



Partner Enablement Resources Catalogue

Middle East and Africa
October, 2016



Gabriella Schuster's message on readiness @WPC

Enablement and training

One of our biggest focus areas in FY17 is helping partners meet the **digital transformation** demands of our shared customers. We know that customers don't just buy a platform like Azure any more than they bought Windows Server just for the sake of having it – they buy a solution that solves a problem in their business. We want to help our partners develop those solutions.

We're investing in [partner profitability resources](#), [digital training](#) through Partner University, [local learning events](#) through Microsoft and our learning partners, [Massive Open Online Courses](#) on a wide variety of topics, and [advisory hours](#) to help partners win deals, accelerate deployment, and increase customer consumption of Microsoft services.

I'm especially excited about the new [Microsoft Professional Degree](#) program announced on day 3 of WPC. This enablement program, with training built on the Open edX on Azure platform, provides curriculum and hands-on experience for professionals to grow their skills in critical fields, with an initial focus on data sciences. The data sciences program opens soon, so learn more [here](#).

O365 Partner Enablement Assets

Engines / Assets	Segment	Proficiency Level	Audience	Delivery
Skype for Business Airlift	ENT	Inspire/Optimize	Tech	In person
Office Bootcamps	ENT	Recruit/Inspire	Sales	In person
Tech Summits	SMB/ENT	ALL	Tech	In person
Drumbeat Start O365	SMB/ENT	Recruit/Inspire	Sales	Digital
Drumbeat Start E5	SMB/ENT	Recruit/Inspire	Sales	Digital
Drumbeat Start Skype for Business	SMB/ENT	Recruit/Inspire	Sales	Digital
Drumbeat Grow	SMB	Inspire	Sales	In person
Drumbeat Optimize	SMB	Optimize	Sales	In person
Drumbeat Start CSP	SMB/ENT	Recruit	Sales	Digital
Learning Partners	SMB/ENT	ALL	Tech	In person
MVA	SMB/ENT	ALL	Tech	Digital
MPN Learning Paths	SMB/ENT	ALL	ALL	Digital
EDX.org	SMB/ENT	ALL	ALL	Digital
Channel 9 - Developers	SMB/ENT	Optimize	Tech	Digital
Disti Bootcamps (DBC)	SMB	Recruit	Sales	In person
Cloud Sure Step Learning paths	SMB	ALL	ALL	Digital
Modern Biz tech Series LP	SMB	Recruit/Inspire	Tech	Digital

C+E Partner Enablement Assets

Engines/ Assets	Segment	Proficiency Level	Audience	Delivery
Partner Practice Enablement (PPE) Azure, DC, DP, EEM	SMB/ENT	Recruit/Inspire	Tech	In person
Tech Summits	SMB/ENT	ALL	Tech	In person
C+E University Online: IoT Online Data Platform Online Cloud Infrastructure Online Enterprise Mobility Online Cloud App Dev Online	SMB/ENT	ALL	Sales	Digital
EDX.org	SMB/ENT	ALL	ALL	Digital
Channel 9 - Developers	SMB/ENT	Optimize	Tech	Digital
Drumbeat Start Azure & EMS	SMB/ENT	ALL	Sales	Digital
Learning Partners	SMB/ENT	ALL	ALL	In person
Azure webinars on Azure.com	SMB/ENT	ALL	Tech	Digital
MVA	SMB/ENT	ALL	Tech	Digital
MPN Learning Paths	SMB/ENT	ALL	ALL	Digital
Disti Bootcamps (DBC)	SMB	Recruit	Sales	In person
Modern Biz tech Series LP	SMB	Recruit/Inspire	Tech	Digital
Cloud Sure Step Learning paths	SMB	ALL	ALL	Digital

Note: For the **in person** events, please check our [events page](#) as often as possible, to see if there is any upcoming training in your city or nearby. Keep yourself updated as well with the trainings related news [here](#).

CRM OL Partner Enablement Assets

Engines / Assets	Segment	Proficiency Level	Audience	Delivery
Dynamics Learning Portal	ENT	ALL	ALL	Digital
Drumbeat CRM OL	SMB/ENT	ALL	Sales	Digital
MPN Learning Paths	SMB/ENT	ALL	ALL	Digital
Disti Bootcamps (DBC)	SMB	Recruit	Sales	In person
Modern Biz tech Series LP	SMB	Inspire/Optimize	Tech	Digital
Cloud Sure Step Learning paths	SMB	ALL	ALL	Digital

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Windows 10 Partner Enablement Assets

Engines / Assets	Segment	Proficiency Level	Audience	Delivery
Windows 10 Tech Series	SMB/ENT	ALL	Tech	In person
Drumbeat Start Windows 10	SMB/ENT	ALL	Sales	Digital
MPN Learning Paths	SMB/ENT	All	ALL	Digital
Learning Partners	SMB/ENT	ALL	Tech	In person
MVA	SMB/ENT	ALL	Tech	Digital
Disti Bootcamps (DBC)	SMB	Recruit	Sales	In person

Partner Profitability & Digital Marketing Assets

Engines / Assets	Segment	Proficiency Level	Audience	Delivery
Cloud Partner Profitability Workshops	SMB/ENT	Optimize	BDM	In person
Cloud Partner Profitability Learning Path	SMB/ENT	ALL	ALL	Digital
Digital Marketing Workshops	ENT	Optimize	MKT	In person
All Marketing Resources on MPN	SMB/ENT	ALL	MKT	Digital
Marketing Foundational on MPN LPs	SMB/ENT	ALL	MKT	Digital
EDX.org marketing trainings	SMB/ENT	ALL	MKT	Digital

Priority technical Exams

Cloud	Exams
Azure (Cloud Platform)	70-532: Developing Microsoft Azure Solutions
	70-533: Implementing Microsoft Azure Infrastructure Solutions (available through MOC on demand)
	70-534: Architecting Microsoft Azure Solutions
CRM (CRM OL)	MB2-704: Microsoft Dynamics CRM Application
	MB2-709: Microsoft Dynamics Marketing
	MB2-710: Microsoft Dynamics CRM 2016 Online Deployment
	MB2-712: Microsoft Dynamics CRM 2016 Customization and Configuration
	MB2-713: Microsoft Dynamics CRM 2016 Sales
	MB2-714: Microsoft Dynamics CRM 2016 Customer Service
O365 (Productivity)	70-346: Managing Office 365 Identities and Requirements
	70-347: Enabling Office 365 Services
SFB (Communications)	70-333: Deploying Enterprise Voice with Skype for Business 2015 (beta)
	70-334: Core Solutions of Microsoft Skype for Business 2015 (beta) (available through MOC on demand)
SQL (Data Analytics)	70-466: Implementing Data Models and Reports with Microsoft SQL Server
	70-467: Designing Business Intelligence Solutions with Microsoft SQL Server
	70-473: Designing and Implementing Cloud Data Platform Solutions (beta)
	70-475: Designing and Implementing Big Data Analytics Solutions (beta)
Windows 10/Client/EMS (EMM)	70-398: Planning for and Managing Devices in the Enterprise
	70-697: Configuring Windows Devices (available through MOC on demand)

Other useful links:

[Microsoft Certifications](#)

[Microsoft Exams](#)

[Exam packs offers](#)