Microsoft

November Americas Partner Insider Call

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Americas Partner Insider Call

Helane Cohen

Americas Scale Comms Strategy Lead

Partner Audience: All
#Event #CrossSolution #GoToMarket

Helane Cohen | LinkedIn

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Agenda

Topic	Speaker
Welcome	Helane Cohen Communications Strategy Lead, Microsoft Americas, GPS
Data Governance and Security for Microsoft 365 Copilot	Robert Gates Principal Partner Solution Architect, Microsoft 365 Copilot Karin Skapski Senior Partner Solution Architect, Microsoft 365 Copilot David Branscome Senior Partner Solution Architect, Security
Technical Presales and Deployment Services	Dave Field Principal Partner Technical Consultant
Closing	Helane Cohen Communications Strategy Lead, Microsoft Americas, GPS

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Insider Scoop

Join the Microsoft Partner Insider Calls

Register for our monthly Partner Insider Call!

[Microsoft Events - Americas Partner Insider Call | December Edition]

Mark Your Calendar:

December 4, 2024 @ 10:00 AM PT

Responsible AI

- **Dennis Garcia**, General Counsel, who will discuss how the Microsoft legal department uses Copilot to achieve more.
- **Adriana Bade** Microsoft Director, Partner Marketing, who will discuss strategies for governing and securing organizational data for Microsoft 365 Copilot.

If you missed any calls before November 2024!!

Americas Partner Insider CallLATAM Partner One (microsoft.com)

New in FY25

NO SLIDES ATTACHED

AI Stories with Microsoft Partners

We've launched our own Partner Podcast!

Tune in to **meaningful conversations** that combine the **inspiring stories** of partners and the **expertise** of Microsoft leaders.

SIMPLIFY

BUILD COMMUNITY

INSPIRE

Listen, Subscribe...

NoSlidesAttached.com

...& Share!

Repost Comment

EPISODE GUIDE:

Season 1: Copilots

Insight · REPLY VALOREM · epam · BlueVoyant · LANTERN · GigXR

Season 2: Industry is happening now!

territorium · zafin · 3Cloud

Skilling Events

Nov 12 – Disti Clinics - Azure
Register Here!

Nov 13 – Disti Clinics – Security
Register Here!

Nov 14 – Disti Clinics - Modern Work
Register Here!

Nov 21 – Copilot Prompt-a-Thon | Word and PowerPoint
Register Here!

Nov 26 –Partner Education Sales Enablement Update
Register Here!

Dec 3 – SFI – Digital Apps and Innovation partners
Register Here!

Dec 5 – SFI – Infrastructure Partners
Register Here!

Dec 10 – SFI – Data & AI partners
Register Here!

Dec 11 – SFI – Business Applications partners
Register Here!

Dec 12– SFI – Modern Work partners
Register Here!

Dec 19 – Copilot Prompt-a-Thon | Vacation Mode
Register Here!

Want to always see new Americas Partner content on LinkedIn?
Follow the #MSFTAmericasPartner hashtag on LinkedIn for Americas Partner-curated content

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Data Governance and Security for Microsoft 365 Copilot

Robert Gates

Principal Partner Solution Architect, Microsoft 365 Copilot

Partner Audience: All
#Copilot #DataGovernance #Security #M365

Robert J. Gates | LinkedIn

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Data Governance and Security for Microsoft 365 Copilot

Karin Skapski

Senior Partner Solution Architect, Microsoft 365 Copilot

Partner Audience: All

#Copilot #DataGovernance #Security #M365

Karin Skapski | LinkedIn

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Data Governance and Security for Microsoft 365 Copilot

David Branscome

Senior Partner Solution Architect, Security

Partner Audience: All
#Copilot #DataGovernance #Security #M365

David Branscome | LinkedIn

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Microsoft 365 Copilot Business Strategy

ROBERT GATES

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Microsoft 365 Copilot Advantage

Your AI assistant for work

Integrated in the tools millions use every day

Word, Excel, PowerPoint, Outlook and Teams

Understands your work context

Trillions of signals in the Microsoft Graph deliver personalized and relevant responses

Extends to your business data

1400+ pre-built connectors to reason over your systems of record and line of business apps

Customize to make it your own

Create agents with your 1P or 3P data and apps using Copilot Studio

Enterprise-grade security, privacy, and compliance

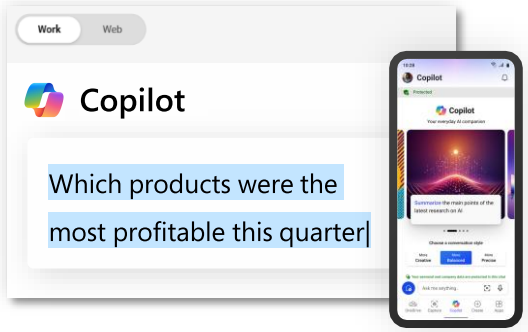
Inherits Microsoft 365 security, permissions, policies, and admin controls. Built-in data governance with enterprise data protection. Responsible AI

Measure AI impact and business value

Tools to drive adoption and impact with Copilot Lab, Learning Academy and the Copilot Dashboard

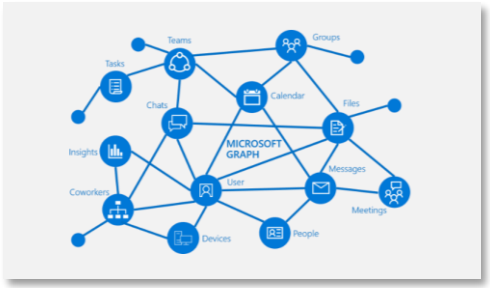
Microsoft 365 Copilot

Your AI assistant for work

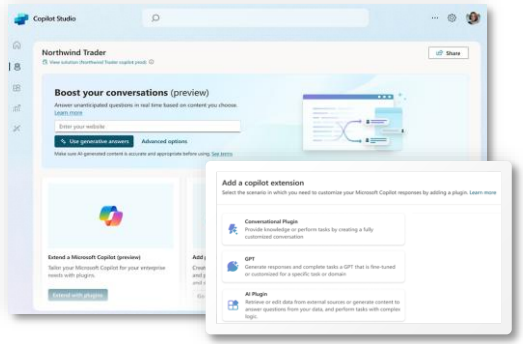


Single chat destination for web and work +

Microsoft 365 Apps +



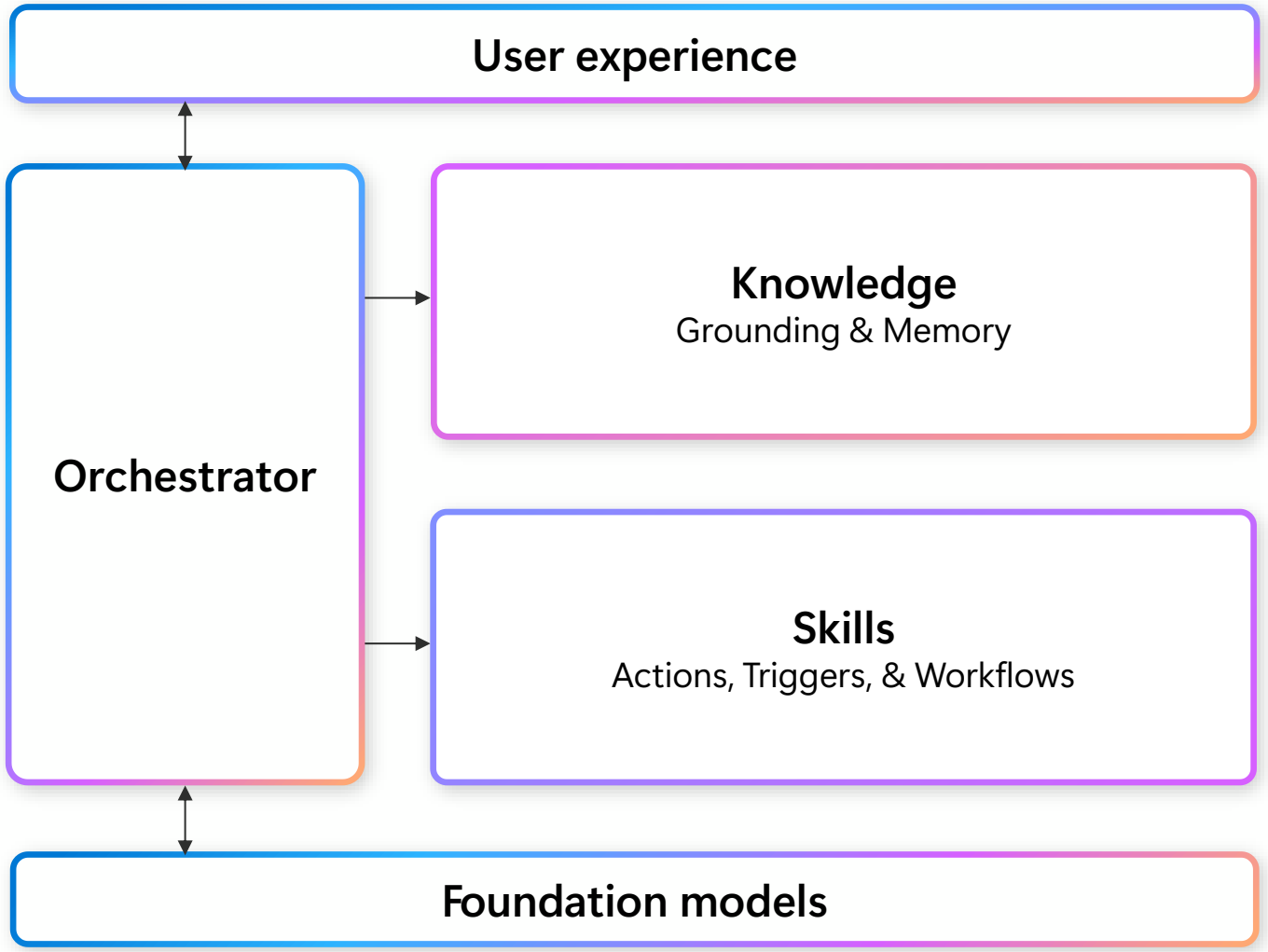
Microsoft Graph +



Copilot Studio

Enterprise-grade security, privacy, and compliance

How Microsoft 365 Copilot works



Microsoft 365 Copilot is the AI assistant you can trust

Security

Honors your existing permissions

Persistent label inheritance and DLP policies

Risk-based conditional access and endpoint management

Governance & Compliance

Ramp your data preparedness for AI

Detect and investigate non-compliant usage

Guided assistance to remain compliant with AI regulations

Privacy

You control your data

You control your data location

Your data isn't used to train foundation models

Your Microsoft 365 security, governance, compliance, and privacy policies

Security, Governance, Resources, and Skilling

KARIN SKAPSKI

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Security and governance go hand in hand

When customers talk about securing data for Copilot, they're not always *just* talking about securing data… they may be thinking about **data governance**, too.

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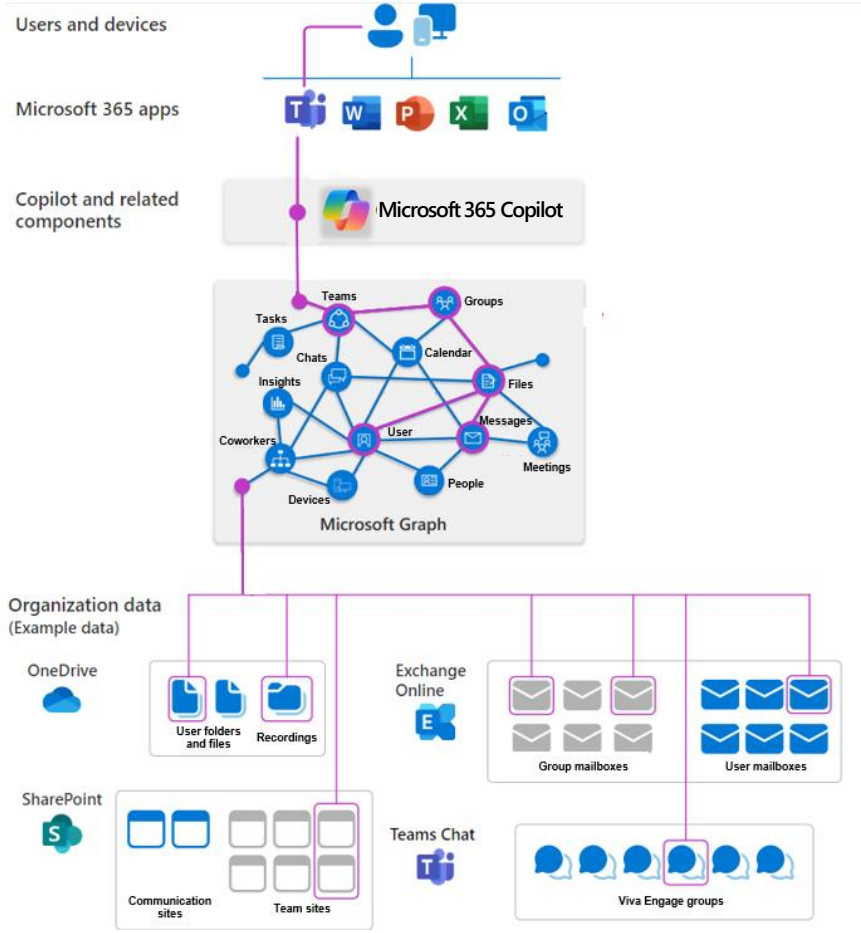
Microsoft 365 tenant data security and governance

Securing and governing **Microsoft 365 tenant** data
= securing and governing data used with Microsoft 365 Copilot*

*does not apply to extensibility



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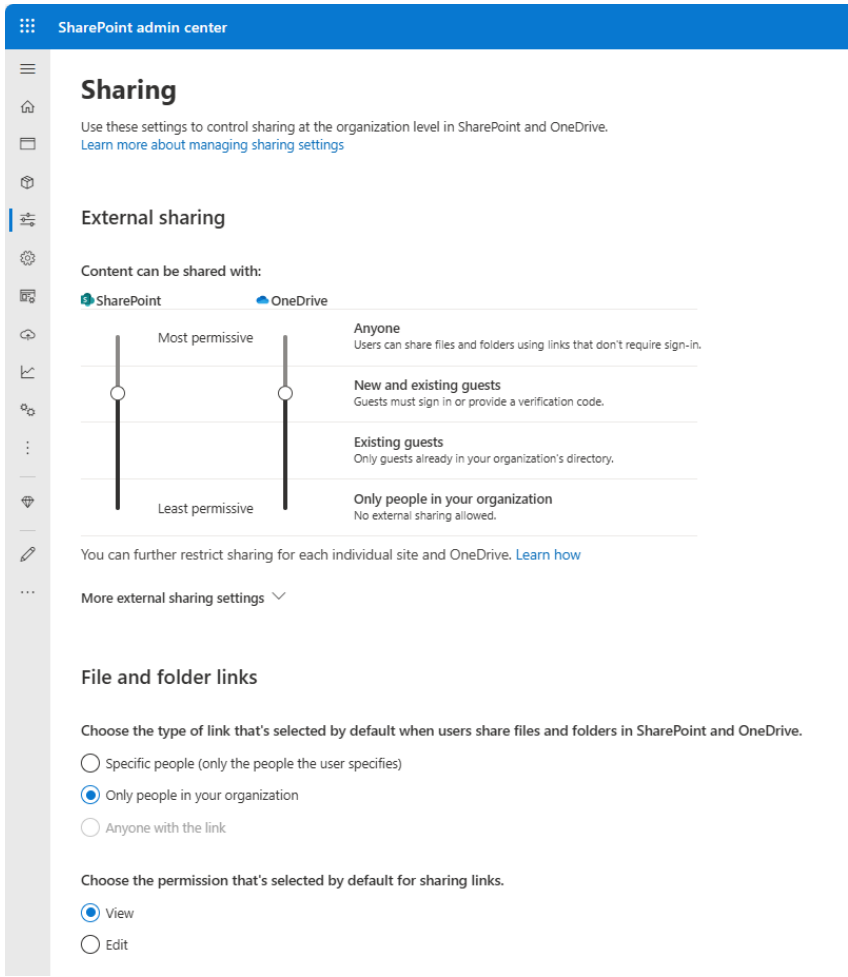
SharePoint and OneDrive data security and governance

Securing and governing **SharePoint and OneDrive** data
= securing and governing data used with Microsoft 365 Copilot*

*not *all* data used by Microsoft 365 Copilot



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SC-400 Exam: Microsoft 365 Copilot readiness skills

Learn | Discover | Product documentation | Development languages | Topics | Sign in

Credentials | Browse Credentials | Certification Renewals | FAQ & Help

CERTIFICATION

Microsoft Certified: Information Protection and Compliance Administrator Associate

Demonstrate the fundamentals of data security, lifecycle management, information security, and compliance to protect a Microsoft 365 deployment.

At a glance

Level
Intermediate

Product
Microsoft 365

Role
Administrator

Subject
Security

Renewal Frequency
12 months

Last Updated
08/22/2023

SC-400 Exam: Microsoft 365 Copilot readiness skills

Prepare for the exam

COURSE

Administering Information Protection and Compliance in Microsoft 365

Continue course >

Training in this course

SC-400: Implement Information Protection in Microsoft 365

5 hr 29 min • Learning Path • 7 units

SC-400: Implement Data Loss Prevention

3 hr 10 min • Learning Path • 4 units

SC-400: Implement Data Lifecycle and Records Management

3 hr 11 min • Learning Path • 3 units

SC-400: Monitor and investigate data and activities by using Microsoft Purview

4 hr 35 min • Learning Path • 5 units

SC-400: Manage Insider and Privacy Risk in Microsoft 365

5 hr 32 min • Learning Path • 7 units

⊕ Add

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Partner skilling resources

Microsoft Learn

- Self-paced courses
- Documentation

learn.microsoft.com

Enterprise Skills Initiative

- Microsoft-delivered courses
- Virtual training days
- Practice exams

esi.microsoft.com

Customer Digital Experiences

- CDX Experiences
- CDX Demo Tenants

cdx.microsoft.com

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Defining data residency

Data residency ensures that an organization's data is stored in a specific geographical location or within a boundary.

Data residency can be required by

- A local, national, or regional law or regulation
- A nongovernmental requirement such as an industry standard and certification of compliance
- The contractual terms of a business agreement

Data states

Data at rest

Data that is not actively moving and stored to a cloud storage location (e.g., email, calendar, files).

Data in transit

Data that is actively moving from one location to another. This can be across the internet, within a private network, or from one device to another.

Data in process

Any operation or set of operations performed on personal data or on sets of personal data, whether or not by automated means.

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Microsoft 365 Copilot and data residency

- Data **at rest**: interactions are stored in the relevant geography
  - Copilot uses the Preferred Data Location (PDL) for users and groups
  - If PDL not set or invalid, data is stored in the tenant's primary provisioned geography location
- Data **in transit:** LLM calls are routed to closest data centers in the region
  - Can call into other regions during high utilization periods
- **Advanced Data Residency (ADR) add-on** for Microsoft 365 enterprise customers who have comprehensive data residency requirements
  - Requires migration
- Additional safeguards in place for European Union users: EU traffic stays within the **European Union Data Boundary (EUDB)**

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Multi-Geo capabilities add-on

- Granular **user-based** data storage controls
- **Collaboration** across your global organization
- **Simplified IT management** controls

Covered workloads

- Exchange Online
- OneDrive
- SharePoint
- Microsoft Teams
- Microsoft 365 Copilot
- Microsoft 365 Groups

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Additional information: aka.ms/Multi-Geo

Advanced Data Residency (ADR) add-on

- Guaranteed data residency (storage at rest) in local datacenter regions for key **Microsoft 365 workloads**
- **Priority migration** to local datacenter regions
- Customer data at rest is stored in multiple cloud fault zones to support business continuity and disaster recovery

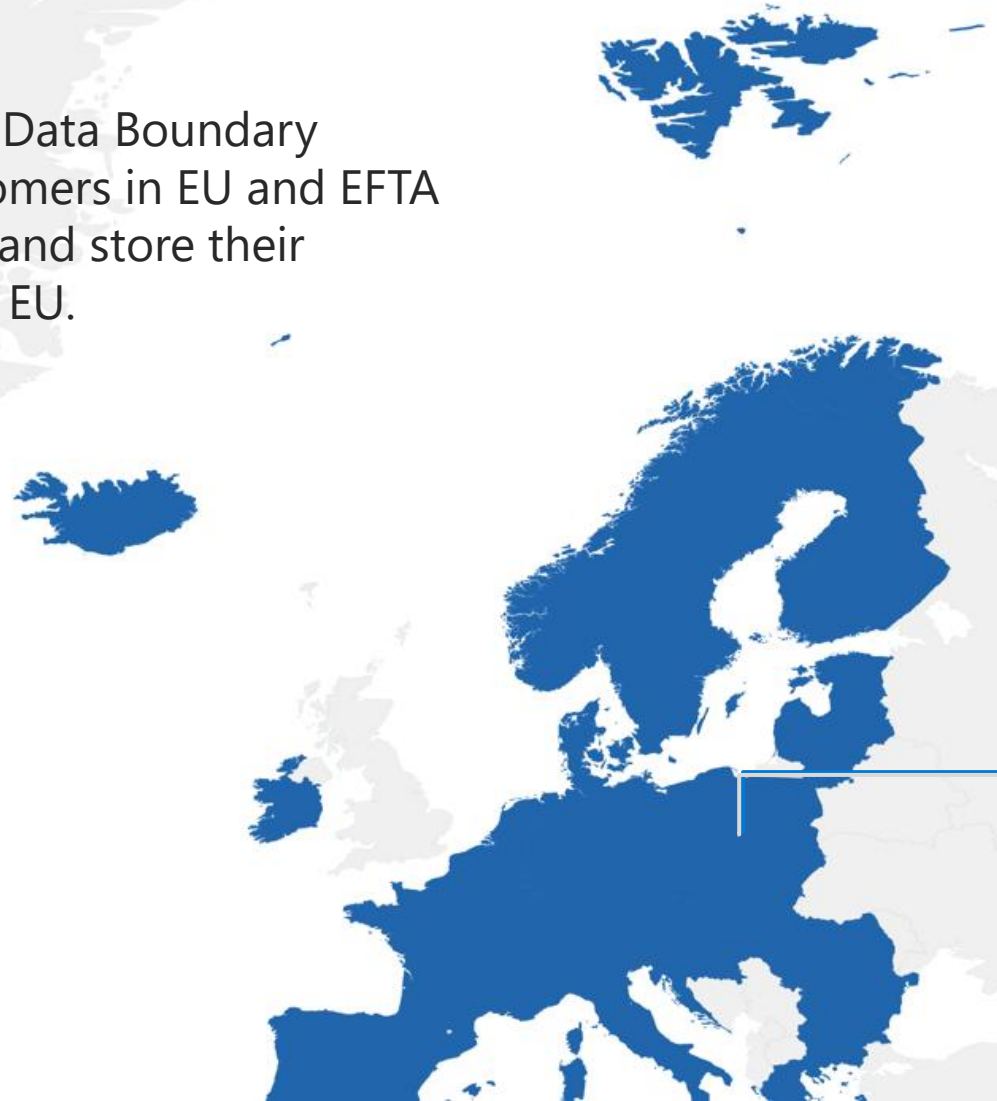
Covered workloads

- Exchange Online
  Exchange Online Protection
- OneDrive
- SharePoint
- Microsoft Teams
- Microsoft 365 Copilot
- Viva Connections
- Microsoft 365.com
- Microsoft Purview

Additional information: aka.ms/AdvancedDataResidency

European Union Data Boundary (EUDB)

The European Union Data Boundary (EUDB) enables customers in EU and EFTA countries to process and store their customer data in the EU.



Promises

- Store and process data in the EU
- Expand data centers in the EU
- Provide for global security
- Provide in-region support model

Additional information: aka.ms/EUDataBoundary

Data lifecycle management

- Helps to ensure that Microsoft 365 Copilot responses are accurate
- "Off-label", indirectly decreases data security risk
- **Purview Data Lifecycle Management Retention Labels and Policies:**
  - Ensure documents are retained, archived, and/or deleted as needed
  - Can also manage:
    - Lifecycle of user prompts to Microsoft 365 Copilot
    - Microsoft 365 Copilot responses to users
- **Microsoft 365 Groups expiration policies:**
  - Clean up unused Microsoft 365 Groups, group-associated SharePoint Sites, and Teams
  - Requires Microsoft Entra ID P1 or P2 licenses for the members of all groups to which the expiration policy is applied

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Security and compliance scenarios for Copilot for Microsoft 365 (Enterprise SKUs)

	Scenario	O365 E3	M365 E3	M365 E5
Identity & Access Management	Login to Copilot for Microsoft 365 with a single identity	✓	✓	✓
	Enforce MFA when accessing Microsoft 365 to use Copilot	Basic MFA	✓	✓
	Enable end-user password reset, change, and unlock when accessing Microsoft 365	Cloud only	✓	✓
	Implement Conditional Access policies based on identity, device, and location when accessing Microsoft 365 to use Copilot		✓	✓
	Enable near real-time access policies enforcement, evaluate critical events, and immediately revoke access to Microsoft 365		✓	✓
	Control access over cloud apps (Microsoft 365 and third party)			✓
	Review who has access to content in Microsoft 365 – Copilot – to reduce oversharing			✓
	Require just-enough and just-in-time approval for admin roles that can manage Copilot app access			✓
Endpoint Management	Push/deploy the Microsoft 365 apps to devices and grant access to Copilot in these apps		✓	✓
	Manage Microsoft 365 apps updates		✓	✓
	Restrict the use of the Microsoft 365 apps and Teams – as well as Copilot in these apps – on personal devices		✓	✓
	Prevent saving files – including those generated by Copilot – to unprotected apps		✓	✓
	Wipe all work content – including content generated by Copilot – if a device is lost		✓	✓
	Revoke work access on noncompliant devices		✓	✓
Data security & compliance	Search for Copilot generated data by content, keyword search, apply legal hold, and export the search results; investigate incidents related to Copilot and respond to litigations	Standard	Standard	Premium
	Audit logs for Copilot interactions	Standard	Standard	Premium
	Apply a retention policy for Copilot interactions	Standard	Standard	Automated
	Data Loss Prevention policies to protect sensitive data, generated by Copilot and saved in Microsoft 365 locations, from exfiltration	Files & email	Files & email	+ Endpoint, Teams
	Inherit sensitivity labels and cite sensitivity label in output and references in Copilot	✓	✓	✓
	Prohibit Copilot from summarizing or including data that users have no extract permissions in its response messages for the said users	✓	✓	✓
	Exclude sensitive files that users have no view permission from being processed by Copilot for the said users	✓	✓	✓
	Label and protect Microsoft 365 content, used by Copilot	Office only	Manual	Automated
	Detect business or code of conduct violations for Copilot prompts and responses			✓
	Prevent Copilot access to content encrypted with Double Key Encryption			✓
	Use ready-to-use machine learning trainable classifiers to identify sensitive information and create custom classifiers			✓
Threat Protect	Discovery and risk evaluation across 400+ AI apps in an organization			✓
	Ability to block or sanction the use of any discovered AI app in the organization			✓

Additional information: go.microsoft.com/fwlink/?linkid=2139145

Security and compliance scenarios for Copilot for Microsoft 365 (Business SKUs)

	Scenario	Business Basic	Business Standard	Business Premium
Identity & access management	Login to Copilot for Microsoft 365 with a single identity	✓	✓	✓
	Enforce MFA when accessing Microsoft 365 to use Copilot	✓	✓	✓
	Enable end-user password reset, change, and unlock when accessing Microsoft 365	Cloud users	Cloud users	✓
	Implement Conditional Access policies based on identity, device, and location when accessing Microsoft 365 to use Copilot			✓
	Enable near real-time access policies enforcement, evaluate critical events, and immediately revoke access to Microsoft 365			✓
Endpoint management	Push/deploy the Microsoft 365 apps to devices and grant access to Copilot in these apps			✓
	Manage updates for Microsoft 365 apps that use Copilot			✓
	Restrict the use of the Microsoft 365 apps and Teams, as well as Copilot in these apps, on personal devices			✓
	Prevent saving files, including those generated by Copilot, to unprotected apps			✓
	Wipe all work content, including content generated by Copilot, if a device is lost	✓	✓	✓
	Revoke work access on noncompliant devices that have access to Copilot	iOS, Android	iOS, Android	✓
Data security & compliance	Search for Copilot generated data and interactions with eDiscovery capabilities	Search and export results	Search and export results	+ Case management and legal hold
	Audit logs for Copilot interactions	Audit (Standard)	Audit (Standard)	Audit (Standard)
	Apply a manual retention policy for Copilot interactions	✓	✓	✓
	Data Loss Prevention policies to protect sensitive data, generated by Copilot and saved in Microsoft 365 locations, from exfiltration			Files and email
	Inherit sensitivity labels and cite sensitivity label in output and references in Copilot			✓
	Prohibit Copilot from summarizing or including in its responses if users don't have permission to extract that data	✓	✓	✓
	Manually apply sensitivity labels and protect Microsoft 365 content used by Copilot			Files and email

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Additional information: aka.ms/M365LicensingComparison

Security and compliance add-ons available for Business Premium

Information Protection and Governance ($7pupm)

- *Microsoft Defender for Cloud Apps assists in discovering SaaS apps and protects users from accessing risky ones
- Communications DLP (Teams chat) blocks sensitive content when shared with Teams users
- Endpoint DLP a prevents data leaks of sensitive items stored on Windows 10/11 and macOS devices
- Automatic sensitivity labels (client side) automatically discovers, classifies, labels, and protects sensitive data
- Machine learning-based sensitivity labels uses trainable classifiers to identify items and assign labels
- Records management helps manage legal obligations for businesses
- Advanced message encryption helps to control sensitive emails shared outside the organization

Insider Risk Management ($6pupm)

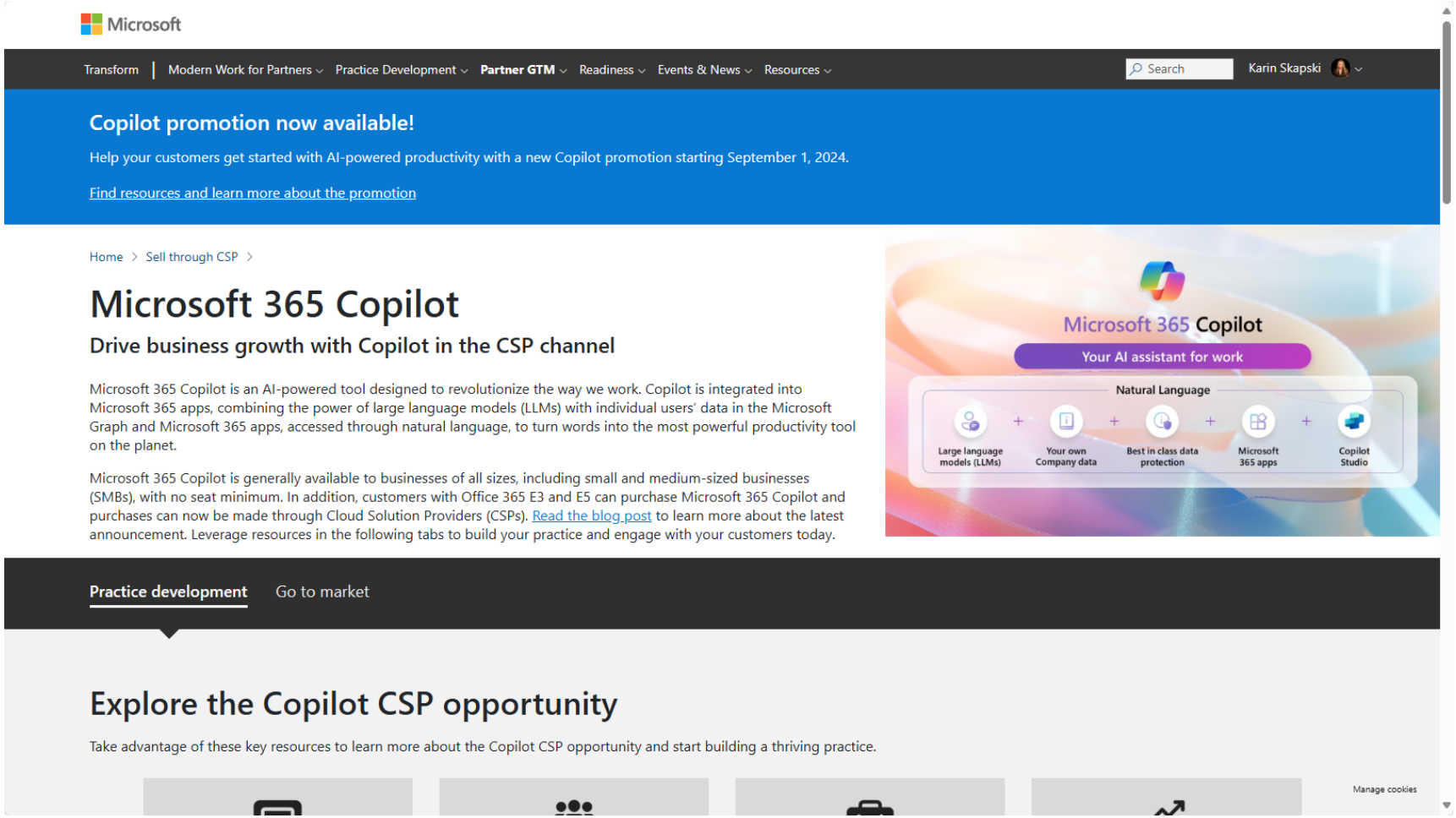
- Insider risk management a helps minimize internal risks by responding to malicious activities
- Communication compliance helps detect business code of conduct violations

eDiscovery and Audit ($6pupm)

- eDiscovery (premium) end-to-end workflow for managing eDiscovery cases and investigations
- Audit (premium) featuring longer record retention and intelligent insights policies

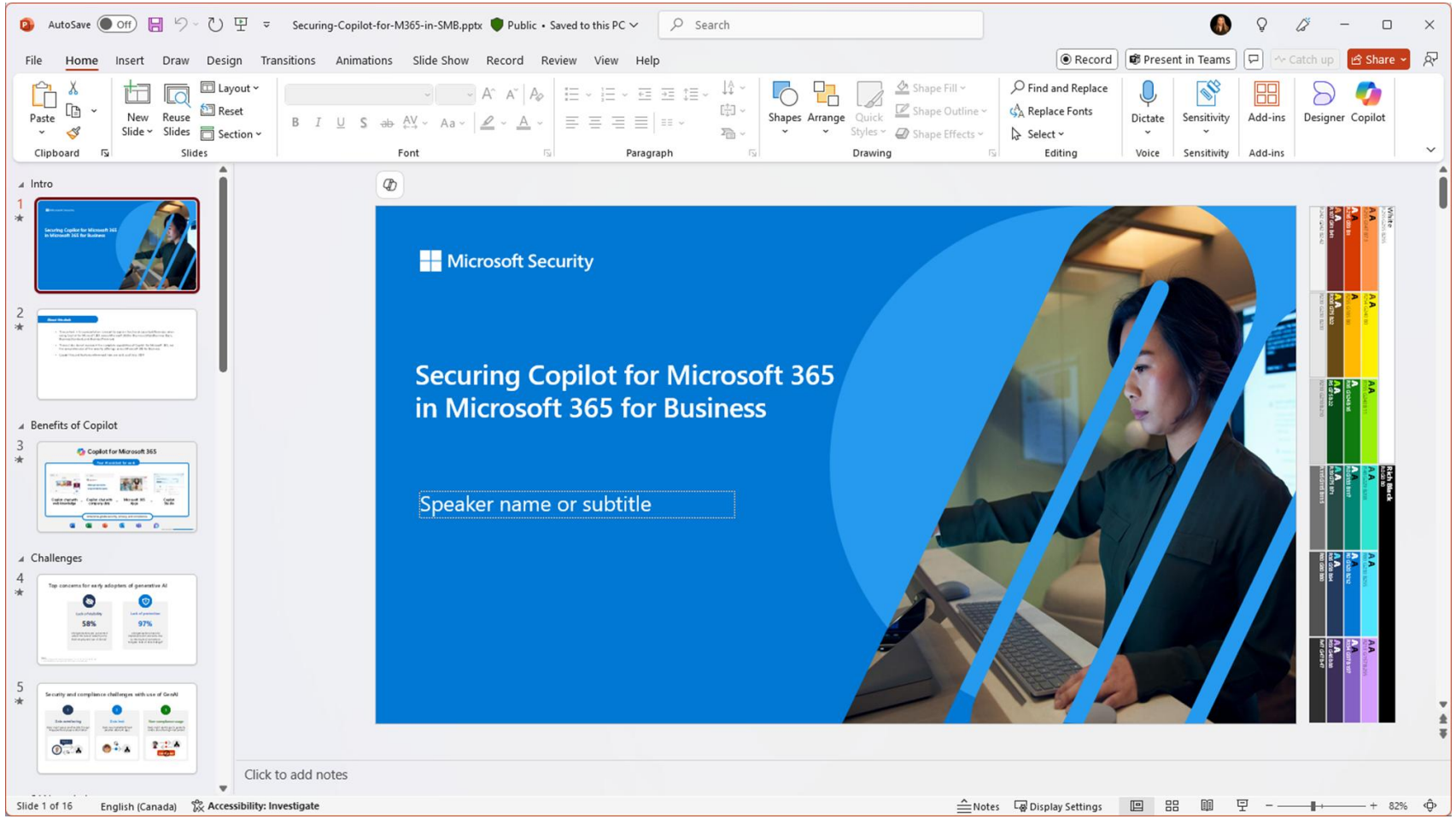
*Can be purchased as a standalone product. (Note: This may not reflect the full set of features available in these packages. The features identified above are relevant to Microsoft 365 Copilot)

Securing Microsoft 365 Copilot: SMB Resources



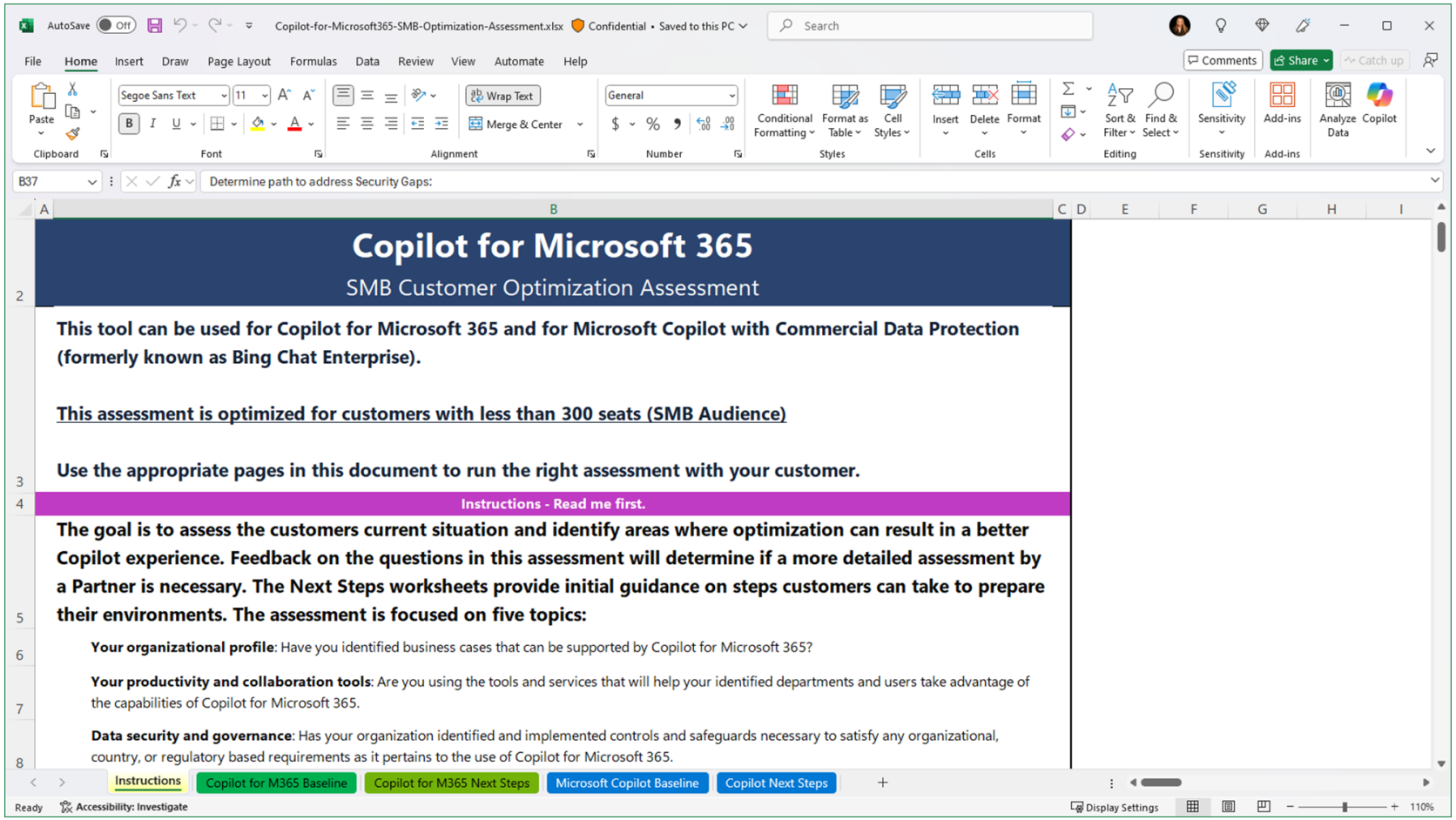
Visit the Transform portal: cloudpartners.transform.microsoft.com/partner-gtm/csp/copilot

Securing Microsoft 365 Copilot: SMB Resources



Download the presentation: aka.ms/SecuringAIforSMB

Securing Microsoft 365 Copilot: SMB Resources



Download the assessment: cloudpartners.transform.microsoft.com/download?assetname=assets/Copilot-for-Microsoft365-SMB-Optimization-Assessment.xlsx

Securing the Tenant

DAVID BRANSCOME

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Microsoft 365 elevates security for Copilot

1 Govern access to Copilot

Microsoft Entra

2 Mitigate device risk

Microsoft Intune

3 Protect against threats

Exchange Online Protection

Microsoft Intune

Microsoft Defender for Endpoint

Windows 11

4 Secure and govern data

Microsoft Purview:

- ✓ Information Protection
- ✓ DLP for Emails and Files
- ✓ eDiscovery & Retention

5 Discover the use of AI apps

Defender for Cloud Apps / Discovery

Microsoft Defender for Endpoint

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1 Control access to Copilot

Microsoft Entra

Users and Devices

1 Govern access to Copilot
with Identity and access management

Microsoft Entra ID

2 Mitigate Device Risk
With Unified Endpoint management

Microsoft Intune

Microsoft 365 Copilot

- ✓ Login to Microsoft 365 with a single & managed corporate identity.
- ✓ Evaluate login attempts based on the user or group membership, IP location, device state, application.
- ✓ Decide access level with Conditional Access policies.
  - **Allow access**
  - **Require MFA**
  - **Limit access**
  - **Password reset**
- ✓ Monitor critical events and issue access tokens that can be revoked immediately.

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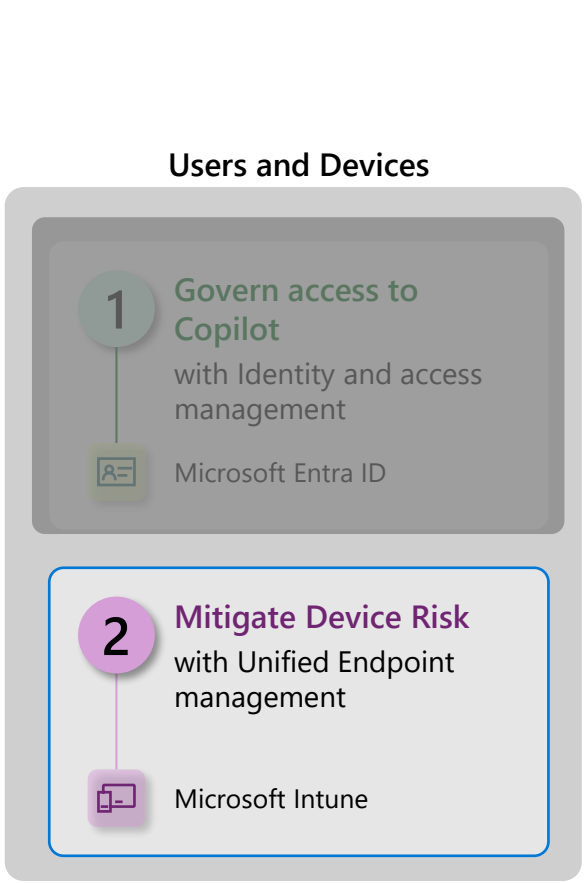
2 Reduce device and application risk

Microsoft Intune



- ✓ Ensure the Microsoft 365 apps are securely installed on the user's device and kept up to date.
- ✓ Limit the use of work apps, including Copilot, on personal devices
- ✓ Implement App protection policies to limit the actions users can take on devices:
  - Save generated files to unsecured apps
  - Restrict copying and pasting to non-work apps
- ✓ Wipe all work content if the device is lost or disassociated with the company or the user.

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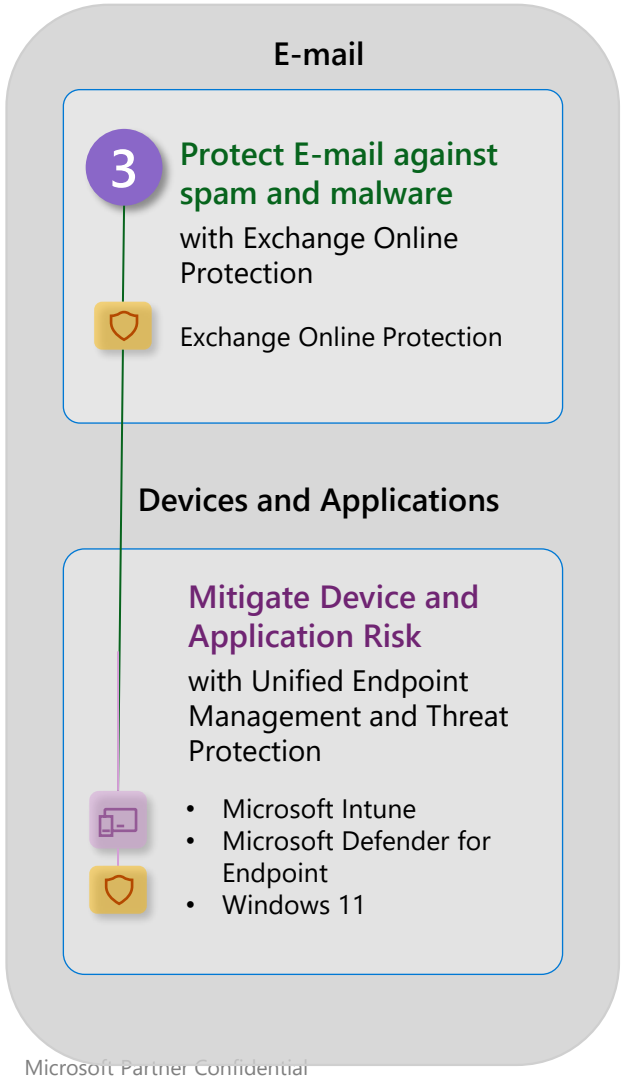
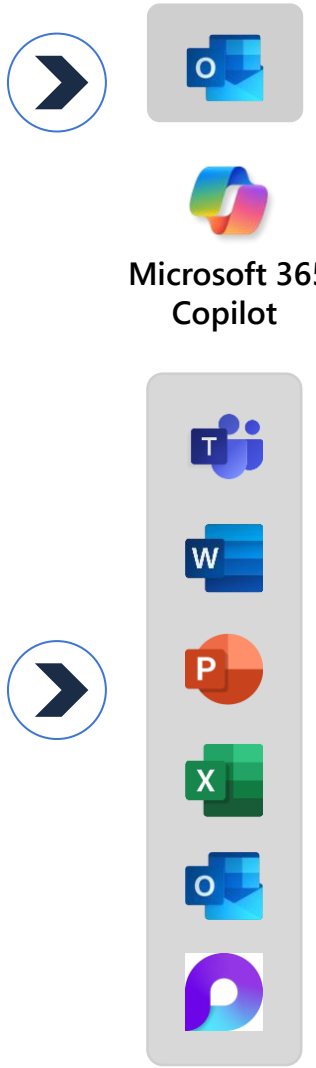
3 Secure apps and devices against threats

Microsoft Defender for Endpoint, Exchange Online Protection/Defender for Office 365





- ✓ **Protect your Copilot users** against e-mail spam and malware

- ✓ **Reduce attack surface** with a series of pro-active configurations activated on endpoints with access to Copilot, including protections to Microsoft 365 Apps (e.g. Word, Excel)
- ✓ Enable **next-generation anti-malware** in corporate devices and personal mobile devices for the work profile (e.g. Android)
- ✓ **Protect users against web threats**, filter unwanted web categories and even block specific URLs (e.g. unsanctioned generative A.I. web applications)
- ✓ Network protection and Network Firewall protect your users from accessing dangerous domains and reduce threat risk.
- ✓ Block or Allow removable devices and files in removable devices in Windows 11.

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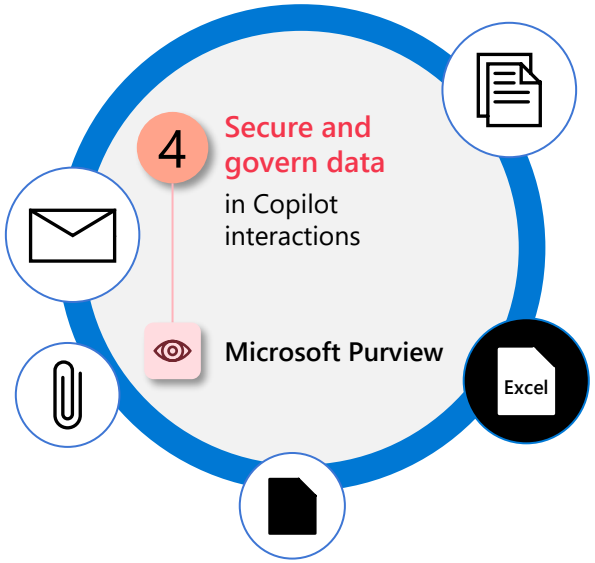
4 Secure and govern data in Copilot interactions

Microsoft Purview Information Protection

Microsoft 365 Copilot



- ✓ Data consumption and processing with Copilot is limited to the user's permissions.
- ✓ Copilot respects sensitive documents' sensitivity labels
- ✓ If Copilot generates sensitive data and saves it in Microsoft 365, Data Loss Prevention policies will apply.
- ✓ Interactions with Copilot are retained and logged for audits or search purposes. Detect business, or code of conduct violations
- ✓ Remove inactive data to reduce obsolete insights

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Restricted SharePoint Search

This is intended as a temporary solution to give you time to review and audit site permissions while implementing robust data security solutions from Microsoft Purview and content management with SharePoint Advanced Management

- **Restricted SharePoint Search** is designed for organizations particularly concerned about unintentional oversharing of content.
- When enabled, Copilot experiences and organization-wide search are limited to a select set of SharePoint sites, as well as the individual user's files and content.

PRE-REQUISITES

- Available to tenants with Microsoft 365 Copilot subscriptions.
- Activation requires Global/Tenant/SharePoint admin rights.

IMPACT

Restricted SharePoint Search disables organization-wide search, while allowing you to select sites that you trust. This means users in your organization can use Copilot to reason over:

- An allowed list of curated SharePoint sites set up by admins (up to 100 SharePoint sites), honoring existing permissions on a site.
- Users' OneDrive, chats they are part of, emails they send and receive, calendars they have access to, etc.
- Files that are shared with and accessed by users.
- Content from users' frequently visited sites.

Access this blog for more info:

Introducing Restricted SharePoint Search to help you get started with Copilot for Microsoft 365 - Microsoft Community Hub

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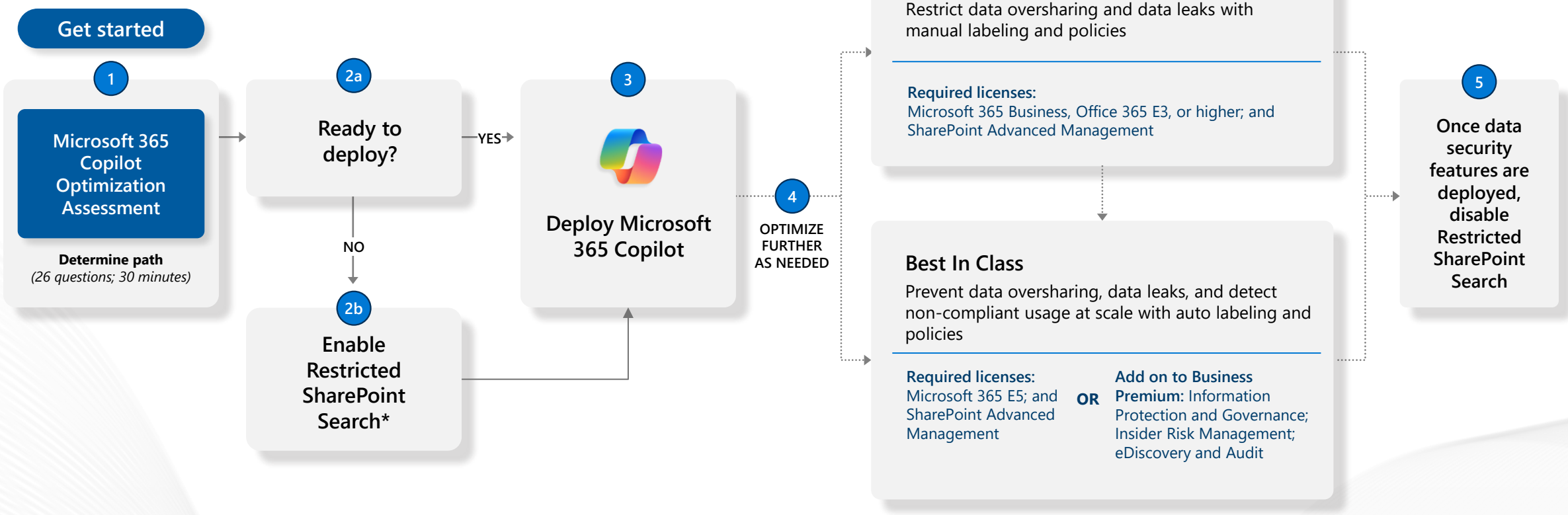
Apply appropriate Data Security controls

Get started quickly and continue to optimize along the way



** Restricted SharePoint Search will limit Microsoft 365 Copilot experiences and organization-wide search. It is a temporary option which gives you time to address oversharing concerns while getting started on your Copilot journey.*

5 Discover and manage the use of AI apps

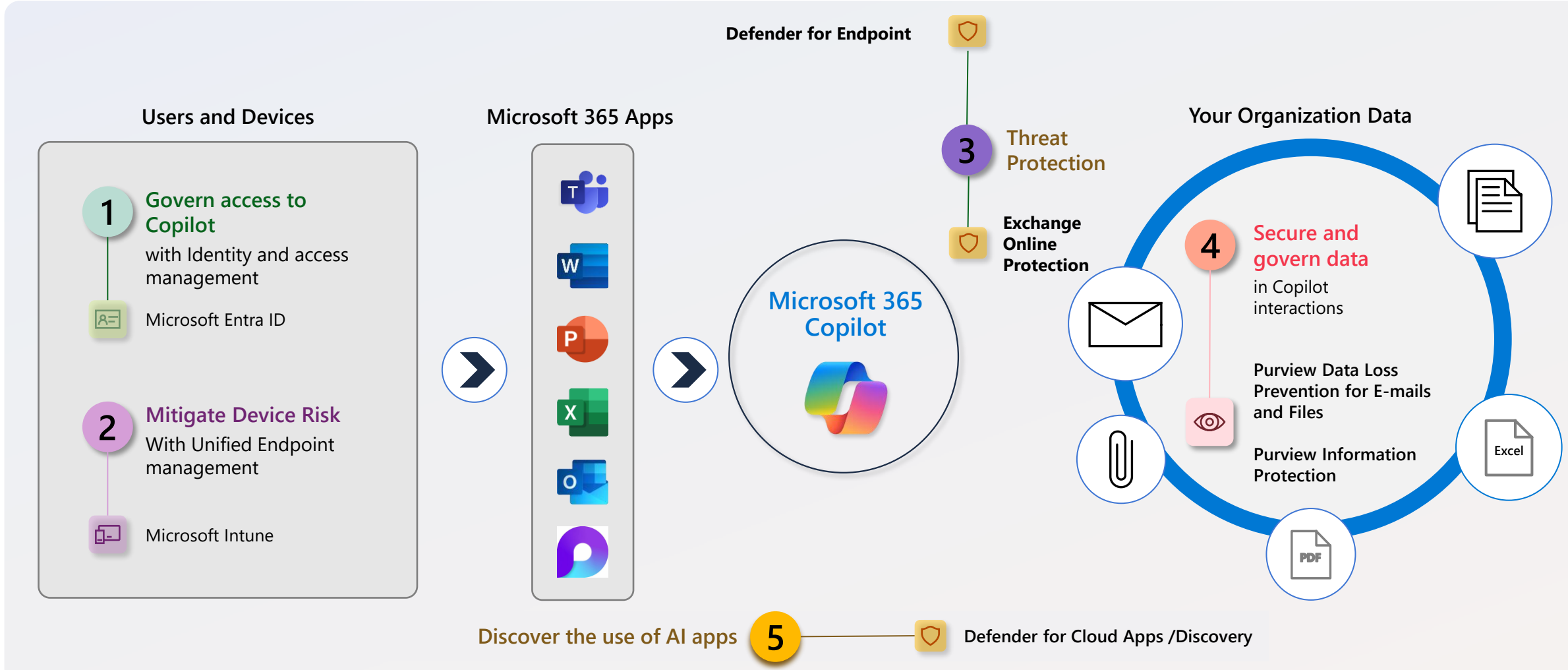
Defender for Cloud Apps / Cloud App Discovery

Discover the use of AI apps 5 — Defender for Cloud Apps / Discovery

- ✓ Discover & assess the risk across 400+ AI apps in an organization
- ✓ Block access to discovered web AI apps in the organization with Defender for Endpoint web protection

Elevate security for Copilot with Microsoft 365

Protect Identities, Devices, Applications, and Data



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Call to Action

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Call to Action

Leverage your Tech Team PSA's!

- Where we can help:
  - Architecture Design Sessions
  - Support RFP/RFI's
  - Develop new lines of business
  - Hackathons
  - Solution reviews
  - Sales enablement
  - Technical enablement
  - *Lots more!*

If you aren't a managed partner, what are your options?

Microsoft Partner Confidential

Microsoft

Technical Presales and Deployment Services

Dave Field

Principal Partner Technical Consultant

Partner Audience: All
#Copilot #Security #ModernWork #M365

Dave Field | LinkedIn

Develop. Sell. Grow.

Plan, build and grow your technical capabilities and accelerate sales

Partner organizations receive technical & business enabler guidance from a Microsoft Partner Technical Consultant (PTC) through personalized, one-to-one consultations to plan, build and publish Microsoft AI & cloud services or applications and accelerate the closure of sales opportunities.

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Get help assessing your organization's technical capabilities to uncover key opportunities that can help you grow your business.

Build a service or application

From envisioning to publishing, our consultants will advise and support you.

Technical assistance for sellers

Help to create demos and proofs of concepts and remove sales blockers to help close more sales opportunities.

Grow and support your business

Consultants are here to support you in growing and enhancing your solution, even after you've built and sold your service or application.

Get started today at https://aka.ms/tpd. Available to partner organizations with a Microsoft AI Cloud Partner Program user account and benefits associated with a Solutions Partner Designation, legacy Silver/Gold competency, Partner Success Core, Partner Success Expanded, or legacy Microsoft Action Pack.

Microsoft

Thank You
¡Muchas gracias!
Merci

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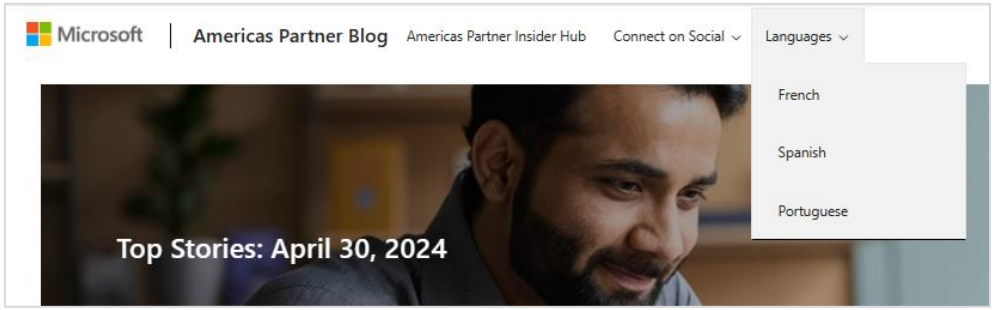

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Americas Partner Blogs

Date	Published Blog Link	Date	Published Blog Link
10/1 ★	Top Stories: October 1, 2024 | Microsoft	10/15 ★	Top Stories: October 15, 2024 | Microsoft
10/1	Americas Partner Skilling News: October 2024 Issue | Microsoft	10/28	Enhance your Cybersecurity: 5 simple steps to protect yourself from hackers | Microsoft
10/9	Announcing Season 2 of the podcast – No Slides Attached | Microsoft	10/29 ★	Top Stories: October 29, 2024 | Microsoft

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View our bi-weekly informative posts about resources, tools and upcoming activities.

Use our Taxonomy Keywords to search for content relevant to you and your organization!

Description	Taxonomy								
Partner Type	All Partners	ISV	CSP	Services	Telco	GSS	MSP		
Role	AllRoles	Exec	Tech	SalesAndMktg	SupportAndOperations	ProfServices	Developer	AllianceMgr	
Message type	PartnerProgram	Event	News	Deadline	ProgramOfferUpdate	WinFormula	BestPractice	DoingBizwMSFT	Success Story
Microsoft's solution area	CrossSolution	ModernWork	BizApps	Azure	Security	Surface	Copilot		
Stage of journey		NewtoMSFT	UnderstandBenefits	LearnSolutionAreas	GrowSkills	GoToMarket	GeneratePipeline	AccelerateDeals	GrowYourBiz
Region	MSFTAmericasPartner	LATAM	Canada						
Customer segment		Enterprise	SMC	SMB					
Industry focus	AllIndustry	StateAndLocalGov	Retail	EDU	MFG	HealthcareAndLifeSci	FinancialSvcs	Energy	
Additional Searches	QuestionforGroup	MSPCommunity	MeetTheTeam	MSFTAmericasStart					

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FY25 Americas Partner Communications Taxonomy

Our goal is to include a "Taxonomy Thread" in every communication we share including email, social post, presentations, etc. to help you, the Partner understand what the communication is about easily.

Example: #MSFTAmericasPartner #Services #Sales #Mktg #ProgramOfferUpdate #GrowSkills

Description	Taxonomy								
Partner Type	All Partners	ISV	CSP	Services	Telco	GSS	MSP		
Role	AllRoles	Exec	Tech	SalesAndMktg	SupportAndOperations	ProfServices	Developer	AllianceMgr	
Message type	PartnerProgram	Event	News	Deadline	ProgramOfferUpdate	WinFormula	BestPractice	DoingBizwMSFT	SuccessStory
Microsoft's solution area	CrossSolution	ModernWork	BizApps	Azure	Security	Surface	Copilot		
Stage of journey		NewtoMSFT	UnderstandBenefits	LearnSolutionAreas	GrowSkills	GoToMarket	GeneratePipeline	AccelerateDeals	GrowYourBiz
Region	MSFTAmericasPartner	LATAM	Canada						
Customer segment		Enterprise	SMC	SMB					
Industry focus	AllIndustry	StateAndLocalGov	Retail	EDU	MFG	HealthcareAndLifeSci	FinancialSvcs	Energy	
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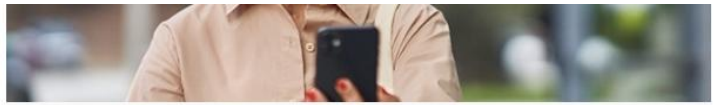
Communications Taxonomy Examples

Americas Email



April 12, 2023

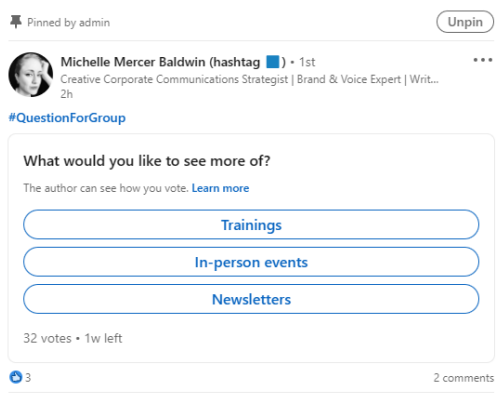
Partner Audience: All Partners
#AllRoles #ProgramOfferUpdate #UnderstandingBenefits

Dear Helane,

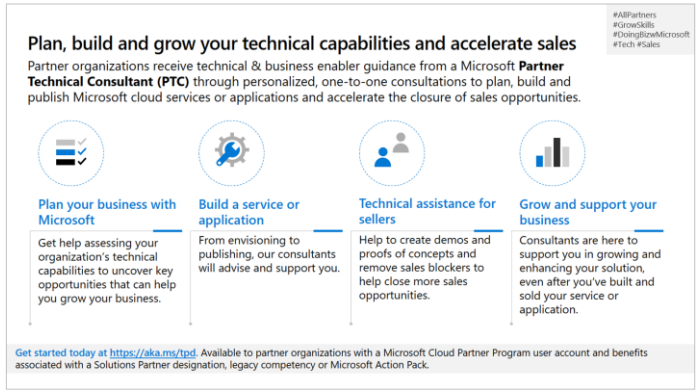
What does the Microsoft Cloud Partner Program mean for you?
The Microsoft Cloud Partner Program is focused on simplifying partner programs, delivering greater customer value, investing in your growth in new ways, and recognizing how you deliver customer value.

The **Microsoft Cloud Partner Program Playbook** was developed to ensure we're providing simplicity and clarity. The Playbook will help you navigate the Microsoft Cloud

Social



Announcement / One Pagers (Top Corner)



#AllPartners
#GrowSkills
#DoingBizwMicrosoft
#Tech #Sales

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