exposure to it as well.  
Hashtag got FPC qualified so as you see a number of partners here they have done.  
So we hope you do the same and bring that attention to you. If your skills and knowledge.  
And FPC qualification.  
So a lot of excitement going around on LinkedIn about this.  
Let's move on to the next slide right now.  
All right, So what you should do and why I'm going to move through this slide really quickly because there's not much time left.  
Discuss and encourage the FPC qualifications within your organization.  
Make sure you evangelize the FPC qualifications within your organization and next point when you've attained the qualification badge, display it LinkedIn e-mail signature pre sales, material, website, whatever you'd like to do.  
But I would say do them all.  
Next one consider completing all or one.  
One or all of the FPC qualification badge and attain multiple qualifications.  
So make sure you do so for within your organization for the different aspects of what you do, whether it be migration. Of course, everyone in your organization should be doing the fast track.  
Advocate everyone in your organization should be doing the advanced deployment advocate as well as the other upcoming exams.  
A little teaser here.  
Upcoming exams before the end of the fiscal year.  
There will be three upcoming exams that are very robust and last point.  
Give us your insights and provide feedback. Everything that we do on rcde, it's really all about you giving you what you need to be wildly successful. Renee, back to you.

 **Rene Munoz (AG Consulting Partners Inc)** 57:53

All right.

Well, I want to thank you all for taking the time to join our call.

As always, we hope to provide you with the best information we can and then provide you with content that assists.

And and helps here as I mentioned earlier in the call, if you do have any questions, please feel free to put them in the chat. You know we're a little bit short on time. So we will not have time for a live Q and A I apologize for that.

But again, thank you to our presenters.

Thank you to our partners. As always, if you can take a few minutes.

Just to fill out our surveys, as it does help us plan our future events and how we can best serve you as our partners.

Thank you everyone and and have a great day.

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