Worldwide Learning Partner Community Call

Audio will begin shortly, presentation available at the conclusion of the call.

JUNE 30, 2021

Dan Donohue
Learning Partner Program Manager

All content of this call is subject to the Microsoft Partner Network non-disclosure agreement.
Upcoming Community Calls

August 2021
Learning Partner Community Call

Option 1: August 25th
08:00 Pacific (15:00 UTC)

Option 2: August 25th
19:00 Pacific (August 26th, 02:00 UTC)

No July call – please attend Inspire
Today’s Agenda

- **Courseware Update**
  - Kim Spilker – Courseware Product Manager
  - Graeme Malcolm – Principal Content Dev Manager – Data & AI

- **Marketing**
  - Nancy Tandy – Business Applications GTM Lead
  - Debbie Uttecht – Sr. Partner Marketing Manager
  - Kim Boey – Sr. Partner Marketing Manager

- **Programs**
  - Dan Donohue – Learning Partner Program Manager
Courseware Title Plan
Stay updated on release dates

- The LP Community Call is changing how we bring courseware and exam updates to our Learning Partners

- As we evolve, leverage the monthly Courseware Title Plan update on the Learning Resources site

- In the future, we’ll provide you new expert voices across Microsoft solution areas

- Next update: **June 30, 2021 to be posted before end of the month**
Courseware New and Updates – June 2021

Apps & Infrastructure and Data & AI Courses

- New | AZ-040T00A: Automating Administration with PowerShell | 5 Days | end of Q1 FY22
- New | AZ-700T00A: Designing and Implementing Microsoft Azure Networking Solutions | 3 Days | 16-Jul-2021

UPDATES

- Update-Minor | AZ-010T00A: Azure Administration for AWS SysOps | 2 Days | 18-Jun-2021
- Update-Minor | AZ-020T00A: Microsoft Azure solutions for AWS developers | 3 Days | 18-Jun-2021
- Update-Minor | AZ-120T00A: Planning and Deploying SAP on Azure | 4 Days | 15-Jun-2021
- Update-Minor | AZ-140T00A: Configuring and Operating Microsoft Azure Virtual Desktop | 4 Days | 2-Jul-2021
- Update-Minor | AZ-204T00A: Developing Solutions for Microsoft Azure | 5 Days | 2-Jul-2021
- Update-Minor | AZ-400T00A: Designing and Implementing Microsoft DevOps solutions | 5 Days | 2-Jul-2021
- Update-Minor | DA-100T00A: Analyzing Data with Power BI | 4 Days | 18-Jun-2021
- Update-Minor | DP-100T01A: Designing and Implementing a Data Science Solution on Azure | 3 Days | 24-Jun-2021
- Update-Minor | DP-200T01A: Implementing an Azure Data Solution | 3 Days | 25-Jun-2021
- Update-Minor | DP-201T01A: Designing an Azure Data Solution | 2 Days | 2-Jul-2021

- Update – Major | DP-203T00A: Data Engineering on Microsoft Azure | 4 Days | 30-Jul-2021

Note: Graeme Malcolm will be speaking about this course later in the presentation today
Courseware New and Updates – June 2021

Dynamics 365 and Power Platform courses

• New | MB-340T00A: Dynamics 365 Commerce Functional Consultant | TBD Days | August Q1 FY22

UPDATES

• Update-Major | MB-210T01: Microsoft Dynamics 365 Sales | 1 Days | 13-Aug-2021
• Update-Major | MB-300T00 Microsoft Dynamics 365: Core Finance and Operations | 2 Days | 17-Sep-2021
• Update-Minor | MB-920T00A: Microsoft Dynamics 365 Fundamentals (ERP) | 2 Days | 18-Jun-2021
• Update-Minor | PL-600T00A: Microsoft Power Platform Solution Architect | 4 Days | 25-Jun-2021

Microsoft 365 Courses

UPDATES

• Update-Major | MS-100T00A: Microsoft 365 Identity and Services | 5 Days | 23-Jul-2021
• Update-Major | MS-101T00A: Microsoft 365 Mobility and Security | 5 Days | 23-Jul-2021
• Update-Minor | MS-203T00A: Microsoft 365 Messaging | 5 Days | 27-Aug-2021
• Update-Major | MS-700T00A: Managing Microsoft Teams | 4 Days | 9-Jul-2021
Courseware Updates – June 2021 continued

Security Courses

UPDATES

• Update-Major | AZ-500T00A: Microsoft Azure Security Technologies | 4 Days | 25-Jun-2021
• Update-Minor | SC-200T00A: Microsoft Security Operations Analyst | 4 Days | 2-Jul-2021
• Update-Minor | SC-300T00A: Microsoft Identity and Access Administrator | 4 Days | 30-Jul-2021
• Update-Minor | SC-400T00A: Microsoft Information Protection Administrator | 2 Days | 23-Jul-2021
• Update-Minor | SC-900T00A: Microsoft Security, Compliance, and Identity Fundamentals | 1 Days | 25-Jun-2021

Note about SC-900 update: We are saying this is a minor update because there is no new content in the courseware that would cause the MCT to prepare to teach. However, here is what will be included:

• Availability of labs and demo scripts through GitHub. Labs include work on M365 and assume tenant availability through an authorized lab hoster (ALH). (added: $50 – 30-day Azure Pass)
• Some limited rearranging of content, example: moving a topic from one module to another module.
• Because this is a one-day course, we don’t expect instructors will have students go through any of the labs during class time. The value in providing these is that some partners do make tenant environments available to learners to use after a delivery, as part of a value-add.
• Also includes demo scripts – these are scaled back labs that instructors could deliver. We are not removing links to the existing interactive click-through guides, as they are still relevant, instructor feedback has been positive on making these available as they require no setup.
Courseware Retirements

Retirement – June 30, 2021

AI-100T01  A  Designing and Implementing an Azure AI Solution
  • Replaced by AI-102T00: Designing and Implementing a Microsoft Azure AI Solution

MB-600T00  A  Microsoft Dynamics 365 + Power Platform Solution Architect
  • Replaced by PL-600T00: Microsoft Power Platform Solution Architect

MB-901T00  A  Microsoft Dynamics 365 Fundamentals
  • Replaced by MB-910T00: Microsoft Dynamics 365 Fundamentals (CRM) and MB-920T00: Microsoft Dynamics 365 Fundamentals (ERP)

Retirement – August 31, 2021

DP-200T01 A  Implementing an Azure Data Solution

DP-201T01 A  Designing an Azure Data Solution
  • Will be replaced by DP-203T00: Data Engineering on Microsoft Azure – Note: keeping DP-200 and DP-201 in market a bit longer will allow the content team to make adjustments to DP-203 for major update.
May Popular Courseware – Americas & Europe

Americas

<table>
<thead>
<tr>
<th>Course #</th>
<th>Course Title / Portfolio</th>
</tr>
</thead>
<tbody>
<tr>
<td>AZ-900</td>
<td>Azure Fundamentals</td>
</tr>
<tr>
<td>SC-900</td>
<td>Security, Compliance and Identify Fundamentals</td>
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<tr>
<td>DP-900</td>
<td>Azure Data Fundamentals</td>
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May Top-10 MOC (units)

Europe

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<td>Microsoft Power Platform Fundamentals</td>
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<tr>
<td>WS-011</td>
<td>Windows Server 2019 Administration</td>
</tr>
<tr>
<td>10961</td>
<td>Automating Administration With Windows PowerShell</td>
</tr>
<tr>
<td>10997</td>
<td>Office 365 Administration and Troubleshooting</td>
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## May Popular Courseware – MEA & Asia

### MEA

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<tr>
<td>MS-900</td>
<td>Microsoft 365 Fundamentals</td>
</tr>
<tr>
<td>20761</td>
<td>Querying Data with Transact-SQL</td>
</tr>
<tr>
<td>MS-500</td>
<td>Microsoft 365 Security Administration</td>
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<tr>
<td>AZ-400</td>
<td>Microsoft Azure DevOps Solutions</td>
</tr>
<tr>
<td>AZ-204</td>
<td>Developing Solutions for Azure</td>
</tr>
<tr>
<td>20764</td>
<td>Administering a SQL Database Infrastructure</td>
</tr>
<tr>
<td>MD-101</td>
<td>Managing Modern Desktops</td>
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### Asia

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Upcoming DP-203 Revision

Current Release

- Requires pre-provisioned Azure environment, provided by ALH
  - GoDeploy
  - Spektra
- Lab environment incurs higher than average costs
- There's a LOT of deep technical content to cover and a high proportion of hands-on
- We'll extend DP-200 and DP-201 in market as an alternative option until the revision is complete

Planned Update

- Remove requirement for pre-provisioned environment – students will deploy resources just-in-time
- Labs will be simplified / de-scoped to reduce costs
- We'll retain as much hands-on as is practical given the cost/complexity constraints and the time required for JIT resource deployment
- Additional supplemental materials will be available on MS Learn
Marketing

Nancy Tandy, Business Applications GTM Lead
Debbie Uttecht, Sr. Partner Marketing Manager
Kim Boey, Sr. Partner Marketing Manager
Discover your career path

1. Dynamics 365 Blogs (this is a filtered view): https://aka.ms/DYCPpplp
2. Power Platform Blogs (this is a filtered view): https://aka.ms/DYCPdyn365lp
3. Fundamentals: https://aka.ms/DYCPfundlp

- Create awareness of the benefits of Microsoft certifications and training with our learners through digital and social campaigns.
- Weekly blog series that deep dives into the benefits of training and certification.
- Check back weekly at the Learn Blog: aka.ms/MicrosoftLearnBlog
- Feel free to amplify on your social media channels
- Assets including banners, social and blogs available for Learning Partners.
Microsoft Security, Compliance, and Identity (SCI) Sales Enablement session recording available

Located here: aka.ms/LearningAssets in the Sales enablement folder

Overview: Microsoft Security Compliance and Identity
- Rob Linsky

Microsoft Security, Compliance and Identity Fundamentals
- Cecilia Perez-Benitoa

Microsoft365 Security Administrator and Azure Security Engineer
- Hassan Rasheed and Robert Stewart

Microsoft Identity and Access Administrator
- Robert Stewart

Microsoft Security Operations Analyst and Microsoft Information Protection Administrator
- Brandon Neeb

Q&A
New/Updated Marketing Assets
aka.ms/LearningAssets

• Assets new or updated in these folders
  • Training & Certification Assets
  • 3rd Party Research
  • Use as a resource: aka.ms/MicrosoftLearnBlog

• Dynamics 365 Assets
  • Power Platform Certification + Training Guide
  • Dynamics 365 Certification + Training Guide
  • Business Applications Certification Poster
  • Business Applications Exam Structure slides
  • Business Applications Roadmap

• Azure Assets
  • Azure Certification + Training Guide
  • Azure Certification Poster
Translated Assets

https://aka.ms/LearningAssets

- Security Compliance and Identity (SCI)
- Translated Assets
- Sales Enablement
- WWL Learning Partner Style Guide - March 2020.pptx
- Azure_marketing_guidelines.pdf

Coming soon:
- Sales enablement (Data & AI) videos: local language captions
Microsoft Inspire
July 14–15, 2021
Digital event

Register now: https://myinspire.microsoft.com/
Session Catalog available today, June 30th
2. Drive growth with the most partner-friendly business platform.

<table>
<thead>
<tr>
<th>SESSION IDENTIFIERS</th>
<th>SESSION DETAILS</th>
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</thead>
<tbody>
<tr>
<td>Breakout Title:</td>
<td>Microsoft Learning Partner Strategy - FY22</td>
</tr>
<tr>
<td>Owner:</td>
<td>Geoffrey Hirsch</td>
</tr>
<tr>
<td>Speaker(s):</td>
<td>Geoffrey Hirsch, Christian Wylde, Elisa Graceffo, Julie-Anne Arsenault</td>
</tr>
<tr>
<td>Goals:</td>
<td>Expand sales of your Learning services and solutions to customers around the globe.</td>
</tr>
<tr>
<td>Key audience takeaway:</td>
<td>Learn about Microsoft Investments and program strategies to help close the skill gap through the Learning Partner ecosystem</td>
</tr>
<tr>
<td>Brief description:</td>
<td>Building technical skills is a top priority for organizations on a global scale and the demand for skilling is more important than ever before. Join us to learn how we meet that challenge together with new Microsoft investments and program strategies designed to help close the skills gap through our Learning Partner ecosystem. We look forward to celebrating our achievements from FY21 and discussing on how we will partner together to drive skilling impact in FY22.</td>
</tr>
</tbody>
</table>
Recommended Sessions

Live Session

BRK103
The partner opportunity with Microsoft Viva is here

BRK111
Drive revenue with the most partner-focused commercial marketplace

BRK114
Partner programs to help you differentiate

BRK115
Maximize Microsoft programs and investments to accelerate your customer’s journey

On Demand

OD120
Maximize your business opportunity with nonprofits and Microsoft

OD132
Enabling partner growth through skilling

OD123
Going to market with Microsoft. Learn how to maximize Microsoft’s channel investments this coming year
Programs Update

Dan Donohue, Learning Partner Program Manager
$0 MOC Extension
Through FY22

- Previously we communicated the $0 MOC extension through September 2021.
- Based on partner feedback around the need to be able to plan further in advance we are extending to June 30, 2022.
- No partner action required

Microsoft Certified Trainer (MCT)
Program Fee-Waiver Update through FY22

- As part of the MCT programs on-going drive to provide support to the global MCTs we are extending the Program Fee-Waiver from June 30th, 2021 to June 30th, 2022.
- Encourage current MCTs to take advantage of this waiver and to visit MCT Central for information.
- The waiver can be applied to new applicants.

Questions? Contact Stephanie Jasmin at: sjasmin@microsoft.com
Learning Partner Performance Override

**Impacted Anniversary Dates**: July 1 – December 31, 2021

- Begins with the completion of the current OCP performance override ([original blog](#))
- Learning Option only for All MPN Partners
- Get assistance via [partner support](#).
- **Important**: performance overrides still require the partner to log into Partner Center, pay the competency fee, and renew.
- More information available in July
Now Live: Microsoft Certification Update

Date Release:

- Role-based and specialty certifications will shift from 2-year validity to 1-year starting **12 AM GMT June 30, 2021** (5 PM Pacific on Jun 29, 2021).

Now Live:

- Role-based and specialty certification holders with certifications expiring in 6 months or less will have the ability to renew

- Renewal will occur on Microsoft Learn by passing an incremental assessment, extending certification by 1 year

- Learners can continue to keep their certification active by renewing annually (passing assessment).

April 21 Public Announcement: aka.ms/MicrosoftLearnBlog

Microsoft confidential
Software Assurance Training Voucher (SATV) Reminder
Clarifying Program Dates & Deadlines

June 30, 2021  Last day for customer to create new vouchers
• valid for 180 days
• does not need partner reservation by this date (update from previous communication)

December 31, 2021  Last day for partner payment request to Microsoft
• training delivered
• payment submitted to CHIP
• submit early to ensure deadline is met, details [here](#)

Notes:
• all new non-Azure role-based content continues to be SATV eligible (i.e. Security)
Microsoft Technology Associate (MTA) Certification Sunset

As we continue to invest in our fundamentals and role-based learning offerings, all remaining exams associated with the Microsoft Technology Associate (MTA) certifications will retire on June 30, 2022.

Important dates:

June 30, 2021  last day to purchase MTA certification exam licenses

June 30, 2022  MTA certification exams will retire, MTA exam deliveries by exam delivery providers, Certiport and Pearson VUE, will cease.

Additional details including a list of retiring exams and FAQ can be found on the [Microsoft Learn Blog](https://learn.microsoft.com/en-us).
Metrics that Matter (Post-training survey)
Available resources update

In the post-call shared folder:
- Summary of account types
- Getting started documentation
- Current survey questions

Recorded Webinars:
MTM for Certified Instructors: Managing Your Certified Classes and Performance in Metrics That Matter – View

MTM for Learning Providers: Learn How to Manage and Monitor Your Certified Programs and Instructors in Metrics That Matter – View

Need help setting up an account?
Emilee LeDonne
LP Account Manager @ Explorance
eledonne@explorance.com

Need program support?
support@explorance.com
1. **MPN Learning Resources Collection**
   
   Program documents, marketing materials, and other assets

2. **Learning Partner Yammer Group** ← testing new community on Microsoft Partner Community
   
   Real-time updates and a place to post questions

3. **Microsoft Learn Community** *new look*
   
   Blogs, announcements, and links to many Microsoft Learn resources

4. **Learning Partner Newsletter**
   
   Monthly update to Learning Partners consisting of courseware, certification, and general program updates

5. **Arvato Courseware Marketplace Newsletter**
   
   Bi-weekly newsletter with news on changes and updates to products on Courseware Marketplace
Files From June Update

https://aka.ms/LPCCJune2021 (shared OneDrive folder)

- Deck from this call
- Call recording & localized transcripts (typically within 48 hours)
- Metrics that Matter documentation
- June Call Invites

Next Call: August 25th
Thank you