

Microsoft Updates for Partners

March 2026

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TL; DR – Priority Updates

Expanded Partner Benefits: Microsoft's updated AI Cloud Partner Program (from 13 Feb 2026) offers more Azure credits, expanded Copilot benefits (including greater Microsoft 365 Copilot capacity and trial access), new security product rights like Defender Suite, and an AI-driven Partner Marketing Center Pro for campaign support.

New Partner Marketing Center: The next generation of partner marketing is here: Partner Marketing Center Pro is the AI-powered marketing studio built to transform how you go to market and reach your sales goals

Extended Service Terms (EST): 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

Microsoft Copilot for Business New Month-to-Month Offer: Microsoft has introduced a flexible month-to-month subscription option for Copilot for Business, providing SMB customers with cost-effective access to AI solutions. This offer allows businesses to benefit from AI-powered productivity tools without committing to long-term contracts.

Microsoft Business + Copilot Bundles Promotions Extended: Microsoft has extended the Business + Copilot bundle promotions until June 2026. Customers can save about 25% on the Business Premium + Copilot for Business bundle and about 35% on the Business Standard + Copilot for Business bundle.

CSP Program Updates

Expanded Partner Benefits

Microsoft has refreshed the AI Cloud Partner Program benefits (effective 13 Feb 2026) to help partners drive AI innovation, security services, and go-to-market success. Azure credits have increased, Copilot benefits expanded (more Microsoft 365 Copilot capacity, access to Copilot Studio and Dragon Medical Copilot trials), plus new security product use rights (e.g. Defender Suite, Entra ID Suite, Intune Suite) and an AI-powered Partner Marketing Center Pro for campaign support.

What's new?

- More Microsoft 365 Copilot seats across partner tiers
- Copilot Studio credits to build your own AI solutions
- NEW Microsoft Dragon Copilot
- GitHub Copilot Enterprise added across Azure designations
- Bigger Azure credits: now up to \$10,000
- Expanded Defender, Intune & Entra security suites

Action: Ensure your organization's Partner Center admin reviews the updated [benefits guide](#) and activates any new benefits you are entitled to.

Check out Partner Marketing Center Pro

The next generation of partner marketing is here: Partner Marketing Center Pro is the AI-powered marketing studio built to transform how you go to market and reach your sales goals. Capabilities include AI-powered search, customization, and more for campaign planning, publishing, and performance tracking.

Eligibility for Partner Marketing Center Pro is available through the purchase of a [partner benefits package](#), attainment of a [Solutions Partner designation](#), or participation in [ISV Success](#).

If you're not currently eligible for Partner Marketing Center Pro, you can still access a limited amount of no-cost, ready-to-customize campaign content through Partner Marketing Center.

Initial rollout began this month with more capabilities being added up to the full launch expected in Q3 2026.

Review the [FAQ](#) for more information on the capabilities and streamlined features of the Pro experience.

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

See this article, [Extended Service Terms](#) for details about the announcement and its impact on you and your customer.

Microsoft 365 Copilot for Business New Monthly Offer

Starting March 1, 2026, month-to-month billing is available for M365 Copilot Business subscriptions, giving smaller customers more flexibility. Microsoft also extended several Copilot promotions through June 30, 2026 (see Promotions below for details). Please refer to <https://clicklive.rhipe.com/New-Copilot-Offers.html>

Action: Talk to your customers about the new Copilot for Business offerings and consider upselling the M365 Business + Copilot bundles while discounts last.

Security Dashboard for AI now in public preview

Microsoft has unveiled a new dashboard – available to existing Microsoft Security customers at no extra cost – provides a unified, real-time view of AI-related security risks across an organization's environment. By aggregating signals from Microsoft Defender, Entra ID, and Purview, it helps CISOs and security partners identify and mitigate AI threats across apps, identities, and data from one interface. This tool empowers partners offering security services to lead AI governance conversations and help clients implement AI responsibly.

Action: Security-focused partners should explore the preview via their customers' Microsoft Security portals to start discussions with clients about AI risk management.

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

Teams and Services Enhancements

Effective April 1, 2026, Microsoft 365 will introduce several changes. Premium "Places" app features like Finder & Explorer will be included in all Teams licenses to enhance office bookings. The Teams Shared Devices license is being renamed "Microsoft Teams Shared Space – Single Space," still covering up to four hot-desks per license, with no pricing or feature change.

Teams Live Events will be retired after June 30, 2026; users should switch to Town Hall for large broadcasts. Town Hall, moving from Teams Premium to Teams Enterprise on April 1, will support up to 3,000 interactive attendees and can reach 100,000 view-only participants with add-ons.

Action: Ensure your clients are aware of these changes. Plan for the Teams Live Events retirement by switching to Town Hall for big events, and advise any customers using standalone

Dynamics 365 & Power Platform Updates

Microsoft is streamlining parts of the Dynamics 365 ecosystem. In February, Microsoft announced the end-of-sale of two Dynamics 365 Commerce Add-Ons (the Recommendations and Ratings & Reviews apps), which are no longer available for new purchases, with renewals to be phased out soon.

Action: If you have customers using the retiring Commerce add-ons, plan to transition them to alternative solutions (see [Microsoft's guidance links in the official announcement](#)). Also make use of the updated Dynamics 365 and Power Platform licensing resources for the latest product use rights and bundling options.

Microsoft 365 Copilot inside Dynamics 365

Sales agent in Microsoft 365 Copilot simplifies how you find, understand, and act on sales information. You can use natural language to retrieve data across CRM and productivity tools, analyze it, and turn it into insights, without changing where you work.

You can access Microsoft 365 Copilot and Sales agent from inside your Dynamics 365 sales applications, giving you a single, consistent Copilot experience grounded in both CRM data and Microsoft Graph.

Whether you're working in Outlook, Teams, or Dynamics 365, you get the same Sales agent capabilities and shared context in Copilot chat. The agent understands where you're working and brings together relevant Dynamics data (such as opportunities and contacts) with Microsoft 365 data (such as emails, meetings, and calendars) in one conversation, so answers are more complete, relevant, and actionable.

Feature Details

Sales agent gives you a conversational way to access sales information that lives in different apps. This information includes customer and deal data in CRM, meetings in Teams, and much more. Use natural language to search through the data, summarize the information, and run analysis that combines data from different sources

Security Copilot now included in E5:

As of late 2025, Microsoft Security Copilot is included with Microsoft 365 E5 licenses, embedding generative AI directly into Defender, Entra, Intune, and Purview. E5 customers receive approximately 400 monthly Security Compute Units (SCUs) per 1,000 users, allowing security teams to analyze, investigate, and respond to threats faster.

A dozen new agents are introduced across these products, to bring agentic defense across workflows, enabling autonomous and proactive protection.

Cloud & AI (Azure Infrastructure)

Microsoft Sovereign Cloud

Microsoft Sovereign Cloud now supports fully disconnected operations, extending Azure governance, productivity services, and support for large AI models to environments with no, intermittent, or restricted connectivity.

This is a major milestone for governments, critical infrastructure, defense, and highly regulated industries that need to operate under real-world conditions, including air-gapped and sovereign environments, without giving up modern cloud and AI capabilities.

Key highlights:

Azure governance and policy enforcement, even when completely disconnected Local productivity with Microsoft 365 Local Support for running large AI models locally, inside strict sovereign boundaries A strong example of how cloud innovation is adapting to regulatory, operational, and geopolitical realities.

[Learn more](#)

Claude Opus 4.6 now available on azure Databricks

Azure Databricks now supports Anthropic Claude Opus 4.6 through [Mosaic AI Model serving](#). Claude Opus 4.6 is Anthropic's most advanced model, delivering state-of-the-art performance on agentic coding, complex reasoning, and knowledge work tasks. The model features enhanced coding capabilities with improved planning, code review, and debugging skills, enabling it to operate reliably in large codebases and sustain long-running agentic workflows.

Claude Opus 4.6 is ideal for developers building AI agents, enterprises requiring advanced code assistance, and teams working with complex analytical and research workflows. The model now runs securely within the Azure Databricks environment and is accessible through both pay-per-token and provisioned throughput options : [Learn more](#).

Microsoft Fabric update

This month brings a wide range of enhancements across the Fabric platform—from improvements to the OneLake Catalog and developer experiences, to meaningful updates in Data Engineering, Data Factory, Real-Time Intelligence, and more. Whether you're building, operating, or scaling solutions in Fabric, there's plenty here to explore. And with [FabCon](#) just weeks away, these updates are a great preview of what's ahead.

[Learn more](#)

New Promotions & Offers

NEW! Copilot Business Campaign in a Box: Now Available

The **Copilot Business Campaign in a Box** is uniquely available to Crayon's partners. Developed by our own in-house marketing team, it provides a fully packaged, plug-and-play campaign designed to help you start Copilot conversations faster, position value clearly, and generate real customer interest.

Get Instant Access to the Copilot Business Campaign in a Box

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

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 seats. Ends Jun 30, 2026.	Copilot "Getting Started" 15% Off New to Copilot: 10+ seats. Ends Jun 30, 2026.
Copilot for All 30–40% Off 300+ seats (30%) or 1500+ seats (40% targeted); 80% org coverage. Ends Jun 30, 2026.	M365 Bus. Std. + Copilot 35% Off Bundle: Business Standard + M365 Copilot Business. Ends Jun 30, 2026.
M365 Bus. Premium + Copilot 25% Off Bundle: Business Premium + M365 Copilot Business. 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 For customers with M365 Business Premium & Copilot Business. Ends Mar 31, 2026.	CSP-EP to Biz Central 40% Off For migrating on-prem ERP (Dynamics CSP-EP) to D365 Business Central online. Ends Mar 31, 2026.
Bridge to Cloud 3 30% Off Migrate from Dynamics on-prem to cloud; covers Dynamics GP/NAV to D365. Through Dec 31, 2026.	

Cloud & AI Promos

Azure Accelerate program (AMM)

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

Register here : [Azure Accelerate](#)

Switch Azure Billing from EA or PAYG to CSP with Crayon:

Many MSPs are looking for ways to simplify Azure billing and strengthen margins without disrupting their customers. With Microsoft's updated EA criteria and the limitations of PAYG, now is the time to make the move to CSP. Crayon makes it straightforward:

- No technical migration
- No downtime
- Completed in 24–48 hours

Limited Time Offer (ANZ only)

50% cashback on your first month's Azure consumption when you switch through Crayon.

[Sign up here for PAYG to CSP](#) | [Sign up here for EA to CSP](#)

Azure Frontier Offer – Scale

The Azure Frontier Offer (AFO) is a limited time, post-sales offer, designed to accelerate databases and win strategic platform plays. This offer helps partners anchor customers on Microsoft's Data & AI platform. Backed by post-sales funding through End Customer Investment Funds (ECIF) and Azure Credit Offer (ACO), it supports adoption of 1st party Database, Analytics and Foundry workloads. **First come first served until funding is exhausted!**

Key Highlights

- **Enhanced post-sales** designed to help win database platform plays and establish a strong foundation for AI
- **Flexible funding options** leveraging ECIF, ACO, or both
- **ECIF: 2:1 ROI**, up to **\$500K** for post-sales professional services engagement
- **ACO: 2:1 ROI**, up to **\$500K** for migrations to offset dual run

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

Azure Credit Offer (ACO) End customer Incentive

ACO is an initiative to allow the use of Azure credits for 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

In person Event: Secure AI Workshop

Join us this month in Melbourne and Sydney for our Secure AI Workshop. A half-day workshop that takes a deeper look at how you can turn AI readiness into revenue

Your customers want Copilot. But they're also worried about data exposure, compliance, and control. This half-day workshop equips MSP owners and technical leaders with the clarity and practical steps to deliver both. You'll learn how to secure AI across Microsoft 365, how to address customer risk concerns confidently, and how to build and monetise data discovery, classification, and governance services around AI adoption.

1. **Melbourne:** 24th March 2026 8:30am – 1:00pm
Cliftons Melbourne
2. **Sydney:** 31st March 2026 8:30am – 1:00pm
Cliftons Sydney

Register Here: <https://clicklive.rhipe.com/Secure-AI-Workshop.html#form>

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 Initiatives & Events

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

Commented [SB1]: Can we check this link @Samantha Marks ? Webinars aren't always tagged the best and this might be missing some webinars?

Commented [SM2R1]: Not for me to catalogue or advise sorry @Sally Ball - I often have little visibility of when new webinar content is added to the website. It looks like most of the latest webinars are there but there's no way for me to tell from the back end if content that should have been tagged as webinar has not been, so the wider Marketing team would have a better idea than me.

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.

- Sydney, Australia

Download the [Partner Skillling 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)

Commented [SM3]: @Krishna Mamidanna need a specific link for partners to register interest in the regional workshops please?

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: Key Call outs

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

