

Microsoft Updates for Partners

May - 2026

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TL; DR – Priority Updates

MCAPS Start for Partners (FY27 Kickoff)

Save the date for **July 22, 2026**. Microsoft's annual MCAPS (Microsoft Customer and Partner Solutions) event will share **FY27 priorities, investment focus, and go-to-market direction**. A follow-on **FY27 GTM Kickoff** on **July 28** will provide deeper solution-area tracks for CSP partners. [Microsoft Partner GTM Kickoff Event](#)

License Mobility for CSP Software Subscriptions

Starting April 1, 2026, these subscriptions will be eligible for License Mobility rights, giving customers benefits equivalent to Software Assurance. [April 2026 announcements - Partner Center announcements](#) | [Microsoft Learn](#)

Microsoft 365 E7 & Agent 365 GA

M365 E7 and Agent 365 reached general availability from 1st May 2026. E7 is available starting at AUD 135.40/user/month, bundling E5 + Copilot + Entra Suite + Agent 365. [Microsoft 365 E7 for Enterprise](#) | [Microsoft 365](#)

Microsoft 365 pricing update effective **1 July 2026** — renewals before this date lock in current pricing. [Microsoft 365 Pricing and Packaging Updates](#) | [Microsoft Licensing Resources](#)

Azure Reserved VM Instances for select VM series will no longer be available for new purchase or renewal from **1 July 2026**

CSP Program Updates

FY27 Microsoft Partner Kickoff – MCAPS Start for Partners & GTM Kickoff

Two major FY27 partner events are confirmed for July 2026. MCAPS Start for Partners (Microsoft Customer and Partner Solutions) takes place on 22 July 2026 as a no-cost, digital-only event designed to give partners early clarity on FY27 priorities, investment focus, and go-to-market direction. The event will feature keynotes defining FY27 priorities and strategic shifts, breakouts aligned to AI, cloud, and security, and practical direction on the Microsoft AI Cloud Partner Program, Marketplace motions, incentives, and skilling with explicit next steps.

One week later 28 July 2026, the Microsoft Partner FY27 GTM Kickoff Event provides a deeper tactical layer across three solution-area tracks: Microsoft AI Business Solutions (with a dedicated CSP track), Microsoft Commercial Cloud and AI, and Microsoft Security. The GTM Kickoff is described as a "double-click on priorities shared at MCAPS Start for Partners," focused on offers, investments, and solution play updates to help partners rapidly act in FY27

Register here: [Microsoft Partner GTM Kickoff Event](#)

Modern Work, Copilot & BizApps

Microsoft 365 E7 & Agent 365 – GA

Microsoft 365 E7 (the Frontier Suite) became generally available **on** 1 May 2026, bringing together Microsoft 365 E5, Microsoft 365 Copilot, Microsoft Entra Suite, and the new Agent 365 control plane into a single SKU starting at **AUD \$135.40/user/month** Agent 365 is also available as a standalone licence starting at AUD \$22.40/user/month.

Microsoft has also made promotional offers available around Microsoft 365 E7 in selected partner and CSP motions. Partners should check current eligibility, funding, and commercial terms, as promotion scope and availability may vary by channel, customer profile, and offer period.

References: https://techcommunity.microsoft.com/blog/microsoft_365blog/microsoft-365-e7-and-agent-365-are-now-generally-available/4516295

Microsoft 365 Copilot – Wave 3 Enhancements

Copilot Wave 3 introduces more agentic, multi-step execution across Microsoft 365 apps, including **Copilot Cowork**, enhanced Teams experiences, improved agent publishing, and broader multi-model intelligence. **Anthropic Claude** is now available in Microsoft 365 Copilot experiences alongside OpenAI models, reflecting Microsoft's multi-model approach. **Model Council** is also available now, enabling side-by-side

model reasoning and response comparison to support higher-confidence research and decision-making.

Copilot Cowork is Microsoft's long-running execution experience inside Microsoft 365 Copilot. Rather than only responding to single prompts, it can turn an outcome into a plan, work across emails, meetings, files, calendars, and documents, and progress tasks in the background with visible checkpoints and user control.

License Mobility for Software Subscriptions

Microsoft is simplifying the product terms for Windows Server and SQL Server subscriptions purchased under the Microsoft Customer Agreement (MCA) through Cloud Solution Provider (CSP) partners.

Starting April 1, 2026, these subscriptions will be eligible for License Mobility rights, giving customers benefits equivalent to Software Assurance in legacy Volume Licensing. With License Mobility rights, customers can run eligible server application workloads in shared environments and with authorized outsourcing partners. This simplifies licensing and delivers clearer customer value through the new commerce experience

[April 2026 announcements - Partner Center announcements | Microsoft Learn](#)

Dynamics 365 & Power Platform – Licensing Enhancements

Dataaverse storage entitlements for **Dynamics 365 Sales Premium** increased effective **15 April 2026**. The **Power Apps per App** SKU has also returned to the CSP price list.

Cloud & AI (Azure Infrastructure)

Azure Reserved VMs: Select VMs retired

Azure Reserved VM Instances for select VM series will no longer be available for new purchase or renewal from **1 July 2026**

Starting **July 1, 2026**, purchases and renewals are no longer available for the following Azure Reserved VM Instances (RIs):

- **One-year RIs** for the VM series: Av2, Amv2, Bv1, D, Ds, Dv2, Dsv2, F, Fs, Fsv2, G, Gs, Ls, and Lsv2.
- **One-year and three-year RIs** for the VM series: Dv3, Dsv3, Ev3, and Esv3.

Docs: [Transition guide for retired Azure Reserved VM Instances](#)

Azure Infrastructure (IaaS / core platform)

Introducing Azure Accelerate for Databases

Microsoft introduced introduce Azure Accelerate for Databases—an offering designed to help organizations modernize their databases and build AI-ready capabilities on Azure, faster and with greater confidence.

Save up to 35% (vs. pay-as-you-go) with the savings plan for databases, receive delivery funding and Azure credits, and benefit from zero-cost delivery support. Azure Accelerate for Databases brings together expert guidance, investments, savings, and skilling into a single offering, helping teams move from legacy constraints to systems ready to support real-time, intelligent applications.

[Introducing Azure Accelerate for Databases: Modernize your data for AI with experts and investments | Microsoft Azure Blog](#)

Optimize object storage costs automatically with smart tier

Microsoft announce the general availability (GA) of smart tier for Azure Blob and Data Lake Storage. Smart tier is a fully managed, automated tiering capability for Azure Blob Storage and Data Lake Storage that helps optimize storage costs without ongoing operational effort. By continuously optimizing data placement, smart tier ensures your storage costs are aligned with actual usage.

<https://learn.microsoft.com/en-us/azure/storage/blobs/access-tiers-smart>

Resiliency & recovery: Bulk VM restore (Preview)

Azure Backup now supports Bulk Restore for Azure Virtual Machines (up to 100 VMs in a single operation), targeting faster response for large-scale recovery scenarios (e.g., outages/ransomware recovery) with centralized tracking.

Docs: [Azure Backup documentation](#)

Azure SQL MI performance efficiency (Preview)

Azure Updates lists an early-May 2026 enhancement for Business Critical Azure SQL Managed Instance: “right-size memory ... to improve performance without overprovisioning.

[Docs: Azure SQL Managed Instance resource limits](#)

Microsoft Fabric (Data + AI platform)

OpenAI’s GPT-5.5 in Microsoft Foundry

OpenAI’s GPT-5.5 is now generally available bringing deeper long-context reasoning, more reliable agentic execution, improved computer-use accuracy, and greater token efficiency—designed for sustained, high-stakes professional workflows.

[OpenAI’s GPT-5.5 in Microsoft Foundry: Frontier intelligence on an enterprise ready platform | Microsoft Azure Blog](#)

Attend the Fabric Partner Sales Bootcamp

Don’t miss this opportunity to accelerate your Fabric pipeline before FY26 close.



Wednesday, May 27, 2026



9:00 AM – 1:00 PM (all regions)

Join the Fabric Partner Sales Bootcamp to:

- Strengthen your Fabric pitch
- Close deals faster through co-sell
- Position Fabric across high-priority workloads



Now is the time to sharpen your approach and drive results before year-end.

[🔗 Register now: https://aka.ms/SalesBootcamp](https://aka.ms/SalesBootcamp)

Scale Faster with the Fabric Certification Accelerator

The Fabric Certification Accelerator is designed to help partners rapidly build a Fabric-ready delivery bench at scale.

Program requirements:

- Partner must enroll 25+ participants
- Participants must take the DP-600 or DP-700 exam within 30 days of completing the instructor-led training (ILT)
- 75% of participants must pass the exam to complete the program

What's included:

- Four days of virtual, instructor-led training (DP-600 or DP-700)
- Free exam vouchers for all participants

✉ **For more information and to register:** Email Nikolina.Kvesic@microsoft.com

FabCon + SQLCon Goes Global

- FabCon + SQLCon is expanding — and we're going global! 🌐
- After a massive showing in Atlanta, the Fabric community continues its momentum across three major events:
- **NEW: FabCon + SQLCon APAC**
- 📅 April 6–9, 2027 | Sydney, Australia
- 📄 <https://aka.ms/FabConAPAC>

🔗 Upcoming Partner Project Ready Workshops

May Partner Project Ready workshops are open, with hands-on enablement designed to help partners accelerate real customer delivery on Fabric.

Databases & Data Factory

Two technical tracks designed to deepen skills across Fabric databases and data integration scenarios.

Americas: May 13–14, 2026 | 8:00 AM – 12:00 PM PT

EMEA: May 13–14, 2026 | 8:00 AM – 12:00 PM BST

APAC: May 12–13, 2026 | 8:00 AM – 12:00 PM IST

Implement AI Solutions with Azure SQL Database and SQL Server 2025

Build and deploy AI-powered data applications using Azure SQL and Microsoft Fabric, including hands-on experience with modern techniques like vector search and retrieval-augmented generation (RAG) to accelerate real-world customer solutions.

Americas: May 27–28, 2026 | 8:00 AM – 12:00 PM PT

EMEA: May 27–28, 2026 | 8:00 AM – 12:00 PM BST

APAC: May 26–27, 2026 | 8:00 AM – 12:00 PM IST

🔗 **Register here:** <https://aka.ms/PartnerProjectReady>

🕒 **Showcase Your Customer Success with Microsoft Fabric**

Reference selling is one of the most effective ways to sell Fabric. If you have a customer with clear, quantifiable business impact from their Fabric implementation, this is your opportunity to get that story published on a Microsoft site, with your partnership highlighted.

Microsoft looking for stories with real results, such as cost savings, faster time to value, performance gains, or reduced complexity.

🔗 **Submit your case study nomination:**

<https://aka.ms/Nominate4CaseStudy>

All submissions will be reviewed, and the team will follow up if there's a fit.

Promotions & Offers

New - Copilot for All – Expanded CSP Promotions

Eligibility for **30% and 40% Copilot for All** promotions expanded in April 2026, with simplified requirements and reduced thresholds. Offers valid through **30 June 2026**.

Active CSP Promotions

COPILOT (ENTERPRISE)		NEW M365 E7 CSP Offers		UPGRADES & DYNAMICS	
20% off Copilot Scale-Up All CSP customers - 100+ seats - Ends Jun 30, 2026		Starting May 1, 2026 - Through Dec 31, 2026		15% off M365 E5 Annual New-to-E5 - Ends Jun 30, 2026	
15% off Copilot Getting Started New to Copilot - 10+ seats - Ends Jun 30, 2026		10% off Annual (10+ seats)	15% off Annual (100+ seats)	15% off 3-Year (300+ seats)	10% off M365 E3/E5 (3-Year) New-to-offer - 100+ seats - Ends Jun 30, 2026
30-40% off Copilot for All & Targeted 300+ seats - 280% IW coverage - Ends Jun 30, 2026		SECURITY & COMPLIANCE		20% off Targeted M365 E3 250+ seats (targeted accounts) - Ends Jun 30, 2026	
SMB BUNDLES		50% off Purview Suite for Copilot Requires Copilot tenant - Ends Jul 1, 2026		40% off D365 Contact Center Commercial only - no seat min - Ends Jun 30, 2026	
Up to 15% off Copilot Business Intro M365 Business SKUs - up to 300 seats - Ends Jun 30		Up to 50% off Purview Suite for Bus Premium Bus Prem + Copilot Business - Ends Jun 30, 2026		30% off Bridge to Cloud 3 Dynamics on-prem → cloud (3-yr) - Through Dec 31, 2027	
Up to 35% off Bundle: Bus Std + Copilot Business 10-300 seats - Ends Jun 30, 2026		10% off Purview + Defender Suites (3-yr) New-to-offer - 100+ seats - Ends Jul 1, 2026		Also active: Windows 365 — 20% off for new customers (all SKUs) - Ended Apr 30, 2026	
Up to 25% off Bundle: Bus Prem + Copilot Business 10-300 seats - Ends Jun 30, 2026		Up to 32% off Microsoft Sentinel 50 GB Tier All commercial customers - Ends Jun 30, 2026			

Trainings, events & bootcamps

Microsoft delivered multiple enablement initiatives across AI, Security, Azure, and BizApps during April–May 2026.

References:

- Partner Skilling Catalog: <https://aka.ms/PartnerSkillingCatalog>
- Skilling Hub: <https://skilling-hub.com>
- Microsoft Partner Community Events: <https://microsoftpartners.microsoft.com>

Partner Skilling Hub

Build what's next with Partner Skilling (Live Event)

Join this partner skilling session to get a clear view of what's new, what's coming, and how to take advantage of Microsoft latest partner skilling investments to accelerate readiness and execution.

Wednesday, May 27, 8:30 AM - Thursday, June 11, 10:00 AM PDT

<https://www.skilling-hub.com/api/ms-front-door/redirect?itemId=em%3A%3Abuildwhatsnext%3A%3Asg>

Frontier Transformation Engineer Summit (Live Event)

This event serves as a key activation point, translating skilling strategy into coordinated partner execution.

Tuesday, June 9, 8:00 AM - Wednesday, June 10, 11:00 AM PDT

<https://www.skilling-hub.com/api/ms-front-door/redirect?itemId=o%3A%3Afy26-fps-06%3A%3Ait>

Sales & Pre-sales Partner Skilling (on-demand)

Becoming Frontier: Framing the AI Opportunity Through Strategic Conversation
Master AI transformation pitches across Microsoft's Copilot, Cloud, and Security.

https://www.skilling-hub.com/en-US/listing/o::fy26_plpccs_09::pt-OD

In-Person Workshops

Azure Local & M365 Local: Sovereign Private Cloud Partner Readiness Workshop – Sydney L300

A three-day hands-on workshop designed to elevate your technical expertise in Microsoft's sovereign private cloud solutions.

Tuesday, June 2, 10:00 AM - Thursday, June 4, 4:00 PM AEST

<https://www.skilling-hub.com/en-US/listing/e::azure-local-m365-local:-sovereign-private-cloud::sydney>

Modernize your SOC with Microsoft Sentinel (Self training)

Learn how Sentinel integration with Microsoft Defender, its architecture, and key capabilities that drive business outcomes such as intelligent security analytics, proactive threat hunting, and automation.

<https://www.skilling-hub.com/en-US/listing/o::levelup::2307465>

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

