

Microsoft Workshops and Programs Cross Solutions Areas Sum UP (Partner Ready)

Solution Area		Workshop	Brief description	Links
Modern Work & Security	1:1	MCI	Build Intent Workshops are partner-led engagements that enable partners to demonstrate value, build customer intent, and maximize opportunities for Modern Work and Security	MCI
	1:1	Solution Assessment	Microsoft Solution Assessments provide customers with an in depth understanding of the opportunities available in their environments to improve productivity, reduce cost and optimize investments. These assessments utilize modern tools to collect the customer's data estate, analyze the deployed environment and provide insights for data-driven recommendations to help customers determine actionable steps for digital transformations, cloud migrations and process improvement.	Solution Assessments
	1: few	SMB Workshops	Use these Microsoft-funded demand-generation events to drive customer interest in net-new "Dark to Cloud" small and medium business (SMB) customer acquisition. These partner-led workshops have been designed by Microsoft to help you demonstrate value, build customer intent, and accelerate opportunities for Modern Work and Security.	SMB Workshops
	1: few	Immersion and Discover workshop	A collection of targeted, sales play aligned, digital events that are designed to showcase technology and inspire usage via hands on experience instructed by partners at scale.	MW Discovery Workshops Security Discovery Workshops
Azure	1:1	AAAP	The Azure Analytics and AI Accelerate Program (AAAP) is a proven approach to help partners accelerate customer demand and consumption of Analytics & AI Services. The program decreases the time to solution and increases your ability to win.	AAAP
	1:1	AMMP	The Azure Migration and Modernization Program (AMMP) helps you accelerate your customers cloud journey with the right mix of best practice guidance, resources, and expert help at every stage.	AAMP
	1:1	Solution Assessment	Microsoft Solution Assessments are a set of industry standard best practices that incorporate proven strategies for managing and optimizing an organization's IT assets..	Solution Assessments
	1: few	Immersion and Discover workshop	Provide the Azure expertise and hands-on experience customers are looking for with our Azure Immersion workshop (AIW) series. Using our ready-made collection of discipline-specific resources and tools, you can quickly and easily start hosting your own day-long customer working sessions to expand your value and drive demand for your solutions.	Azure Immersion Workshops
Bizz Apps	1:1	Pre sales offers	Business Applications Partner Presales offers are designed to fund partners to drive presales engagements. Partners will have the flexibility to choose from a diverse set of activities and can deliver each activity category once per customer opportunity.	Dynamics Pre-Sales and Post-Sales Offers
	1:1	Post sales offers	Business Applications Partner Post-Sales offers, are designed to fund partners to drive post-sales customer outcomes through greater usage of Business Applications paid licenses.	
	1:1	DMP Migration Assessment	Migrating on-premises customers to Dynamics 365' is one of the key strategic pillars for Microsoft Business Applications. The Dynamics Migration Program offers funding to partners providing Standard/Advanced Migration Assessment for their customers.	
	1:1	Solution Assessment	Microsoft Solution Assessments are a set of industry standard best practices that incorporate proven strategies for managing and optimizing an organization's IT assets..	Solution Assessments
	1: few	Immersion and Discover workshop	A collection of targeted, sales play aligned, digital events that are designed to showcase technology and inspire usage via hands on experience instructed by partners at scale.	BA Discovery Workshops