



The Partnership Post

June

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Key Highlights



Ingram Cloud Summit: The Digital Sessions – June 16-20, 2020. Register today!

More know-how. More ideas. More connections.

The Digital Sessions is a weeklong event offering a wealth of industry insights from deep subject matter experts across Microsoft, 8X8, IBM, BitTitan, AWS, Google, ConnectWise, AvePoint, OffsiteDataSync, Acronis, McAfee, and more. Register now to find the answers you need to move beyond today's challenges and achieve success at the leading edge of technology tomorrow.

[For more details and to register click here](#)

Five Microsoft Cloud Summit Tracks

Microsoft subject matter experts address the current secure-remote-work opportunity with business and technical tips and best practices to drive the revenue and growth of Microsoft 365 Business Premium. They share the steps for building a managed security service with M365 Business, explore Windows Virtual Desktop solutions with Azure + M365, show how to transform your SaaS market with Dynamics Angels, and provide an opportunity to develop a deeper understanding and the value of the Microsoft Certification Pathways.

Tuesday, June 16, 2020 – 4:00 AM AEST

Deliver secure remote work with Microsoft 365 Business Premium

1

As a partner working with SMBs, you're on the frontlines, helping customers shift to working from home. Join this session to learn how Microsoft 365 Business Premium provides a comprehensive and cost-effective solution to help you secure identity, data, and devices, while enabling remote access for your customers. Neha Bhaskar and David Bjurman-Birr from Microsoft will share the latest product news, offer practical tips and guidance, and discuss the partner business opportunity.

Wednesday, June 17, 2020 – 4:00 AM AEST

Building a managed security practice based on Microsoft products and technologies

2

Join this session to gain a better understanding of the nuts and bolts of building a successful managed security practice with Microsoft technologies. We'll show you how you can map Microsoft products to frameworks like NIST and CIS. Microsoft Security Architect David Bjurman-Birr will share real-world examples of the offers and services you could develop to drive revenue and growth.

Thursday, June 18, 2020 – 4:00 AM AEST

Modern VDI - Windows Virtual Desktop

3

Windows Virtual Desktop is a comprehensive desktop and app virtualization service running in the cloud. It's the only virtual desktop infrastructure (VDI) that delivers simplified management, multi-session Windows 10, and support for Remote Desktop Services (RDS) environments. Deploy and scale your Windows desktops and apps on Azure in minutes, and get built-in security and compliance features.

Friday, June 19, 2020 – 4:00 AM AEST

Dynamics Angels: Building a Dynamics practice

4

Learn how to capture your share of the SaaS market and transform your business with Dynamics Angels and the Partner-to-Partner Program. No risk. No Investment. No experience necessary.

Saturday, June 20, 2020 – 4:00 AM AEST

Grow your business with Microsoft Teams and Business Voice

5

Join this session to learn how Microsoft Teams and Business Voice helps your customers chat, meet, call, and collaborate in one place, from anywhere. Alberto Martinez and Jimmy Ward, Marketing Managers of Microsoft Teams, will share the latest news from Teams and Business Voice, and explore the partner business opportunity.

[Register for Cloud Summit: The Digital Sessions](#)

New Microsoft Remote Work Rebate Program

Offer Overview:

Your customers need remote work capabilities. As an extension of [Microsoft's promotional six months free trial](#) of its flagship remote work solutions, Ingram Micro Cloud will award rebates to resellers for each promo trial subscription its customers retain as a paid yearly subscription.

Our [Remote Work Rebate Program](#) helps you earn thousands in rebate rewards for every promotional trial license of Microsoft 365 Business Basic and Office 365 E1 you convert to a paid subscription. Rebates will be credited directly to your Ingram Micro Cloud account. It's that easy.

How to participate in Ingram Micro's Remote Work Rebate Program

1

Opt-in to Earn

To start earning more money, you'll need to register to participate in the rebate program before June 30, 2020.

2

Start transacting on Cloud Marketplace

With every monthly license purchased of Microsoft 365 Business Basic and Office 365 E1 through Ingram Micro Cloud Marketplace between May 4, 2020, and June 30, 2020, you'll receive up to \$10 USD per assigned seat that fulfills the annual subscription.

3

Collect your rebates

Watch how fast your money grows. Rebate rewards will be credited directly to your Ingram Micro Cloud Marketplace account upon your customer's anniversary term and can be used at your discretion.

4

Calculate your potential earned rebate:

Partners can start earning rebates in their local currency based on the following eligibility requirements:

- Must be a new customer
- Customers must purchase monthly Microsoft 365 Business Basic (formerly Office 365 Business Essentials) and/or Office 365 E1 between May 4, 2020, and June 30, 2020
- New customer seats must remain active for the full annual commitment

¹ Please review [CSP Office 365 E1 and Microsoft 365 Business Basic Promo FAQ](#) for more information.

[Register now to earn](#)

Seat Tiering	Microsoft 365 Business Basic	Office 365 E1
50 - 250 seats	\$2 / seat	\$2.50 / seat
250 - 1,000 seats	\$4 / seat	\$5 / seat
1,000+ seats	\$8 / seat	\$10 / seat

Rebates will be calculated in USD and issued in local currency.

Microsoft Inspire 2020: Virtual and free from July 21-22 PST

The partnerships Microsoft shares with you create the foundation of the company's mission to empower every person and every organization on the planet to achieve more. As Microsoft strives to adapt to these unprecedented times, keeping you informed is a top priority. Many of you have reached out to them, sharing how excited and curious you are to find out what is planned for the Inspire conference this year. Here are some quick responses to your most-asked questions:



Microsoft Inspire will be a digital-only event experience



The event dates are July 21-22 PST



Registration will open in June



There will be no cost to attend

Microsoft's Inspire event is the company's largest and most comprehensive partner networking event, year after year, allowing partners from around the world to create connections, empower possibilities, and celebrate success. Microsoft will continue sharing information as more details are confirmed.

[Review the Blog for More Details](#)

Activation of security safeguards for Partner Center transactions in CSP

Target partner audiences:

- All partners participating in the Cloud Solution Provider (CSP) program
- All Control Panel Vendors (CPVs)
- All Advisor partners

An important reminder:

An important reminder: starting May 1, 2020, Microsoft will begin the activation of safeguards for Partner Center transactions in CSP. The activation of the additional security safeguards will mean that partners will be asked to use multi-factor authentication (MFA) for any transactions in CSP using Partner Center user experience or APIs—which prevents unauthorized access and protects their customers and tenants from security incidents related to identity theft. Complete details [here](#).

Next Steps

If you haven't activated the recommended security requirements to protect your tenants and users, please do so immediately to stay compliant and avoid any business disruptions in managing customers or transacting in CSP. Partners who do not implement the security requirements may put their participation in the CSP program at risk.

Indirect providers must implement these security requirements for their businesses and work with resellers to ensure that they implement them, as well, using [this email template](#). Microsoft will also directly reach out to your resellers via email communications.

Visit the [Partner Center security requirements status page](#) to identify your progress and key actions to take. Work with your global admin to check the progress of your security requirements regularly for each of your tenants.

If you are using a Control Panel Vendor (CPV) solution, please consult with your CPV

Previously announced

Greater and ongoing security and privacy safeguards are among Microsoft's top priorities, and they continue to help partners protect their customers and tenants. In 2019, the company introduced [mandatory security requirements](#). All partners participating in the Cloud Solution Provider program, Control Panel Vendors, and Advisors should implement the requirements to stay compliant. Recently, Microsoft completed activating security safeguards for admin-on-behalf-of (AOBO) capabilities for all partner tenants, protecting their businesses and customers from identity-theft related incidents.

Additional Resources

Review these resources to assist you with implementing the security requirements.

- Check out the [step-by-step guide](#) to implement partner security requirements.
- See the [frequently asked questions](#) and answers regarding partner security requirements.
- View the [security requirement status checking guide](#).
- Access additional resources at the [implement partner security requirements](#) collection.
- Bookmark the [Partner Center Security Guidance community group](#).



NOTE:

If you are using baseline policies and haven't transitioned to the security defaults policy or [other MFA implementation options](#), please transition as soon as possible, referencing the [key resources here](#).

Recent feature upgrades to Cloud Marketplace

Cloud Marketplace has gotten an upgrade! Please find the release notes summary below for new features and functionalities available to help improve your partner and customer commerce experience.



Have some feedback for our team? We would like to hear from you.

We're very excited to set up some time to meet with our partners to learn more about your business challenges and growth opportunities. This helps us to understand more about your needs, your challenges, and how we can help you grow your cloud business.

We would like to discuss the following during our meetings:



Cloud Marketplace experience and feedback



Partner support experience and feedback



Areas of improvement (experience, UX, operations, support, sales)



The challenges you face doing business with Ingram Micro



How can we help you grow

Our leaders are more than happy to listen to all our partners so that we can improve and help them grow their cloud business.



Rahul Bhavsar

Director, Global Cloud Marketplace

[LinkedIn Profile](#)

Rahul is responsible for the global cloud marketplace business, including improving the partner experience, features, and functionality to help our partners grow their cloud business.

[Set a meeting with Rahul](#)



Ted Rajanayagam

Exec Dir, Global Cloud Customer Service

[LinkedIn Profile](#)

Ted is responsible for global cloud customer service by providing a 24x7 worldwide partner support for our Cloud Marketplace and vendor products purchased from Ingram Micro Cloud.

[Set a meeting with Ted](#)

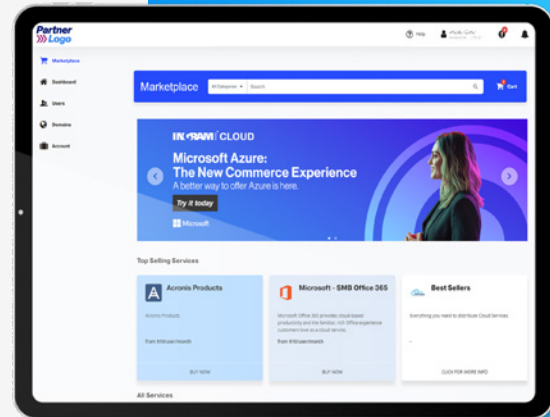
Read the release notes summary below

Cloud Marketplace has gotten an upgrade! Please find the release notes summary below for new features and functionalities available to help improve your partner and customer commerce experience.

NEW

Marketplace for end-customers

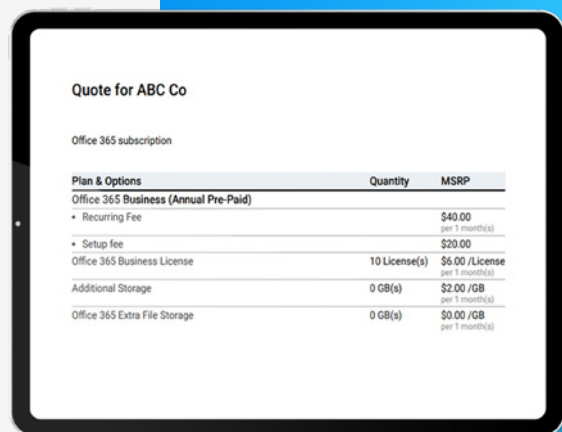
- Partners can configure their own marketplaces
- Powerful search and convenient navigation
- Marketing tools: banners, promos, cross-sell
- An intro-tour is available to ease adoption



NEW

Printing a quote to PDF

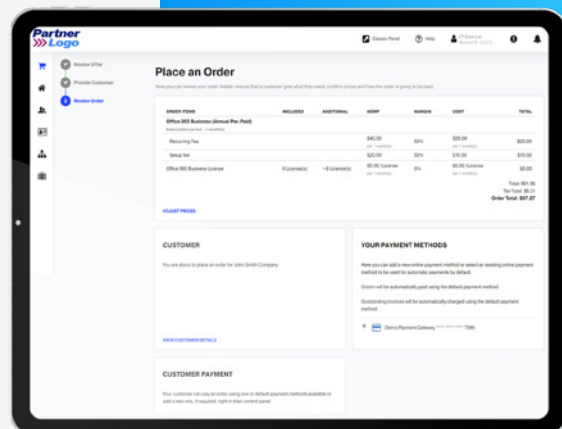
- Partners can now add products to their cart and export as a PDF file to share it as a quote with their customers
- The PDF can be configured by selecting which columns to display



NEW

Adding a credit card during checkout

- When purchasing on behalf of a customer, partners can choose a credit card to be used for automatic payments by default.
- Marketplace administrators can allow partners to place orders with enabled automatic payments.



NEW

Invoices grouped by customers and subscriptions

For more convenient reconciliation, invoices for partners are now aggregated by customers first and then by their subscriptions with detailed information. The output PDF format is as follows:



All end-customers are sorted alphabetically

All subscriptions are grouped by end-customer

NEW

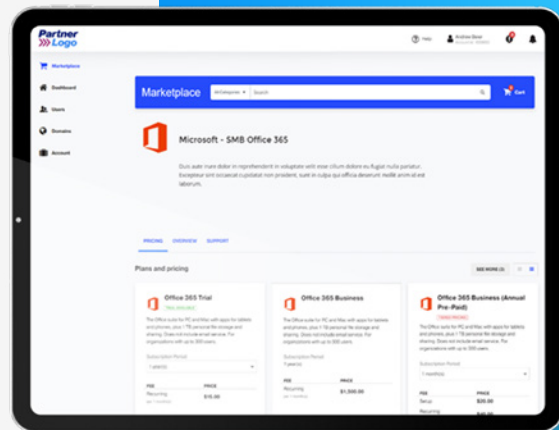
Cross-selling opportunities



Content manager roles can configure a list of services to be shown in the new cross-sell carousel

Partners can also use this feature to build the right offer for their end-customers

Customers get relevant suggestions while seeking products in the Marketplace.



[See all Updates on Cloud Marketplace here](#)





Deploy and scale your Windows desktops and apps on Azure in minutes and get built-in security and compliance features with [Windows Virtual Desktop](#).

Virtualization can address a broad range of business needs, including flexibility for remote work, added security, and specialized workloads. When built on [Azure](#), the opportunities are endless. Explore more benefits of the Windows Virtual Desktop for partners with helpful resources to go to market quickly:

[Learn More](#)

Discover Windows Virtual Desktop

Learn how the capabilities and benefits of Windows Virtual Desktop can help modernize and scale your virtualized desktops and apps on Azure.

[Learn more >](#)

Helpful Resources

- [General Availability blog announcement](#)
- ↓ [Windows Virtual Desktop Value Prop Solution Brief](#)
- ↓ [Windows Virtual Desktop Lighthouse Program - Partner guide](#)
- ↓ [Windows Virtual Desktop - partner opportunity](#)
- ↓ [Windows Virtual Desktop pitch deck](#)

Get started with Windows Virtual Desktop

Start using the service today in just a few steps.

[Get started today >](#)

Helpful Resources

- [Get hands on with Microsoft Learn](#)
- [Windows Virtual Desktop pricing calculator](#)
- ↓ [Windows Virtual Desktop deep dive](#)
- ↓ [Windows Virtual Desktop Deployment guide](#)
- ↓ [Windows Virtual Desktop Design & Architecture Reference Guide](#)

Windows Virtual Desktop Hands On Lab Webinar On Demand Series

- [Implement WVD using Windows AD & Windows File server](#)
- [Implement WVD using Azure ADDS & Azure Files storage](#)
- [Application Publishing and autoscaling options in WVD](#)
- [Introduction to Nerdio for Azure](#)

New Azure email assets available for end-customer marketing in our GTM Hub.

Check out Ingram Micro's GTM Hub for customizable email templates to create and deliver email campaigns, landing page templates and forms to capture leads, and banner ads to drive demand to your website. This month, we developed more easy-to-send, customizable email assets around Azure to help drive end customer leads.





Innovate. Scale. Compete. Grow.

How are you keeping up with your rapidly evolving industry?

Moving data and applications into the cloud opens infinite possibilities. Once you've moved your data to the cloud, you can layer additional data sources to drive innovative ideas and solutions. Develop new offerings that respond to customer demand and market dynamics to beat your competitors to market.

- **Consolidate disparate data in a real-time**
Build intelligent apps and data with built-in business intelligence to inform decision-making.
- **Leverage cloud solutions to analyze your business**
Assess the market to better identify customer needs through data-driven insights.
- **Drive innovation with development of new products**
Go to market with solutions and services that outpace your competitors.
- **Mitigate risk of on-premise servers**
Built-in disaster recovery and business continuity solutions keep your business running.

Contact us today to discuss your unique business challenges and we'll help you through your cloud journey.

[Contact us](#)





Improve productivity. Empower employees.

Opt. Enable. Reach. Grow.

Azure Virtual Desktop (AVD) lets you give employees secure access to their desktops, applications, and data on any device. You get everything in the cloud, so there's no risk from a lost laptop or compromised phone.

- **Stay productive outside of a traditional office**
Easily sign on to any device and quickly launch desktop apps.
- **Reduce costs without compromising efficiency**
Access files stored in OneDrive or File Explorer from any device to reduce storage costs.
- **Protect IP and business-critical data**
Give users freedom to access their work from any device over a secure network that keeps business.
- **Control access to company data by user profile**
Conditional access controls determine user access based on user profile, location, etc.

Learn more about this revolutionary Azure solution that helps you secure your data, save time, cut costs and make users' desktops available anywhere.

[Learn more](#)

Meet some of the faces behind our Azure Professional Services team

At Ingram Micro Cloud, we are dedicated to helping our partners advance the digital transformation of their customers. Meet the members of our Center of Excellence (COE) team, who enable our partners to generate new and ongoing IaaS business, earn more recurring revenue, and assist customers in making the most of their cloud investments with Ingram Micro Cloud's Professional Services.



[Watch Video](#)

We are the Center of Excellence team.

Modern Workplace Update



Six-month promotional trial and Ingram-exclusive rebate program

Applicable to: All partners participating in the Cloud Solution Provider (CSP) Program

On May 4, 2020 (12:01am UTC), Microsoft introduced new promotions for Office 365 E1 and Microsoft 365 Business Basic, replacing the current 6-month trial of Office 365 E1 for new customers.

As part of [Microsoft's commitment to its customers](#) during these unprecedented times, the company made a 6-month trial of Office 365 E1 available in CSP for new customers (see definition below). On May 4, 2020, Microsoft introduced new discount promotions for Office 365 E1 and Microsoft 365 Business Basic to offer these products at no cost for the first 6 months of their monthly billed annual subscription to new customers.



NOTE:

Customers currently licensed with the Office 365 E1 trial (available until May 4, 2020) will remain on their current plan. This offer applies to net new customers only.

Definition of new customers

New customers eligible for this promotion are:

- Net new customer tenants.
- Existing customers who don't have a currently paid or recently cancelled (within the last 30 days) subscription in their tenant for any of the products defined in [Microsoft Partner Frequently Asked Questions \(FAQ\) guide](#).

Did you know?

From now until June 30th, 2020, all the Office 365 E1 and Microsoft 365 Business Basic transactions you make on Cloud Marketplace for net new customers will be eligible for 6-months free.

But that's not all. By enrolling in our [Remote Work Rebate Program](#), you can earn up to USD 10 per seat of Office 365 E1 and Microsoft 365 Business Basic you convert from a 6-month promo trial license to a paid subscription. All you have to do is [register here](#), and all qualified transactions through Cloud Marketplace will be tracked and converted into rebates. It's that easy.

Announcing the “Securing Remote Work with Microsoft 365 Business Premium” partner kit

With the shift to employees working from home, small and medium businesses (SMBs) are considering how to secure their remote work environments. For partners working with SMBs, this means quickly enabling secure remote access for your customers, managing their devices, and securing their business data, while keeping operational costs low for you and your customers.

Microsoft has created a new Securing Remote Work with Microsoft 365 Business Premium Partner Kit with practical IT guidance as well as go-to-market resources that help make these customer conversations a bit easier. Inside you'll find:

Partner guidance:



- [Securing remote work partner opportunity deck](#)
- [IT checklist](#)
- [Securing remote work guide](#)

Customer ready go to market resources:



- [Customer pitch deck](#)
- A customizable [Customer-ready email template](#)

Get the Kit

Office 365 small and medium business (SMB) offers renamed “Microsoft 365”

Microsoft has changed the name to be more reflective of the range of features and benefits in the subscription. Microsoft 365 includes everything you know in Office 365, including best-in-class Office apps, intelligent cloud services, and advanced security.

On **April 21, 2020**, Microsoft changed the names of their Office 365 SMB offerings:

- Office 365 Business Essentials is now **Microsoft 365 Business Basic**
- Office 365 Business Premium is now **Microsoft 365 Business Standard**
- Microsoft 365 Business is now **Microsoft 365 Business Premium**

Microsoft will also adopt “Microsoft 365 Apps” as the new name for their two Office client subscription products:

- Office 365 Business is now **Microsoft 365 Apps for business**
- Office 365 ProPlus is now **Microsoft 365 Apps for enterprise**

It's important to note that there will be no price changes, feature changes, or business model changes associated with the Office 365 name change. There are no naming changes for the Office 365 Enterprise SKUs or the Microsoft 365 Enterprise SKUs.

Partners who are currently purchasing Office 365 through the Ingram Micro Cloud Marketplace will see the name of their subscription update to the new name across Microsoft's Admin Portal and their monthly billing subscription. No action is needed from our partners or their customers.

[Review the Blog for More Details](#)

Your next migration is on us: Free migration and 30 days free* with your next Microsoft 365 purchase

Offer Overview:

Ingram Micro is collaborating with Microsoft and AvePoint to provide partners who purchase new Microsoft 365 seats with complimentary AvePoint FLY migration licenses and 30 days free* to move their customers' FileShare, Exchange and Hosted Exchange, Gmail, other IMAP/POP3 mailboxes, Google Drive, Teams, Groups, Slack, and SharePoint to Microsoft 365,

Deal Requirements:

Eligible licenses include Microsoft 365 Business Basic, Microsoft 365 Business Standard, Microsoft 365 Business Premium, Microsoft 365 E3, and Microsoft 365 E5 purchased through Cloud Marketplace.

Minimum 5 licenses.

To be eligible for 30 days free* and free migration licenses for Microsoft 365, partners must be enrolled in the [Modern Workplace Accelerate Program](#).

Promotion Term:



Promotion ends June 30, 2020,
11:59 PM PST



The 30 days free promotion is available in select markets. For US partners, the promotion is extended to 45 days free until June 30, 2020.

Get Started with Promotion

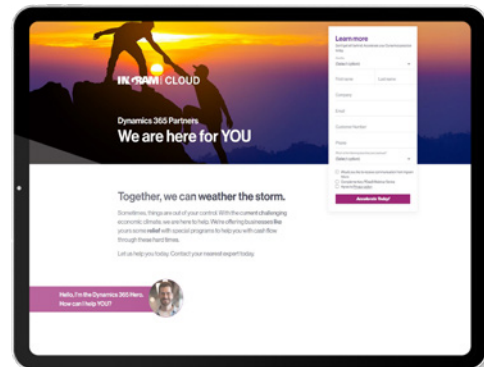
Diving into Dynamics



We are here for YOU

Sometimes things are simply beyond your control. Because of the challenging economic climate, Ingram Micro is providing extended payment terms to CSPs. We hope this relief program will provide you with some peace of mind.

From now until June 30th, take advantage of up to an additional 25% off your current discounted price for new D365 Sales Professionals.



[Take a closer look](#)

Dynamics Angels

This is the next generation in partner development. Designed for Microsoft CSPs to capitalize on the cloud-based business applications market opportunities, the Dynamics Angels program offers turn-key deployment packs, plus the opportunity to learn how to implement Dynamics 365 solutions. You can decide how to engage with the Dynamics Angels and select the options that are best for your business.

[Learn More](#)

Dynamics 365 Marketing Automation as a Service

Need marketing help? In just 5 minutes we can help you get your dynamics 365 marketing campaign started. Send an email to your customers, create a landing page with a lead capturing form, or post content on your social channel. It's fast and easy. Contact one of our heroes and get started today.

Matthew-as-a-Service

Our team is here to support you. Discover the many ways you can grow revenue with Dynamics 365. Matthew Batterbee shares his knowledge through podcasts, webinars, and conversations on how to leverage our program. Get a deep dive into Dynamics 365. No-Risk. No Experience. No Investment Necessary.

[Learn More](#)

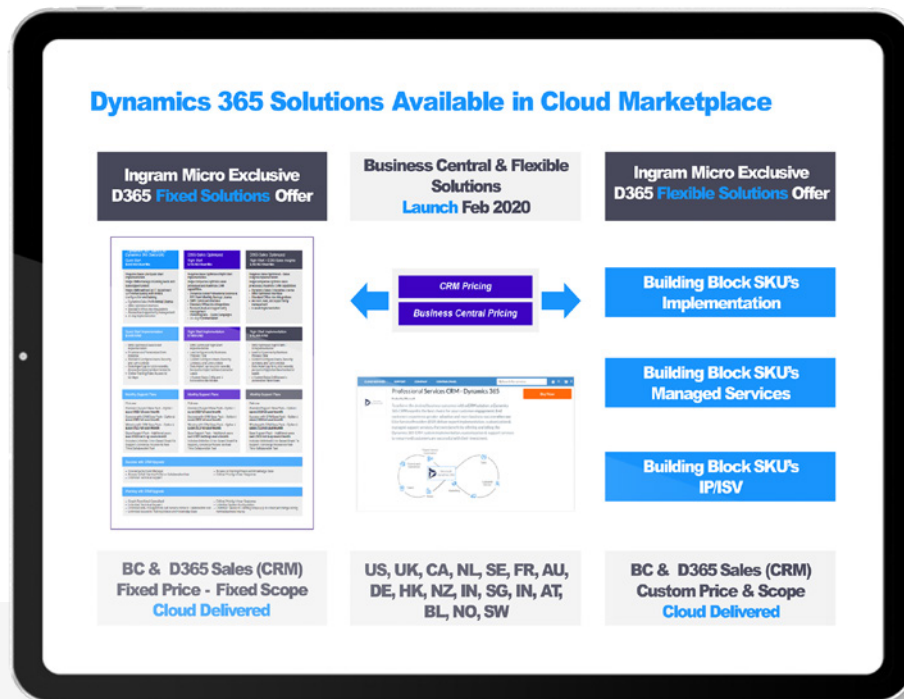
Solution Overview:

We are your Dynamics 365 practice, with D365 Business Central Quick Start, Right Start, and Specialized Start Cloud Accounting and Operations Solutions, we provide comprehensive business management and financial solutions (ERP) optimized to enable small and mid-sized businesses to streamline processes, make smarter decisions, and accelerate growth.

Starting with a Business Central D365 license, our solution brings the implementation services, third-party ISV solutions, and MSP-Style managed support services, delivering a cost-effective and turn-key business system solution for the selling partner to offer their end customers through our Cloud Marketplace. **No experience with D365 required.**

How to Purchase:

Work with your Ingram Micro Dynamics 365 specialist to purchase through participating Ingram Micro Cloud Marketplaces.



Dynamics Promotion

For a limited time, Ingram Micro is offering partners a series of promotions. (Offers ends June 30, 2020).

[Learn More](#)

Free Professional Services Offer

Up to **\$5,000 USD in Free Services** for Dynamics365 Qualifying Opportunities Now through June 30, 2020.

See terms and conditions

25% OFF* SMB CRM Promo

On net new Dynamics 365 Sales Professional seats purchased through CSP only. **MSRP of only \$48.75 USD**

**25% OFF D365 Sales Pro License (limitations apply)*

Upcoming Events or Webinars



Join the Monthly CSP Spotlight Webinars

Register and join these live monthly webinars for the latest CSP and new commerce experience hot topics and other licensing information available for all partners.

Who should attend?

These are specifically targeted to CSP partner sellers, including Direct Bill, Indirect Providers, and Resellers. Some content is also relevant for partner operations roles and Microsoft sellers.

CSP Spotlight (APAC)

June 11, 2020 2:00 PM AEST

Journey to Microsoft Cloud

June 10, 2020 11:00 AM AEST

Azure Lighthouse

June 11, 2020 11:00 AM AEST

June 18, 2020 11:00 AM AEST

June 25, 2020 11:00 AM AEST

Microsoft Dynamics CRM and ERP

July 2, 2020 11:00 AM AEST

Register for Microsoft's upcoming partner training schedule

Microsoft's Partner Community Hot Sheet is a comprehensive schedule of partner training, webcasts, community calls, and office hours. If you want to search for specific types of events or look further ahead at what's planned, check out Microsoft's Events Calendar for new events and offerings!

[For the Full June Partner Community Hotsheet Click here](#)