

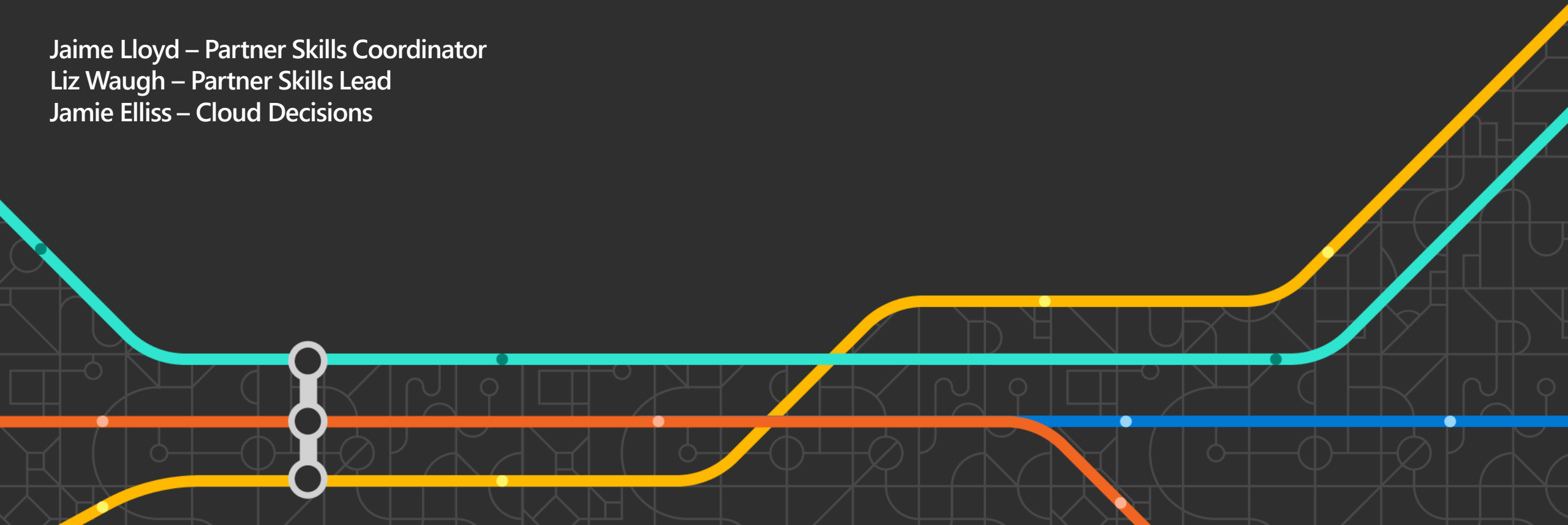


UK Partner Skills - Office Hours

Jaime Lloyd – Partner Skills Coordinator

Liz Waugh – Partner Skills Lead

Jamie Elliss – Cloud Decisions





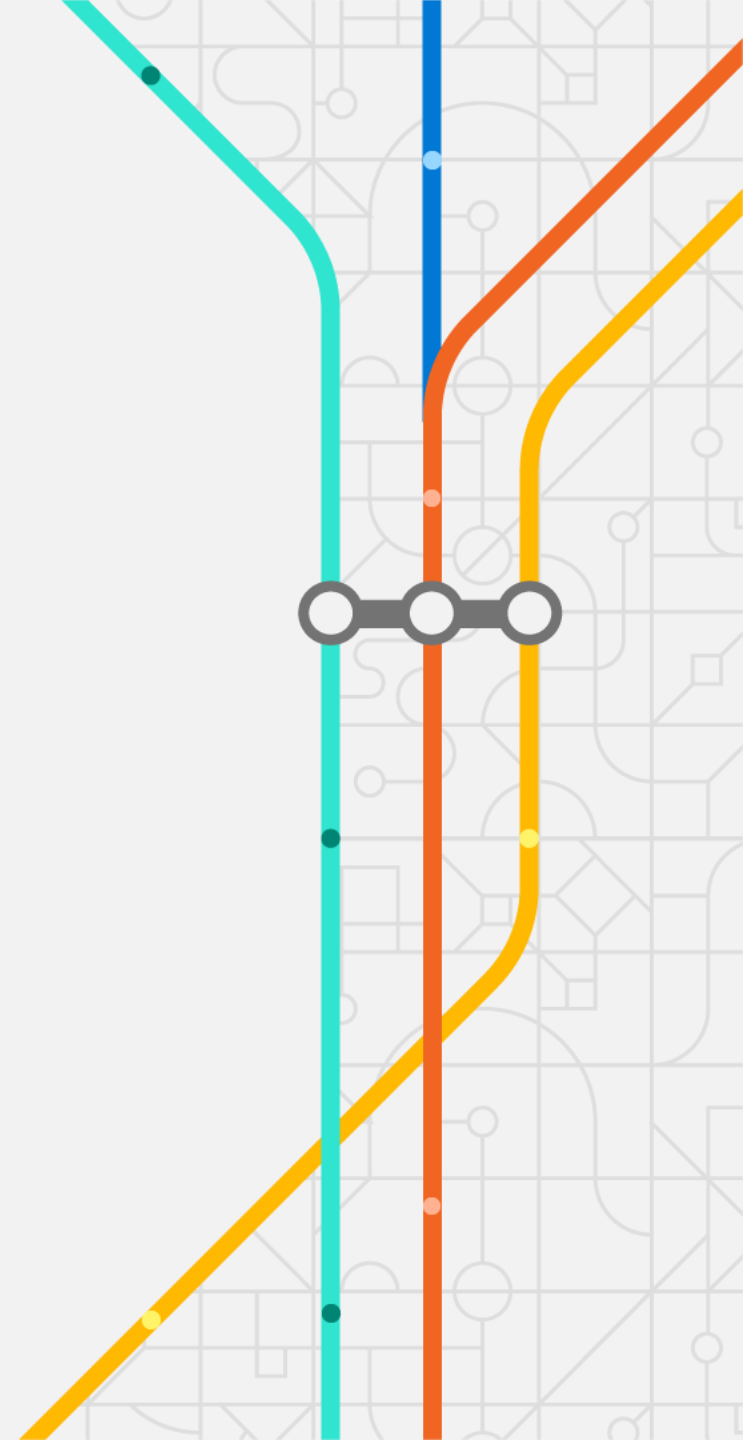
Today's Agenda

Upcoming Events

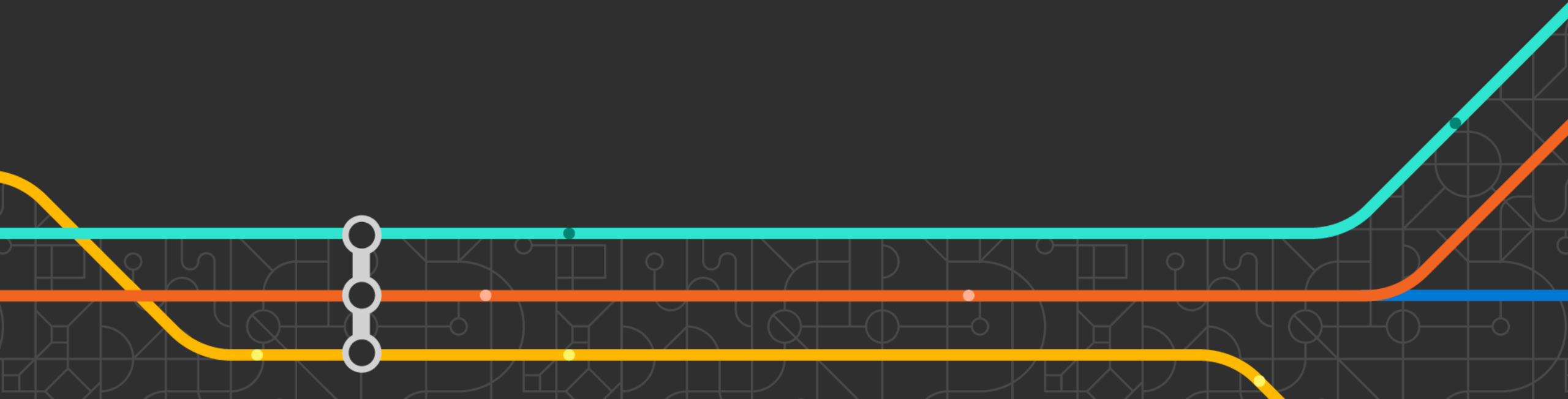
Hear from some of our talent specialists

Summary & Resources

Q&A



Upcoming Events





Upcoming UK Partner Skills Events

Azure		
<p>Data Migration & Modernisation Architectures in Azure Join us for the Data Migration & Modernisation Architectures in Azure event in which we will demystify architectural patterns for key data technologies and scenarios along with considerations for choosing the most appropriate tools in the Microsoft technology stack including Azure Synapse Analytics.</p>	<p>02nd December 2021 10:00-16:30</p>	<p>Register here</p>
<p>Innovate with Azure IoT Join us for Innovate with Azure IoT to learn more about how you can build open, flexible IoT solutions with Azure IoT services.</p>	<p>06th December 2021 10:00-11:30</p>	<p>Register here</p>
<p>Azure Acceleration Day – Accelerate your Journey to the Microsoft Cloud This day will cover App Innovation and Data Migration and help you understand key architectural concepts for modernizing your environment, as well as giving you a spring board into other technologies that can help add competitive advantage to you current offerings.</p>	<p>10th December 2021 10:00-15:30</p>	<p>Register here</p>
Modern Work		
<p>Microsoft Teams FY22 Partner Refresh Join us for this event series covering Microsoft Teams updates on Teams 101, Voice and Meetings, Platform Customisation and Viva.</p>	<p>Various dates please see registration page for more details</p>	<p>Register here</p>
<p>Plus One Sales Training Sessions with The Readiness Company These sessions have been designed to help sellers construct the sales conversation from moving from SKU A to SKU B, not focusing just on product features, but instead on the current environment customers find themselves in and how the Microsoft portfolio can help solve those pain points.</p> <p>There are four sessions in the series covering the following topics:</p> <ul style="list-style-type: none">- Business Voice- Windows Virtual Desktop- Power Apps- Defender ATP	<p>Business Voice: 10th December 09:30-13:00</p> <p>Windows Virtual Desktop: 13th December 09:30-13:00</p> <p>Power Apps: 14th December 09:30-13:00</p> <p>Defender ATP: 17th December 09:30-13:00</p>	<p>Business Voice</p> <p>Windows Virtual Desktop</p> <p>Power Apps</p> <p>Defender ATP</p>



Upcoming UK Partner Skills Events

Business Applications

Microsoft PL200 Course

After completing this 5-day course, students will be able to:

- Work with an organization to gather requirements and implement Power Platform solutions
- Build model-driven, canvas, and portal apps
- Create Power Automate flows
- Design a simple chatbot using Power Virtual Agents
- Analyse data using Power BI visualizations and dashboards

06th – 10th December 2021
09:30-15:30

[Register here](#)

Security

Compliance Deep Dive Series Part 1 - Privacy Management

The Deep Dive Compliance series is designed to give partners a comprehensive understanding of how to get started as well as deploy and manage our Microsoft Compliance platform.

29th November 2021
14:30-17:00

[Register here](#)

AZ-500 – Azure Security Technologies

The AZ500 course teaches you the skills you need to become a Microsoft Certified Azure Security Engineer Associate. Learn how best to implement data platforms and protect your business with Azure.

29th November – 02nd December
2021
09:30-17:00

[Register here](#)

Sales

Delivering customer value through the sales process: a sales & pre-sales primer

In this session we will share an overview of a typical sales engagement and how, with the right preparation, you can bring your solution to life in the eyes of the customer.

09th December 2021
09:30-11:30

[Register here](#)



Upcoming UK Partner Skills Events

Microsoft Certification Week for Partners

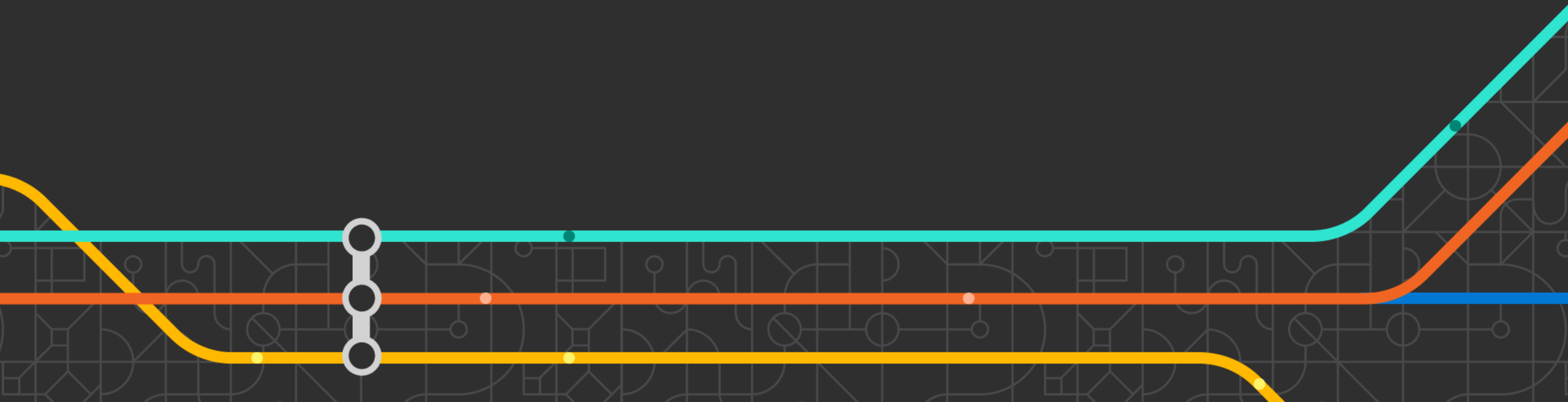
Certification Week for Partners is a skilling verification event for those who demonstrate skills every day on the job and are ready to validate their technical expertise of a Microsoft Solution Area and gain a Microsoft Technical Certification.

Participating in all four sessions (2 hours per day for 4 days) per track qualifies you for the opportunity to receive a practice test and a full exam voucher, all while polishing your test-taking skills and refining your technical understanding.

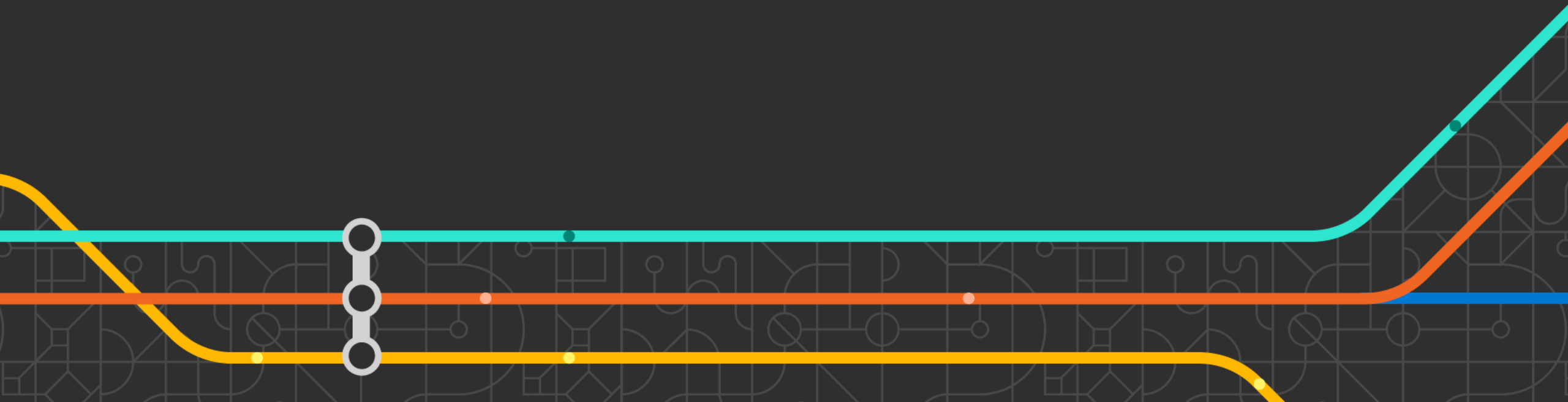
13th – 16th December 2021

[Register here](#)

UK Partner Talent Services
aka.ms/UKPartnerTalentServices



Talent Services – Cloud Decisions



Your dedicated partner for
Microsoft talent...

Microsoft Partner

Microsoft UK Partner Talent Services

UK talent resources to help you grow new and existing talent in your business. Cloud Decisions are proud to be selected as a specialist talent acquisition provider.

Cloud Decisions Ltd

Co Reg: 12940903

VAT: GB365733770

Registered Office

83 Friar Gate, Derby
DE1 1FL, United Kingdom

About Us...

- Cloud Decisions delivers talent services exclusively for Microsoft Partners
- Help meet the increasing digital skills gaps experienced in the ecosystem
- Delivered by Microsoft Certified Talent Specialists
- Microsoft Partner since Jan 2020
- Committed to talent diversity – WomenInTech, Tech Talent Charter, Disability Committed
- Proudly selected for Microsoft UK's Partner Talent Services

Microsoft Partner

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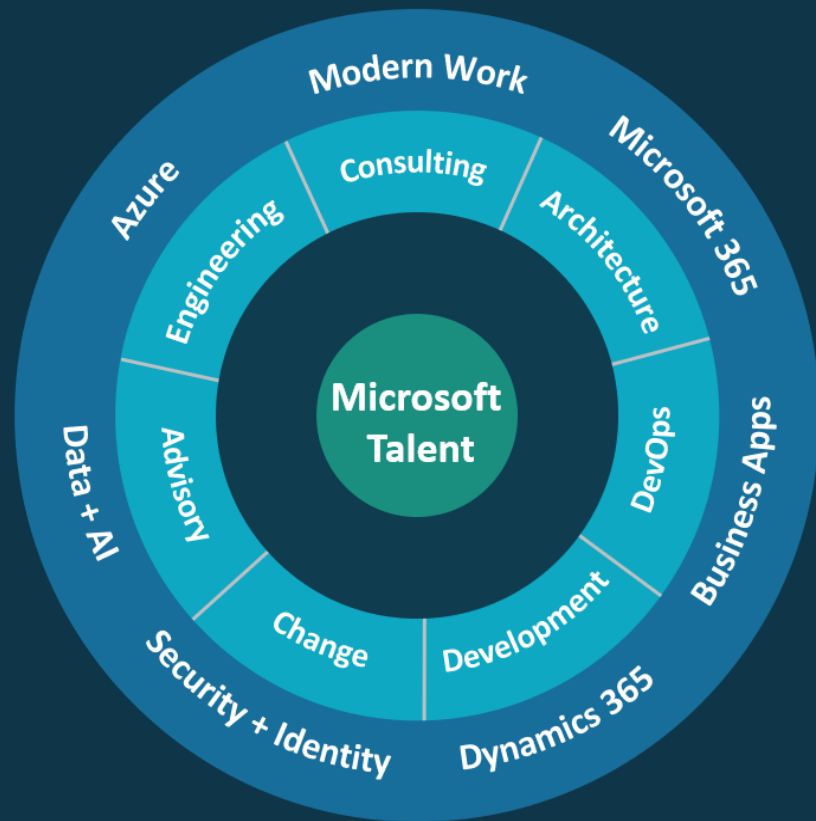
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Solution Areas...



Azure: Infrastructure + DevOps + Cloud Native

Modern Work: Microsoft 365 + Collaboration

Security: Azure Security + M365 Identity + Compliance

Data + AI: Azure Data Services + AI/ML + Data Science

Business Apps: Dynamics 365 + Power Platform + Visual Studio

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Build Your Microsoft Capability...

- SME + ISV's + Enterprise Partners
- Experienced + Emerging + Diverse Microsoft Talent
- New Practice Creation + Expansion
- Microsoft Resource Augmentation
- Strategic talent support – Azure Expert MSP + FastTrack + Advanced Specialisms
- Talent Advisory - Culture + Diversity + EVP + Early Careers + Retention

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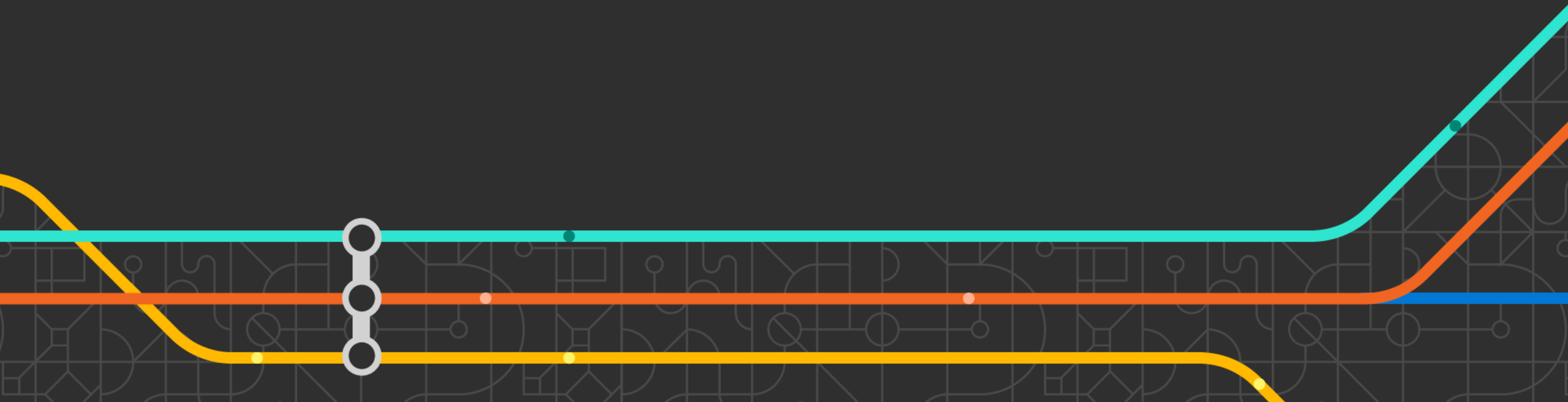
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Summary



Summary & Resources

- Visit our upcoming UK Skills events- [Microsoft Events - Microsoft UK](#)
- Check out all our Talent Services- <https://aka.ms/UKPartnerTalentServices>

- Partner Skills Site - [UK Partner Skills \(microsoft.com\)](#)
- Partner Pledge - [Partner Pledge \(microsoft.com\)](#)

- Partner Skills Newsletter – Monthly
- Partner Skills Office Hours – January 2022

[Sign up to receive our Skills Newsletter](#)

A decorative graphic consisting of several thick, colored lines (blue, orange, teal, red) that curve and intersect. Small dots in matching colors are placed along the lines. On the right side, there is a vertical stack of three grey circles, resembling a stylized '3' or a list marker.

aka.ms/UKSkillsCommunity

Questions?

