

Microsoft priorities for the coming year

Microsoft CEO, Satya Nadella, started the conference with a Vision Keynote about enabling digital transformation, specifically a partner centered \$4.5 trillion transformation opportunity, through four solution areas:

- Modern workplace
- Business applications
- Applications & infrastructure
- Data & Artificial Intelligence (AI)

Talking about the intelligent cloud and intelligent edge, Satya Nadella also unveiled Microsoft 365, which brings together Office 365, Windows 10, and Enterprise Mobility + Security, delivering a complete, intelligent, and secure solution to empower employees.

Earlier that day, Ron Huddleston, Microsoft Corporate Vice President, announced the new One Commercial Partner organization, along with the three primary functions of the organization: Build-with, Go-to-market, and Sell-with. Enabling digital transformation was a theme throughout the Vision Keynotes and conference sessions. On day two, Judson Althoff, Microsoft Executive Vice President, Worldwide Commercial Business, laid out the four pillars of digital transformation, along with customer stories aligned to each pillar:

- Empower employees
- Engage customers
- Optimize operations
- Transform products

Toni Townes-Whitley, Corporate Vice President, talked about our continued focus on being industry focused and partner powered, and on how that relates to business outcomes for customers.

On day three, Brad Smith, Microsoft President and Chief Legal Officer, talked about the need for integrated security at global scale that is engineered-in and fully integrated. Gavriella Schuster, Corporate Vice President, Worldwide Channels and Programs, talked about the changes being made to the Microsoft sales model to enable partners to have focused conversations about building the business with Account Managers versus developing solutions with Channel Managers.

[Watch the Microsoft Inspire 2017 Vision Keynotes and daily highlight videos](#)

[View Microsoft Inspire 2017 session videos and download PowerPoints](#)

[Top 10 sessions at Microsoft Inspire 2017 by Dean Armintrout](#)

There was a lot discussed at Microsoft Inspire. I have curated the announcements here aligning to our focus on being partner led and partner first, and the four solution areas that enable digital transformation.

Event news and Webcasts

Discover [sessions](#) relevant to your business.

Putting partners first

"One Commercial Partner harnesses our partner expertise and knowledge – technical, marketing, business development, and programs. It brings together the things that work so that every partner can benefit, regardless of size, business model, or geography." – Ron Huddleston, Corporate Vice President

- [Microsoft Inspire: Partner-driven digital transformation](#)
- [Microsoft puts partners at the center of \\$4.5 trillion transformation opportunity](#)
- [One Commercial Partner: Putting Partners First](#)

Modern workplace

"The workplace is transforming—from changing employee expectations, to more diverse and globally distributed teams, to an increasingly complex threat landscape. From these trends, we are seeing a new culture of work emerging. Our customers are telling us they are looking to empower their people with innovative technology to embrace this modern culture of work." – Kirk Koenigsbauer, Corporate Vice President

- [Read Kirk Koenigsbauer's post on introducing Microsoft 365](#)
- [Read Matt Barlow's post about connecting with partners to empower the modern workplace](#)
- [Microsoft 365 and Enterprise Mobility + Security](#)
- [Now is the best time to be a Surface partner](#)

Business applications

To make Office 365 more valuable for your small business, we are announcing three new applications coming to Office 365 Business Premium and introducing the Office 365 Business center.

- [New business apps in Office 365 Business Premium help you run and grow your small business](#)
- [Helping partners innovate in business applications](#)

Applications & infrastructure

"Our customers look to Microsoft's partner community to help them successfully navigate technology options and deliver cloud-based solutions that enable their digital transformation. I'm pleased to make several announcements that put Microsoft's innovation and global reach to work for our partners – and customers – in ways no other cloud vendor does." – Julia White, Corporate Vice President

- [Read Julia White's blog post about new cloud services](#)
- [Read Mike Neil's announcement about Microsoft Azure Stack](#)

- [Microsoft Dynamics 365 July 2017 Update](#)

Data & Artificial Intelligence

Microsoft CEO Satya Nadella talked about a new technology paradigm: Intelligent Cloud + Intelligent Edge, and Artificial Intelligence is at the core of this new paradigm.

- [Read Jeff Hansen's post about the Mixed Reality Partner Program](#)
- [Read Nic Fillingham's post about Windows virtualization use rights coming to CSP](#)
- [Read Diana Pallais's blog post about General Data Protection Regulation](#)

Stories of digital transformation

Our role is to build technology that solves human problems, to help them achieve more. – Brad Smith, Microsoft President and Chief Legal Officer

Here are some examples of partners that have done just that.

- [Loss-prevention leaders: Track'em saves time, money and headaches with cloud-based tracking system](#)
- [Partners doing good: A classroom without walls](#)
- [Easton LaChappelle: High-fives all around as young inventor fits girl with a robotic hand](#)
- [When every drop counts: Schneider Electric transforms agriculture with the Internet of Things for sustainable farming](#)
- [In fast-moving cities, the cloud brings together data and flexibility for friction-free travel](#)