

Microsoft Updates for Partners

April 2026

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TL; DR – Priority Updates

Crayon / SoftwareOne Microsoft Support Services designation

Crayon has achieved the Microsoft Support Services designation, recognising our ability to deliver high quality, customer centric support across Microsoft technologies. This reflects our strength in resolving issues faster, reducing escalations, and supporting customers to optimise their Microsoft environments.

Microsoft to invest \$1bn in Thailand's cloud and AI infrastructure

From 2026 to 2028, Microsoft plans to invest more than \$1 billion in cloud and AI infrastructure and ongoing operations across Thailand. The investment is the centerpiece of Microsoft's *Advancing National Growth, Prosperity, and Global Competitiveness with AI* initiative, supporting trusted and inclusive access to cloud and AI technology while helping skill millions of Thai citizens across every sector of the economy.

Extended Service Terms (EST) Webinar: Microsoft is replacing the free post expiry grace period with a paid Extended Service Term (EST). The grace period is discontinued for expiring subscriptions from May 4, 2026. EST bills monthly at the monthly rate +3% uplift. Partners now have three explicit end of term actions: Renew, cancel at end of term, or move to EST

Register for Webinar here: <https://events.teams.microsoft.com/event/5466c988-54a3-4b83-b972-b8b3b9ce66f8@8f47ad71-44ca-48bf-afe3-56b9360a4495>

Microsoft 365 E7 (The Frontier Suite): Microsoft's E7 bundle includes everything in M365 E5 plus Microsoft Entra ID Suite, Microsoft 365 Copilot Microsoft Agent 365 service. [Introducing Microsoft 365 E7: The Frontier Suite](#)

Agent 365: Enterprise AI Governance-Agent 365 manages AI agents in enterprises. Launching May 1 as a commercial add-on at USD15 per user/month, it allows one licensed human user to run multiple AI agents, so organizations only need to license users, not individual agents.

Modern Work, Copilot & BizApps

Extended Service Term (EST) Introduced:

Microsoft is replacing the 90-day grace period for expiring CSP subscriptions with a new paid Extended Service Term (EST) option. Enforcement begins 4 May 2026 (postponed from 1 April). EST lets customers keep services running month-to-month after a subscription term ends, at a 3% price uplift over the monthly rate.

Action: Review your customers' renewal settings now – subscriptions expiring on/after 4 May will auto-enter EST if set not to auto-renew. Plan to either cancel or opt into EST for those customers as needed, and educate them about the 3%-23% surcharge for extended terms

Join us for a live webinar on 14th April at 1pm AEST (11am SGT) to learn more.

<https://events.teams.microsoft.com/event/5466c988-54a3-4b83-b972-b8b3b9ce66f8@8f47ad71-44ca-48bf-afe3-56b9360a4495>

Microsoft 365 E7 (The Frontier Suite):

On May 1, 2026 Microsoft will introduce **Microsoft 365 E7**, a new top-tier enterprise offering designed to accelerate adoption of **“agentic” workloads in a secure, governed way**. Priced at **USD \$99/user/month**, E7 bundles everything in M365 E5 (Office apps, security/compliance E5 capabilities, etc.) plus **Microsoft Entra ID Suite** (advanced identity and access management), **Microsoft 365 Copilot** for organization-wide AI productivity, and the new **Microsoft Agent 365 service**. Together, these components form the **“Frontier”** toolkit for a human-led, AI-powered workplace.

Read more: [March 2026 announcements - Partner Center announcements | Microsoft Learn](#)

Agent 365: Enterprise AI Governance

Agent 365 is a breakthrough: it is both a platform and license that provides a control plane for **deploying and governing AI agents in the enterprise**, including assigning each AI agent a unique Entra Agent ID for identity and access management. **At general availability on May 1**, Agent 365 becomes a commercial add-on license priced at **USD15 per user/month** for human users who need to operate or oversee AI agents. With one licensed user able to run many agents on their behalf, organizations can empower employees with approved AI co-workers without having to license each agent individually.

Read more: [Microsoft Agent 365: The Control Plane for Agents](#)

Copilot Cowork – AI That Gets Work Done:

Alongside E7, **Microsoft unveiled Copilot Cowork**, a new AI digital assistant that can plan and execute tasks across Microsoft 365 apps on a user's behalf. Integrating **Anthropic's “Claude”** model alongside **OpenAI's GPT-4**, Copilot Cowork extends Microsoft 365 Copilot beyond chat queries into an **“execution layer”** that turns natural-language requests into **multi-step workflows that run in the background** across Outlook, Teams, Word, Excel, PowerPoint, and more.

Copilot Cowork: Now available in Frontier: <https://www.microsoft.com/en-us/microsoft-365/blog/2026/03/30/copilot-cowork-now-available-in-frontier/>

Copilot Studio – New multi-agent capabilities:

Copilot Studio takes a meaningful step forward: **several multi-agent capabilities are rolling out to general availability over the next few weeks**, giving your teams new ways to connect and orchestrate agents across your ecosystem. These updates include Microsoft Fabric integration, Microsoft 365 Agents SDK orchestration, and Agent-to-Agent (A2A) communication—all designed to help your agents operate together as a coordinated system rather than in isolated silos

Read more: [What's new in Copilot Studio: Updates to multi-agent systems | Microsoft Copilot Blog](#)

Project Online Retirement: what partners need to know:

Microsoft has announced that **Project Online will be fully retired on 30 September 2026**, marking a significant shift in its project and work management strategy. While this is a major milestone, it is **not an immediate service shutdown**—existing customers will continue to have access to the service until the retirement date, giving organisations time to plan a structured transition

The retirement applies specifically to Project Online and the Project Web App (PWA) cloud experience. Other products remain unaffected

Read more: [Project Online Retirement – Crayon Channel APAC](#)

Dataverse Storage Increases for Dynamics 365 Sales Premium:

Microsoft announced significant capacity boosts for **Dataverse** (the underlying data platform for Dynamics 365 and Power Platform) for **Dynamics 365 Sales Premium** customers effective **April 15, 2026**. Specifically, the default database storage capacity included with each D365 Sales Premium tenant is increasing 50%, from **30 GB to 45 GB**. Additionally, the per-user licensed database capacity entitlement is doubling from **250 MB to 500 MB** per seat, and the default file storage capacity is rising from **40 GB to 60 GB**

No action is required from customers or partners. This free uplift makes the SKU significantly more attractive for AI-powered sales workflows.

Cloud & AI (Azure Infrastructure)

Microsoft has released new purpose-built Azure go-to-market assets for SMBs, helping partners capture the growing SMB cloud and AI opportunity. These step-by-step resources enable partners to drive demand, build pipeline, expand workloads, and run scalable, secure cloud transformations for SMB customers.

Explore the [Azure SMB content collection](#) to download assets and win customers.

Cloud & AI Platforms SMB Opportunity - Partner Resources Collection

The SMB market is rapidly expanding as demand for Cloud and AI solutions accelerates. These assets help partners understand the SMB opportunity and activate priority solution plays, equipping sales teams with ready-to-use content to engage customers effectively and convert opportunities into growth.

read more: <https://partner.microsoft.com/en-US/asset/collection/cloud-and-ai-platforms-smb-partner-resources#/>

Extended promotion on Microsoft Sentinel 50-GB commitment tier in public preview

Microsoft has extended the promotional pricing for the Microsoft Sentinel 50-GB commitment tier (public preview) to June 30, 2026, with pricing locked in until March 31, 2027. The offer provides a cost-effective, predictable pricing option for SMB customers, with up to 32% off pay-as-you-go, available globally and applicable to new or existing Sentinel purchases.

Next steps

Review these resources:

- [Promotion slide deck to support their sales conversations.](#)
- [FAQ for eligibility and usage guidance.](#)
- [Updated pricing page for region-specific details.](#)

Changes to Specialisations and Solutions Partner Designations

Microsoft has updated **Specialisation metrics and resources** to better support partners. Growth percentages now round to the nearest whole number, improving eligibility for several Business Applications and Azure specializations. Partner Center also now provides clearer visibility into usage growth score calculations. Additionally, a new [Specialisations FAQ](#) on Microsoft Learn helps partners quickly self-serve answers on eligibility, scheduling, and the overall specialization process.

Accelerating Oracle-to-PostgreSQL migrations: New tooling, proven patterns, and partner opportunities

Enterprises are increasingly migrating **from Oracle to PostgreSQL** to reduce cost, modernize data platforms, and support cloud scale analytics and AI. Microsoft has invested in **new AI-assisted Oracle to PostgreSQL migration tooling**, offering validated, repeatable workflows that help partners deliver predictable, governed modernization services and capture a major enterprise migration opportunity.

March skilling update: The pathway to capability

March's partner skilling update focuses on **simplifying learning discovery and accelerating readiness**. The **Partner Skilling Catalog** helps identify the right pathways, while **LevelUp** provides deeper, role aligned learning, labs, and certification prep—together supporting faster enablement across sales, presales, and technical roles, including SMB-focused opportunities.

Read more: <https://partner.microsoft.com/en-us/blog/article/skilling-updates-mar-2026>

Introducing MAI-Transcribe-1, MAI-Voice-1, and MAI-Image-2 in Microsoft Foundry

Microsoft has released three new Microsoft AI models in public preview on Microsoft Foundry—MAI-Transcribe-1, MAI-Voice-1, and MAI-Image-2—expanding Foundry's end-to-end AI capabilities. These enterprise ready models enable high quality speech recognition, ultrafast voice generation, and advanced image creation, helping developers build scalable, multimodal AI and agent experiences with greater efficiency and lower cost.

Read more : [Introducing MAI-Transcribe-1, MAI-Voice-1, and MAI-Image-2 in Microsoft Foundry | Microsoft Community Hub](#)

Introducing Migration assistant for SQL database in Fabric (Preview)

Microsoft Fabric's **Migration Assistant (Preview)** simplifies modernizing SQL Server workloads by enabling fast, confident migration into SQL database in Fabric. With built-in automation, serverless security, AI optimization, and near real time replication to OneLake, organizations can seamlessly bring operational SQL data closer to analytics and AI—without complex re-architecture.

Read more : <https://blog.fabric.microsoft.com/en-us/blog/introducing-migration-assistant-for-sql-database-in-fabric-preview?ft=All>

Use ANY_VALUE() for simpler grouping of results in Fabric Data Warehouse (Generally Available)

Fabric Data Warehouse now supports the ANY VALUE aggregate, making TSQL queries cleaner and more readable when grouping by a key while returning constant descriptive columns. It simplifies aggregations by allowing functionally dependent attributes to be included without cluttering the GROUP BY clause.

Read more : https://blog.fabric.microsoft.com/en-us/blog/use-any_value-for-simpler-grouping-of-results-in-fabric-data-warehouse-generally-available?ft=All

Working with unstructured text in Fabric Data Warehouse with built-in AI functions (Preview)

Data warehouses traditionally focus on structured and semi-structured data. Free-form text such as notes, logs, or comments was difficult to process in data warehousing scenarios without external components. Microsoft Fabric Data Warehouse is opening new scenarios in modern data warehousing by enabling you to work with unstructured text using new AI capabilities. We are introducing ... Continue reading “Working with unstructured text in Fabric Data Warehouse with built-in AI functions (Preview)”

Read more : <https://blog.fabric.microsoft.com/en-us/blog/date/04-2026>

New Promotions & Offers

Modern Work, Copilot & BizApps Promos

Microsoft is running numerous promotions to drive cloud adoption. We've summarized key offers below, covering Modern Work, Security, and Business Applications. Many of these expire by June 30, 2026, so act soon to take advantage.

Action: Reach out to your Crayon account manager for help activating any of these promotions for your customers.

Copilot "Scale-Up" Offer 20% Off All CSP customers, 100+ Copilot seats. Ends Jun 30, 2026.	Copilot "Getting Started" Offer 15% Off New to Copilot, 10+ Copilot seats. Ends Jun 30, 2026.	
Copilot for All 30% or 40% Off • 30% off: All CSP customers. • 40% off: Targeted customers. • 300+ Copilot seats, 80% IW coverage. Ends Jun 30, 2026.	M365 Bus. Std. + Copilot Up to 35% Off Bundle: Business Standard + M365 Copilot Business. 10–300 seats. Ends Jun 30, 2026.	M365 Bus. Premium + Copilot Up to 25% Off Bundle: Business Premium + M365 Copilot Business. 10–300 seats. Ends Jun 30, 2026.
Dynamics 365 Contact Center 40% Off • All D365 Contact Center licenses; no seat minimum. Ends Jun 30, 2026.	Purview Suite for Bus. Premium 50% Off Requires M365 Business Premium & M365 Copilot Business. Ends Jun 30, 2026.	
Bridge to Cloud 3 30% Off Migrating from Dynamics on-prem to cloud; covers Dynamics GP/NAV to D365. Valid through Dec 31, 2027.		

Copilot Business Campaign in a Box: Now Available

A fully packaged, plug-and-play campaign designed to help you start Copilot conversations faster, position value clearly, and generate real customer interest — without building everything from scratch.

Click here to get your assets: [Crayon](#).

Complete the form to receive the full campaign pack, including:

- Email templates
- 1-pager
- eBook
- LinkedIn ad copy
- Pitch Deck

Cloud & AI Promos

Azure Accelerate program (AMM) :

Nominate your customers for the Azure Accelerate program, and we'll help you assess eligibility for a funded migration to Azure cloud. The Azure Migrate and Modernise (AMM)

Earn More with Every Azure Engagement – up to \$9000 per project!

Register here : [Azure Accelerate](#)

Azure Frontier Offer – Scale

Azure Credit Offer (ACO) End customer Incentive:

ACO is an initiative to allow the use of Azure credits for newt new to Azure to win and accelerate Azure consumption. ACO provides customers with a fixed amount of free Azure usage, which can be used within a defined timeframe. Approved customers can receive 10% in credit to offset their first month of consumption.

Call to Action: Identify potential customers and work with your Crayon Azure or account team to submit the request.

Trainings, events & bootcamps

[Webinar] Microsoft CSP Extended Service Terms (EST): What Partners Must Do to Be Ready

Microsoft is changing how expired CSP subscriptions are handled — and the free grace period is going away. From May 4, 2026, eligible CSP subscriptions with auto-renew turned off will automatically transition into a paid Extended Service Term (EST) unless partners take action. This introduces real financial, operational, and compliance risk if renewal settings are not actively managed.

In this webinar, we will declutter EST and help you navigate these changes. Register here: <https://events.teams.microsoft.com/event/5466c988-54a3-4b83-b972-b8b3b9ce66f8@8f47ad71-44ca-48bf-afe3-56b9360a4495>

On-demand Webinars

Crayon is making available a range of on-demand, recorded webinars that partners can access at any time, making it easy to upskill teams and revisit key topics on demand. In addition to Microsoft-focused sessions, this library also includes enablement resources across other vendor products.

You can explore the full Microsoft webinar catalogue here: https://apac.crayonchannel.com/enablement/category/events-webinars/?sft_topics=microsoft

Microsoft Skilling Hub

All in one place – from Titan & LevelUp to SureStep, AI Tour for Partners, and regional events. Easier navigation and simplified sign-in. Explore the [Skilling Hub](#)

Microsoft Titan Skilling Academy for Partners

Register for [Microsoft Titan Skilling Academy](#) today! Deepen your expertise across sales, pre-sales, and technical solution areas and become a Microsoft Titan!

Skilling Hub AI Workforce: Live Virtual Events

Implement Agent 365 to Secure AI Apps, Copilot + Agents

This advanced course is designed to equip security professionals and architects with the knowledge and skills necessary to implement, secure, and govern AI agents using Microsoft Agent 365.

When: April 28-30, 2026 1:30 PM AEST

Register Here: [From Work IQ to the Frontier Firm: AI Workforce Power Hours | Microsoft Partner Skilling Hub](#)

From Work IQ to the Frontier Firm: AI Workforce Power Hours

AI Workforce Power Hours is a six-episode partner series designed to help you confidently position, sell, and land the value of Microsoft's AI Workforce solution plays across Cloud & AI Endpoints, Converged Communications, and Secure AI Productivity

Register Here: [From Work IQ to the Frontier Firm: AI Workforce Power Hours | Microsoft Partner Skilling Hub](#)

AI Tour for Partners- Microsoft AI Tour for Partners Sydney, Australia

Monday, April 20, 2026 | 9:00 AM - 5:30 PM AEST

AI Tour for Partners is an in-person global event series, exploring the latest trends and technology in the era of AI, with guidance from Microsoft executives and industry leaders.

Register Here : <https://www.skilling-hub.com/en-US/listing/sydney>

Certification Weeks for Microsoft AI Cloud Partner Program

A five-day event to prepare you for Microsoft advanced role-based certifications and help your organization meet the skilling criteria needed to attain a Solutions Partner designation.

NEW Sales Certification Week

March 23-25 (Asia - English Delivery)

NEW Presales Cloud Week

April 6-9 (Global – English Delivery)

AI & Security Certification Week

April 13-17 (Asia – English Delivery)

Regional In-Person Workshops

Join Microsoft team for 1–2 day, in-person Microsoft Regional Partner Workshops designed to build technical expertise and deal readiness. Hosted at Microsoft offices worldwide, these full-day sessions feature expert-led training, immersive labs, and networking opportunities.

Explore key topics like Agentic AI, Copilot Studio, Microsoft Fabric, and Defender XDR across tailored tracks for pre-sales and technical professionals. Breakfast and lunch are provided—come connect, learn, and accelerate your AI journey.

Download the [Partner Skilling Calendar on the Skilling Hub Resources page](#) to view and register for an upcoming event!

Consumption-Led Skilling

Solve critical technical skills gaps in your Delivery teams with just-in-time, live private ILT deployment skilling with access to real-world hands-on-lab experiences.

This skilling offering is available for MPL SI partners with a confirmed MSX Opportunity ID anchored GTM Solution Plays.

Available now in the [Partner Project Ready Workshop Catalog](#).

Please contact PartnerSkills@Microsoft.com or your PDM, PTS, PSA and Account Executive to submit your training request.

Microsoft LevelUp

LevelUp puts you in control of your learning journey with self-paced courses available in multiple languages for both Technical and Sales roles. And now, you'll earn badges as you complete courses to show off your progress.

Note: Access may vary depending on program capacity at the time of registration. For questions, reach out to LevelUpHelp@technofocus.com.

Ready to grow your skills? Register for [LevelUp](#) today!

Microsoft Azure Summit: Migrate and Modernize with Agentic AI

Join this Azure virtual event to explore how intelligent databases, modernized apps, and agentic AI can accelerate cloud adoption and AI innovation. Hear the latest announcements, see live demos, and get practical guidance from Microsoft experts.

ASIA: Thursday, March 12, 2026

9:30AM–11:45AM SGT (GMT+08:00)

[Register today](#)

Project Ready Workshops

Cloud and AI Platforms

Enhance your Azure skills to effectively architect, deploy, and implement cloud and AI solutions, ensuring you are project-ready and can drive customer success.

Migrate VMware to Azure Virtual Machines

Mar 3–6 (IST, GMT, PST)

Implement Sovereign Private Cloud with Azure

Mar 9-12 (IST, GMT, PST)

Modernize apps and databases

Mar 10–12 (IST, GMT, PST)

Microsoft Fabric: Fabric IQ

Mar 10–11 (IST, GMT, PST)

Microsoft Fabric: Advanced Real-time intelligence

Mar 10–13 (IST, GMT, PST)

Build AI Apps and agents with Azure

Mar 17–20 (IST, GMT, PST)

Implement Oracle Database@Azure

Mar 24–26 (IST, GMT, PST)

Implement AI solutions with Azure SQL Database and SQL Server 2025

Mar 31–Apr 2 (IST, GMT, PST)

Cloud and AI Platforms skilling**Sales & Tech Deal Ready :**

Enhance your sales and tech deal ready capabilities with expert-led training to boost your skills, communicate value, and accelerate the customer journey.

Frontier Transformation

Mar 4-5 (PST, IST)

Level Up CSP: Win with Microsoft Security

Mar 18 & 29 (PDT)

Sales & Tech Deal Ready skilling

For more information on the Microsoft Partner announcement please visit:

- Microsoft Partner announcement blog: <https://aka.ms/CommerceEvolution>
- Microsoft Partner Center announcement: <https://aka.ms/AMBillingPartnerCenterAnnouncement>
- CSP Partner Resources: <https://aka.ms/CSPPartnerPage>

Crayon Promotions

Earn Additional Rebates with Business Premium Attach

Partners can now earn a per-seat rebate when they attach an approved Microsoft add-on SKU to existing Business Premium customers, or when they purchase a Business Premium Copilot bundle.

Crayon's Business Premium Attach Incentive is designed to help you unlock more value from your existing customer base, without chasing new logos or rebuilding your sales motion.

Read more: <https://clicklive.rhipe.com/Business-Premium-Attach-ANZ.html>

Cert4Experts: Get Microsoft Certified for Free

By popular demand, the Crayon Certs4Xperts program is back!

Starting January 1, 2026, Certs4Xperts is a proven way to take your in-house Microsoft skills certifications from Fundamentals to Intermediate, Advanced and Technical – for free.

Choose your certification path to complement technical roles and requirements. Take the courses, sit the exams, and earn globally recognised industry certifications – courtesy of Crayon.

Build knowledge, build in-house skill sets and build your competitive advantage.

The participating Partners who successfully pass eligible Microsoft certification exams within the program period will have their full exam fee reimbursed.

Read more: https://golive.apac.crayon.com/Certs4Xperts_FY26.html

