Microsoft Dynamics 365

Partner Programs and Resources for Project Operations

Ginny Hoban
Sr Product Marketing Manager,
Partner Ecosystem

Agenda

- Go-to-Market Resources
- Demos & Environments
- What to Use When

Go-To-Market Resources

Partner Resources for Project Operations

**Visit the Partner Hub for resources made available especially for our partners.**

- Pitch Decks
- What's new decks
- Blog posts
- Campaign Kit
- Links to Readiness
- Partner Practice Playbook
- Customer Stories
- Sales Play Card
- Sales Play Partner Opportunity Deck

Visit the Partner Hub for these resources:

1) Project Operations Page:
   https://dynamicspartners.transform.microsoft.com/products/dynamics-365-project-operations

2) Optimize Financial & Operating Models Sales Play Page
   https://aka.ms/Financial_OperatingModels_Partner
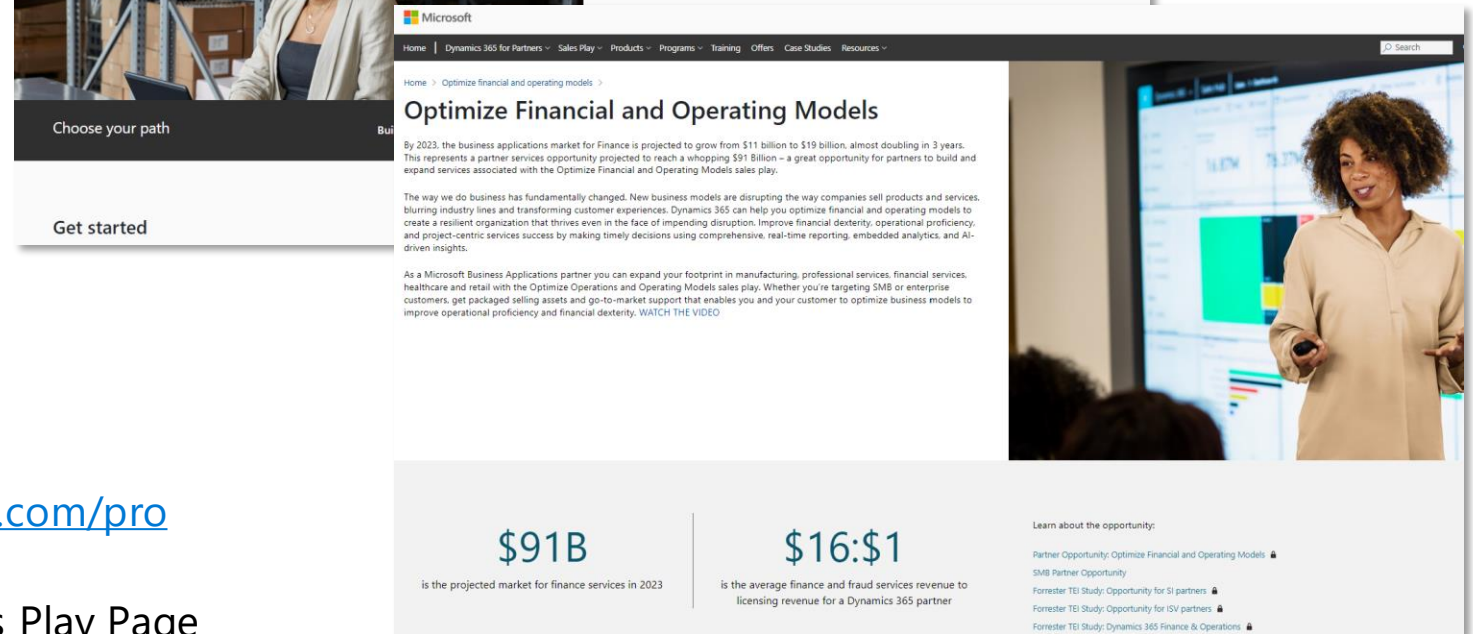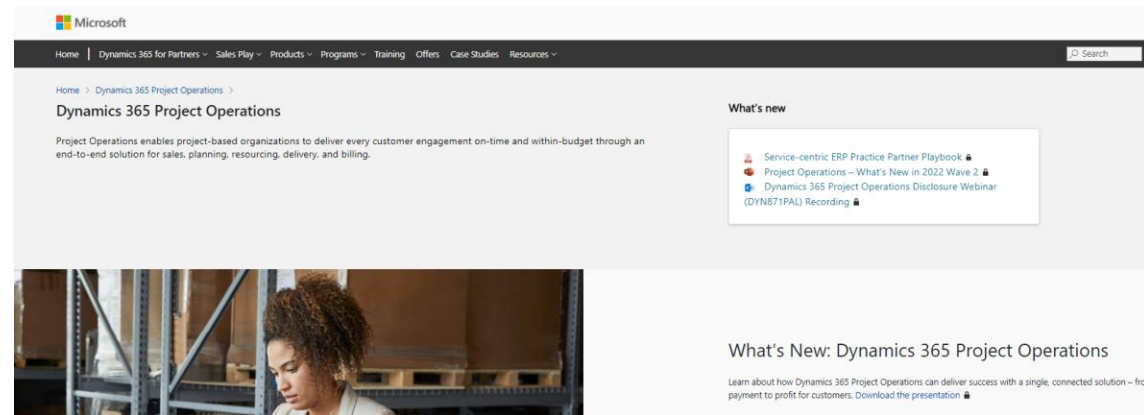
Demos & Environments
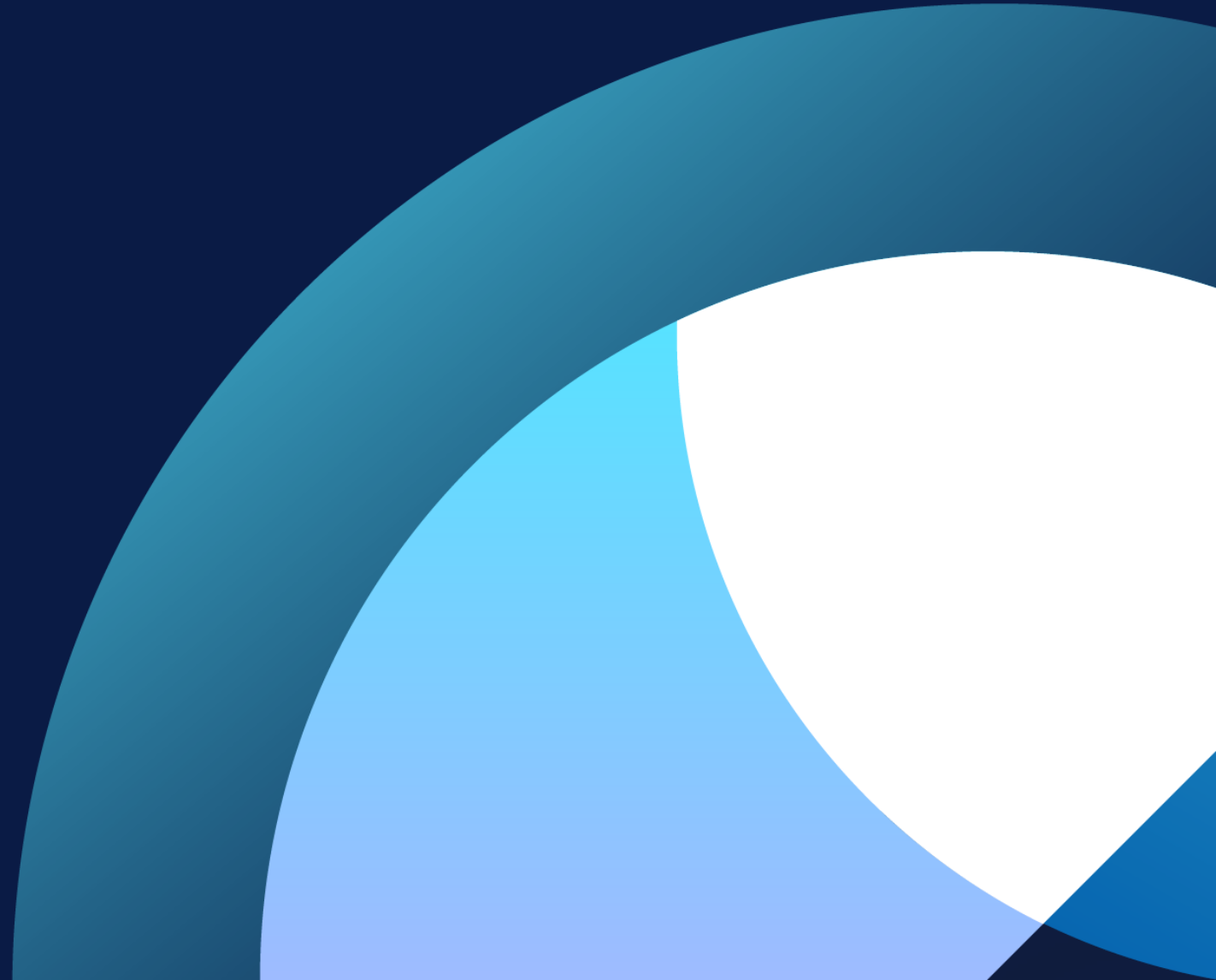
Customer Digital Experiences (CDX)

Microsoft Customer Digital Experiences (CDX), is a portfolio of immersed digital experiences to demonstrate Microsoft technology and product with hands-on interaction, orchestrated by Microsoft sellers, partners or marketers.

For Businesss Applications the two key types of experiences are Click-throughs and Demos.

To learn more, visit:
Microsoft Customer Digital Experiences

Partner Sandbox Environments

Learn, develop, test and demo end-to-end scenarios at a discounted price

Grow your business with Dynamics 365 environments specifically designed for partners

- Take advantage of Microsoft-managed, **non-production environments** designed specifically for partners to purchase at a discount.

- Use these fully supported non-production environments to learn, test, and deliver **end-to-end customer demos of your solutions**.

- Leverage **tenant-based discounted SKUs** that are strictly meant for use only on the partners' tenant.

Differentiate your practice with cost-effective access to the Dynamics 365 portfolio

Learn
Improve your team's skills with hands-on learning within the Dynamics 365 products. Access to the sand box environments enables deeper knowledge of the products so your team can develop effective customizations and customer demos.

Dev/Test
Build custom solutions and perform testing in a non-production sandbox environment. The SKUs allow you the flexibility to build just as you would for your customer and complete the necessary testing. All of this happens in your tenant.

Customer Demos
Differentiate your services by creating and delivering end-to-end customer demos with your own solutions. You have the flexibility to determine which SKUs you need. You can add SKUs as you evolve your practice and the scenarios you serve.

Partner as Partner Sandbox License Request

Enable SI/ISV partners to obtain non-production environments with Biz Apps products and sales plays demo data to learn, test, and deliver end to end customer demos with their own solutions. These offers are only to be used on partner tenants, never on a customer's tenant.

First Name *

Email *

Last Name *

Job title

Organization *

MPN ID

Comments

License View SKU's

- Dynamics 365 Commerce Recommendations Partner Sandbox
- Dynamics 365 Customer Insights Partner Sandbox
- Dynamics 365 eCommerce and Cloud Scale Unit Partner Sandbox
- Dynamics 365 Fraud Protection Partner Sandbox
- Dynamics 365 Guides Partner Sandbox
- Dynamics 365 Marketing Partner Sandbox
- Dynamics 365 Operations Application Partner Sandbox (Tier 2)
- Dynamics 365 Sales Insights Partner Sandbox
- Dynamics 365 Sales, Field Service, and Customer Service Partner...

Submit

View SKUs and complete your request:
https://experience.dynamics.com/requestlicense/

What to use when

Programs and resources you can use throughout the sales cycle

	Prepare	0-20%	20-40%	40-60%	60-80%	80-100%	Post-Sales
Partner Resources							
▪ AppSource – List your offer or find ISV & P2P opportunities	🟩						
▪ Cloud Weeks & Certifications	🟩						
▪ Go to Market Resources & Pitch decks	🟩	🟩	🟩				
▪ Catalyst			🟩	🟩	🟩	🟩	
▪ Partner Evidence & Customer Stories	🟩	🟩	🟩				
▪ Partner Pre-Sales Offers			🟩	🟩	🟩		
▪ CDX Demos				🟩	🟩		
▪ Partner Sandbox Licenses	🟩			🟩	🟩		🟩
▪ FastTrack						🟩	🟩
▪ OSA & OSU Incentives						🟩	🟩
▪ Partner Post-Sales Offers							🟩

Microsoft

Stay Connected

- Bookmark the [Partner Hub](#)

- Join the Business Applications [Microsoft Partner Community](#) (MPC)

- Explore the [Partner Hub Blog](#)