

Microsoft Updates for Partners

December 2025

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TL; DR – Priority Updates

- **Partner Center regulations & compliance:** Indirect Resellers must meet Microsoft CSP Authorization requirements as of October 2025; check your status in Partner Center. Microsoft POR validations start December 2025. Use the PRISM Dashboard to view account issues and follow resolution instructions.
- **New Launch Offers: Copilot for Business and Copilot Bundles:** Announced at Ignite 2025, Copilot for Business and Copilot Bundles provide cost-effective AI solutions for SMB customers.
- **15% off Microsoft 365 Copilot Business add-on:** This promotion makes it easier for customers who want to start with Copilot as an add-on to experience AI-powered productivity
- **Up to 35% off Microsoft 365 Business + Copilot Business bundles:** Promotional bundles combine Microsoft 365 Business Standard or Premium with Copilot Business in one SKU—making AI a natural extension of productivity and offering up to 35% savings for customers.
- **50% off Microsoft Purview Suite for Business Premium:** Purview Suite promotion creates an opportunity to pair AI innovation with enterprise-grade security, addressing one of the biggest SMB concerns.
- **Ignite 2025 Copilot Enhancements:** Microsoft introduced several enhancements to Copilot including, Work IQ for personalized AI, Agent Mode for collaboration in Office apps, Agent 365 for centralized AI management, and support for GPT-5 and Anthropic.
- **Azure Extended Zone is now live in Perth WA (Generally Available):**

CSP Program Updates

Partner of Record (POR) Changes – Effective December 1, 2025

Microsoft's CSP (Reseller) Partner on Record (POR) compliance rules is now in effect and will enforce new validation rules for assigning (Reseller) Partner of Record (POR) on CSP subscriptions. Only authorized indirect resellers can be assigned as POR.

To avoid disruption to your business, including the inability to create or update subscriptions after 1 December, please ensure that:

1. Your CSP enrolment is active in Microsoft Partner Center
2. You provided Crayon with correct Partner Location Account ID and Microsoft CSP Agreement ID.

We have now made it easier to identify these setup and configuration issues with alerts in PRISM. Login to your PRISM Dashboard to verify your status and review recommended remediations.

References: Download the Indirect Reseller Checklist from: <https://aka.ms/AAy4rmr>

Introducing the Launch Enablement guide

Get the latest launch updates across the Cloud Solution Provider (CSP) offering and Volume Licensing (VL) in one place. With the AI-enhanced, always-current Launch Enablement guide, you can easily access consolidated launch updates and official Microsoft Learn content to self-serve and stay informed.

References: [Launch Enablement Guide - Partner Center announcements | Microsoft Learn](#)

Microsoft Ignite 2025

Copilot Enhancements

1. **Work IQ:** New intelligence layer that personalizes Copilot by understanding organizational data, workflows, and preferences.
2. **Agent Mode in Office Apps:** Word, Excel, and PowerPoint now support iterative collaboration with Copilot.
3. **Agent 365:** A centralized control plane for managing and securing AI agents.
4. **Expanded Model Choice:** Includes GPT-5 and Anthropic models for optimized performance.

Call to Action: [Learn More About Copilot Enhancements](#)

Microsoft 365 Copilot for Business & Bundles

We are excited to announce that the new Copilot for Business and Copilot Business Bundles are now available for ordering. These new SKUs make advanced AI productivity tools accessible and affordable for small and medium businesses.

The SKUs are available at an introductory price with discounts of up to 35% for eligible customers, for a limited time.

- **Microsoft Copilot for Business** – offer price from USD \$18
- **Microsoft 365 Business Standard Copilot Bundle** – offer price from USD \$22
- **Microsoft 365 Business Premium Copilot Bundle** – offer price from USD \$32

For more details, visit [Introducing: Microsoft 365 Copilot Business & Bundles](#) or contact your Crayon Account Manager.

AI and Data Innovations

1. **Fabric IQ:** Real-time insights by combining analytical, time-series, and location-based data.
2. **Foundry IQ:** Advanced agent reasoning with multi-source data integration.
3. **Microsoft Agent Factory:** Build and deploy AI agents easily across your organization.

References: [Explore AI Innovations](#)

Azure AI and Cloud Updates

- New Azure OpenAI models and fine-tuning capabilities.
- AI safety and governance tools in Azure AI Studio.
- Enhanced AKS for AI workloads and multi-cloud deployments.
- **New Agent Factory- Microsoft Agent Factory** helps organizations scale AI fast with the **Agent Pre-Purchase Plan (P3)**—one flexible pool for **32 Microsoft services**, simplifying procurement and reducing complexity. Deploy agents anywhere (including **Microsoft 365 Copilot**), leverage CSP options, and access expert support plus role-based training to accelerate AI adoption.

Learn more: aka.ms/MAF-Blog.

Security and Compliance

- Microsoft Security Copilot now integrates deeper with Defender and Sentinel.
- Advanced compliance features for regulated industries.

CSP Product Updates

Dynamics 365 & Power Platform

New Power Platform agentic capabilities announced at Ignite simplify app building with AI-driven workflows

The recent announcement at Ignite introduced new agentic capabilities for Power Platform, designed to make app development more accessible and efficient. These capabilities leverage artificial intelligence to automate complex workflows and streamline the process of building business applications.

By incorporating AI-driven features, users can now easily create apps that respond intelligently to dynamic business needs, reducing manual intervention and coding requirements. This advancement empowers both professional developers and citizen developers to accelerate solution delivery by utilizing pre-built AI models, natural language interface for workflow creation, and enhanced integration with Microsoft's broader AI ecosystem.

As a result, organizations can quickly adapt to changing environments, automate routine tasks, and unlock new levels of productivity within their digital operations.

Cloud & AI (Azure Infrastructure)

Azure Extended Zone is now live in Perth WA (Generally Available)

Great News for WA Partners & Customers! Azure Extended Zone is now live in Perth, bringing Microsoft Azure closer to you.

What It Means

- **Lower Latency:** Faster app performance by running workloads locally.
- **Local Data Residency:** Keep data within WA for compliance.
- **Cost Efficiency:** Reduce on-prem needs with Azure scalability.

Key Services

- **Compute:** VMs, AKS, Azure Virtual Desktop
- **Storage:** Premium SSD, Blob, Data Lake Gen2
- **Networking:** ExpressRoute, Private Link, Load Balancer

Why It Matters

Ideal for SMBs seeking better performance, compliance, and cloud adoption, all without leaving WA.

Note: Extended Zones offer a subset of services, depend on Australia East for control, and require registration before deployment.

Azure File Sync is now Available in New Zealand North (Generally Available)

Azure File Sync enables seamless tiering of data from on-premises Windows Servers to Azure Files for hybrid use cases and simplified migration. It also enables you to leverage the performance, flexibility and compatibility of your on-premises File Server while leveraging the scale and cost effectiveness of Azure Files.

The expansion into New Zealand North brings the service closer to organizations in these regions, offering lower latency, better performance, and support for local data residency requirements.

If Azure File Sync is not yet available in your preferred region, please fill out this [survey](#) to express interest and [Learn more](#).

Microsoft Databases and Microsoft Fabric: Your unified and AI-powered data estate (Generally Available)

Microsoft announced the general availability of [SQL Server 2025](#), [Azure DocumentDB](#), and [SQL database and Cosmos DB in Fabric](#), along with the preview of our newest addition, [Azure HorizonDB](#). With these new offerings, you have a world-class database option to build once and deploy at the edge, as platform as a

service (PaaS), or even as software as a service (SaaS). And because our entire portfolio is either Fabric-connected or Fabric native, Fabric serves as a unified hub for your entire data estate. Below I'll cover how these new databases are purpose-built to support your AI projects. <https://azure.microsoft.com/en-us/blog/microsoft-databases-and-microsoft-fabric-your-unified-and-ai-powered-data-estate/>

Azure Copilot Agents :- (Public Preview)

Azure Copilot Deployment Agent helps you discover, plan, and deploy cloud workloads faster using natural language. It leverages the Azure Well-Architected Framework to recommend best-practice architectures, pre-built templates, or custom IaC—integrated with GitHub and VS Code for seamless deployment- please use this [form](#) and [Learn more](#).

Key Benefits:

- Intelligent workload recommendations
- Step-by-step deployment guidance
- Fast, intuitive, and robust deployments

SQL database in Fabric is now generally available

SQL database in Fabric is now generally available. Built on the trusted SQL Server and Azure SQL Database engine, this fully SaaS-native solution empowers developers and data professionals to unify operational and analytical workloads with speed, security, and AI-powered capabilities. Key highlights include fast provisioning, Copilot-powered management, autonomous scaling, enterprise-grade security (with Customer Managed Keys and SQL Auditing), and native support for AI scenarios like semantic search and RAG.

[Learn more](#).

Azure Databricks Genie is now available in Microsoft Copilot Studio (Public Preview)

Azure Databricks Genie is now in Microsoft Copilot Studio, enabling conversational, AI-powered analytics across your Databricks data—no code required.

Publish Genie-powered agents to Teams and Microsoft 365 for faster decisions and smarter collaboration- [Learn more](#).

Azure Databricks Genie is now integrated with Microsoft Foundry and in public preview

You can now connect Genie spaces directly to Microsoft Foundry agents using Model Context Protocol (MCP), giving you seamless access to trusted data for building intelligent workflows. [Learn more](#).

Microsoft Defender for Cloud and GitHub Advanced Security (Public Preview)

With Microsoft Defender for Cloud and GitHub Advanced Security, protect cloud-native applications across the full app lifecycle from code to cloud. This natively integrated solution helps unify developers and security teams in one workflow while staying in the tools they use every day.

Identify vulnerabilities early and connect live threat insights from production environments directly to the vulnerabilities that matter to help prioritize risks. And with Copilot Autofix and the Coding agent, developer teams can apply AI-suggested fixes in minutes, reducing remediation time.

A new SQL Server migration in Azure Arc (Generally Available)

New SQL Server Migration in Azure Arc simplifies moving to Azure SQL Managed Instance with an automated, end-to-end process powered by Azure Database Migration Service and Copilot.

Key Features:

- Continuous readiness and cost assessments
- One-click provisioning in the portal
- Real-time replication via DAGs
- Read-only replica validation before cutover
- Client connection summaries
- Copilot-guided troubleshooting

Microsoft announces the general availability of Azure DocumentDB

Azure DocumentDB is now generally available, providing a fully managed, MongoDB-compatible document database built on open source and backed by Azure's performance, security, and scale.

Why it matters:

- **Open & Flexible:** Deploy across hybrid and multi-cloud environments
- **AI-Ready:** Built-in vector and hybrid search for RAG and copilots
- **Elastic Performance:** Autoscale compute and storage, pay only for what you use
- **Enterprise-Grade:** Entra ID, customer-managed keys, 35-day backups, 99.999% uptime

Modernize MongoDB workloads and build AI-driven apps faster on a secure, global foundation [Learn more](#).

Microsoft Announcing the public preview of the new Azure Ebsv6 VM series (Public Preview)

Azure Ebsv6 VM Series (Public Preview) is here—powered by **5th Gen Intel® Xeon®** for **industry-leading performance**:

- Up to **800K IOPS** and **14 GB/s** remote storage throughput
- **2x higher storage performance** vs previous gen
- Up to **192 vCPUs**, **1832 GiB memory**, and **200 Gbps network bandwidth**
- Enhanced security with **Total Memory Encryption (TME)**

Optimized for **large databases, data warehousing, and AI/ML workloads**.

Please sign up for the public preview through [this form](#) and [Learn more](#).

Resale enabled offers empower channel-led sales at scale through Microsoft Azure Marketplace

Microsoft Azure Marketplace now offers resale-enabled listings, letting software vendors empower channel partners to sell through a scalable, repeatable model. Why it matters: [Learn more](#).

- Expand reach without added overhead
- Partners keep customer relationships and gain Marketplace benefits
- Sales count toward Azure consumption commitments—unlocking bigger, strategic deals

LLM Speech in Microsoft Foundry (Public Preview) (Generally Available)

LLM Speech in Microsoft Foundry brings advanced large language model capabilities to speech, delivering transcription and translation with unmatched fluency and contextual awareness. With enhanced multilingual support and advanced prompt tuning, this API adapts to diverse business needs and outperforms competitors in key benchmarks, providing enterprise-grade speech intelligence and customization [Learn more](#).

Fabric IQ & Foundry IQ launched

Fabric IQ and Foundry IQ have been launched to deliver advanced real-time analytics and seamless integration of data from multiple sources. These new solutions are designed to empower organisations to collect, process, and analyse data from a diverse range of platforms—both on-premises and in the cloud—enabling them to gain timely insights and make informed decisions faster than ever before. With Fabric IQ, businesses can tap into powerful analytics capabilities that provide instant data visualisation and reporting, while Foundry IQ streamlines the process of consolidating data from various systems, ensuring data consistency and reliability. Together, they support a unified data strategy, breaking down silos and providing a holistic view of business operations. This is particularly valuable for companies operating in complex, multi-cloud environments, where agility and real-time intelligence are critical for maintaining a competitive edge.

Trainings, events & bootcamps

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!

Crayon Promotions

Upgrade Your Way to Cashback with Added NEW Business Premium Security Add-on

Unlock better value and earn a per-seat rebate when you upgrade customers to a higher Microsoft 365 SKU or add Microsoft 365 Copilot on annual commitment subscriptions. Available for Crayon partners in Australia and New Zealand from Jan 1 to Dec 19, 2025.

Learn more: <https://golive.apac.crayon.com/Upgrade-your-way-to-Cashback.html>

Azure Accelerate

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)

Azure Accelerate is Microsoft's refreshed & unified program, combining Azure Migrate & Modernise & Azure Innovate into one streamlined experience.

Crayon, as an Azure Expert MSP is helping MSPs take full advantage with hands-on delivery support and serious cash incentives across every project size.

Earn More with Every Azure Engagement – up to \$8000 per project!

Register here: <https://apac.crayonchannel.com/enablement/news/vendor-announcements/azure-accelerate/>

Engagement Size	Minimum Threshold ACR Requirement (USD)	Partner Incentive (AUD)
XXS	\$5K – \$15K	\$500
XS	>\$15K – \$50K	\$1,500
S	>\$50K – \$100K	\$3,000
M	>\$100K – \$250K	\$5,000
L	>\$250K	\$8,000

PAYG/EA to CSP

Are your customers still billing directly to Microsoft for Azure subscriptions? That can increase management risk and leave partner value (and margins) on the table. Direct billing forces customers to handle provisioning, billing and compliance without your expertise or automation. With Microsoft's *pricing updates, now is the perfect time to switch to CSP and build recurring revenue.

Why Switch to Crayon?

- **Only distie in ANZ** that does: EA/PAYG→CSP as billing change.
- **Zero downtime:** transition in 24–48 hours.
- **Better margins** & incentives with CSP.
- **Local ANZ expertise** to support your growth.

Crayon OFFER

Move Azure billing from PAYG or EA to CSP with Crayon and receive 50% cashback on the first month's Azure consumption

Registration here: [For PAYG to CSP](#) | [For EA to CSP](#)

Easy EA to CSP Transition with Crayon

<https://apac.crayonchannel.com/enablement/news/vendor-announcements/ea-to-csp-transition-made-easy/>

Azure Credit Offer (ACO)

ACO is an initiative to allow the use of Azure credits 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 Azure expenses.

Who can get ACO?

- The customer must be an approved and by Crayon/ Microsoft.
- The customer/ Azure Subscription must be a net new Azure Opportunity
- Customer must transact on CSP.

How much credit does the customer receive?

- They will receive 1/10th of the annual estimated ACR.
- Ex: Estimated 12-month Net new only ACR \$12k, ACO = \$1200 (applied in the 1st month of ACO approval)
- Credit will apply directly to customer's subscription in the first month of ACO approval.

How we can help?

- If the partner request meets the eligibility criteria, Azure team will initiate the approval process and will guide you with detailed instructions on how to get started.
- Once the customer accepts the amendment, system will apply ACO directly and the offset the monthly invoice.
- Determine Project Scope: Define the Azure solution and timeline with Microsoft or the deployment partner.
- MSFT Sales Application: Apply for the offering by June 10th 2026.

Internal Approval and E-Signature: After getting MSFT internal approval, e-mail will be sent to customer for e-signature to apply ACO (Azure Credit) to customer tenant (*basically 10% of expected 1yr consumption. Consumption Billing: Billing will be offset until the credit is used up)

