

Microsoft Updates for Partners

November 2025

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TL; DR – Things to Action

- **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 Office 365 & Enterprise SKUs with Teams Available in PRISM & CloudIQ:** Microsoft has introduced new SKUs, enabling partners to provision Office 365 E1, E3, and E5, as well as Microsoft 365 E3 and E5, with or without Microsoft Teams. These offerings are now available in Crayon platforms.
- **Reminder: EA “pricing consistency”:** From Nov 1, 2025: Microsoft removes Online Services volume discounts (EA/MPSA/OSPA B–D levels), aligning to Level A (list) price at renewal or for new services. This opens a CSP alternative motion.
- **Reminder: FY26 MCI incentive earning rules:** For CSP indirect resellers, incentive eligibility requires either the solution-area Solutions Partner designation or ≥25 Partner Capability Score points, plus \$25K TTM revenue at the Partner Location.
- **Azure Storage Mover’s new AWS S3 to Azure Blob migration feature** is now generally available, empowering organizations to move data directly from AWS to Azure securely, reliably, and at scale. With this release, customers can eliminate manual pipelines and third-party tools, automate migrations in the Azure portal, and gain real-time visibility into every job. <https://azure.microsoft.com/en-us/updates?id=514653>
- The F, Fs, Fsv2, Lsv2, G, Gs, Av2, Amv2, and B series of Azure Virtual Machines will retire on November 15th, 2028. These VMs will no longer be able to be used or purchased after this date. <https://azure.microsoft.com/en-us/updates?id=500682>
- **Azure VMware Solutions Subscription Licensing changes:** <https://azure.microsoft.com/en-us/updates?id=503878>
- **Certification Week for Microsoft AI Cloud Partner Program:** Join December 1-5 for free practice and exam vouchers. Register [here](#)

CSP Program Updates

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

Microsoft's CSP (Reseller) Partner on Record (POR) compliance rules is taking effect on the 1st December 2025 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>

Enhanced Microsoft Learn Experience: Multi-Account Linking and Unified Credential View

Microsoft is enabling multi-profile linking and improving credential visibility to address common pain points for users and partners. Beginning 18th November 2025, these enhancements streamline certification management, reduce support overhead, and deliver a more intuitive experience for all users engaging with Microsoft Learn.

You can now link several Microsoft Learn profiles (MSA and AAD) straight from the Learn Linking page, making it easier to manage certifications without merging accounts. Credentials from all linked accounts appear in one place, with filters to sort by account type or category. Navigation is simpler, with dedicated tabs for Partner University and Learn Linking. The Learn Linking page has a fresh look, letting you add new profiles, view learnings, and see linked accounts in a table with options to unlink. These updates also set the stage for future AI features to help with learning.

CSP Product Updates

Microsoft 365 & Copilot

Copilot Pre-Purchase Plan: Unlock Savings

Take Control of Your AI Costs. Enjoy Upfront Discounts, Hassle-Free Billing, and Flexible Usage with Copilot Credit Pre-purchase Plan

Copilot Credits Pre-Purchase plan is new purchase option in addition to Microsoft Copilot Studio license (i.e., Copilot Credit capacity pack and Microsoft Copilot Studio pay-as-you-go meter.)

The Copilot Credit Pre-Purchase Plan offers organizations a one-year, pay-upfront purchase option for Copilot Credits at tiered discounts. Customers purchase a pool of Copilot Credit Commit Units (CCCUs) that automatically covers the usage of Copilot Credit. Each CCCUs is worth \$1 and converts to 100 Copilot Credits.

Copilot Credits Pre-Purchase Plan, allowing organizations to buy large blocks of credits (300,000+) valid for a year, with discounts up to 20% compared to PAYG.

References:

- [Microsoft Copilot Studio Licensing Guide](#)
- [Copilot Credit P3 - Microsoft Cost Management | Microsoft Learn](#)

Microsoft 365 Copilot for Education

The discounted variant of Microsoft 365 Copilot for education, priced at \$18 per user per month, is scheduled to launch in December 2025. This specialized offering is tailored specifically for educational institutions and includes dedicated "Teach," "Study," and "Learn" agents. These agents are designed to enhance the teaching and learning experience by providing AI-powered support for educators and students, streamlining lesson planning, facilitating personalized study assistance, and enabling interactive learning opportunities.

By making advanced AI tools more accessible and affordable for schools, colleges, and universities, Microsoft aims to empower educators to deliver more effective instruction and to support students in achieving better learning outcomes. The inclusion of specialized agents addresses the unique needs of educational environments, promoting innovation and efficiency in classroom and remote learning settings.

References:

- [Microsoft Copilot in Education - M365 Education | Microsoft Learn](#)

Microsoft 365 Copilot Chat in Apps

For users with a work or school account and a [qualifying Microsoft 365 business](#) subscription, Copilot Chat is now available side-by-side in select Microsoft 365 apps, starting with Word, Excel, PowerPoint, OneNote, and Outlook.

Copilot Chat helps users ask questions, get summaries, generate content, and more all while being able to reference content you have open in the apps.

Copilot Chat without Microsoft 365 Copilot add-on license

You get access to helpful AI features through Copilot Chat in Word, Excel, PowerPoint, OneNote, and Outlook:

- Web-grounded chat: Ask questions and get answers based on public web data.
- Content awareness: Copilot Chat is aware of the content of open file (Word, Excel, PowerPoint), page (OneNote), or email (Outlook) to provide relevant responses.
- Pay-as-you-go agents: Use metered AI agents to help you automate and execute business processes.

Copilot Chat with Microsoft 365 Copilot add-on license

You can unlock the full power of Copilot in the Microsoft 365 apps:

- Web and work-grounded chat: Get answers based on both public web data and your work content.
- Included access to agents: Access AI agents, including priority access to reasoning agents like [Researcher](#) and [Analyst](#).
- Advanced features: Use AI for in-app editing to create, command, and collaborate.

References: [Copilot Chat comes to the Microsoft 365 apps | Microsoft Community Hub](#)

Copilot License Details Diagnostic

The ability to leverage Copilot for Microsoft 365 is directly tied to proper license assignment—a critical step in unlocking AI-powered productivity. Without the right license, users may be unable to access key Copilot features, leading to confusion or reduced value from your Microsoft 365 investment.

[Copilot License Check Diagnostic](#): a powerful tool is designed to streamline and validate license readiness by confirming whether Copilot for Microsoft 365 licenses are properly assigned to users, ensuring that features dependent on Copilot function as expected.

The tool is built to empower both customers and support engineers. It validates whether users are properly licensed to access Copilot for Microsoft 365 by checking:

- Assignment and validity of Copilot for Microsoft 365 licenses
- User eligibility across Microsoft 365 services that integrate with Copilot
- Dependency on prerequisite licenses (e.g., Microsoft 365 E3/E5, Office apps)
- Checks all the service plans enabled within Copilot license.
- Potential gaps that could block access to Copilot-powered capabilities

Document Processing for Microsoft 365

Microsoft Syntex has been rebranded as Document Processing for Microsoft 365. While all features remain the same, the service is now billed through an Azure subscription.

Document Processing for Microsoft 365 enables organizations to automate content understanding and management within their Microsoft 365 environment. This tool leverages advanced AI and machine learning capabilities to classify, extract, and organize information from documents such as contracts, invoices, and receipts, helping streamline business processes and increase productivity.

The transition to Azure-based billing provides more flexible and scalable management of costs, as organizations can monitor and adjust usage directly through the Azure portal.

Dynamics 365 & Power Platform

Power Platform & Power BI Licensing Resources

The Power Platform & Power BI Licensing Resources have undergone significant updates as of October 2025. These updates include revised licensing guides and presentation decks that reflect the latest changes and enhancements to the Power Platform and Power BI offerings. Notably, the updated materials now incorporate comprehensive details about Microsoft Fabric, the new unified analytics platform that integrates data engineering, data science, real-time analytics, and business intelligence into a single, seamless experience.

The revised licensing guides are designed to help organisations understand the range of options available, enabling them to select the most suitable plans for their needs. The inclusion of Microsoft Fabric in these resources reflects its growing importance in the Microsoft ecosystem, providing users with guidance on how Fabric's capabilities are licenced and how they interact with existing Power Platform and Power BI services.

Reminder: Bridge to Cloud 2 (BTC2) ending in December: Reduced savings with new BTC3 promo:

The Bridge to Cloud 2 (BTC2) program, which has offered organisations significant cost savings and transition benefits for moving from on-premises Microsoft solutions to cloud-based services, is set to conclude in December. BTC2 has been a key pathway for customers seeking to modernise their IT infrastructure by adopting Microsoft 365, Dynamics 365, and other cloud offerings, providing discounted rates and flexible migration options.

As BTC2 draws to a close, Microsoft will introduce the Bridge to Cloud 3 (BTC3) promotion. However, it is important to note that the new BTC3 promo will offer reduced savings compared to BTC2. This means that while BTC3 will still provide incentives for customers to move to the cloud, the financial benefits and discounts available under BTC2 will not be as generous under the new promotion. Organisations considering a transition are encouraged to act promptly to maximise their potential savings before BTC2 ends.

For those unable to complete their migration before the December deadline, BTC3 will continue to offer support and some cost reductions, but the terms may be less favourable. It is advisable to review your organisation's cloud migration plans and timelines to ensure you can take full advantage of the current BTC2 benefits before the program concludes.

New Dynamics 365 Business Central prices

From November 1, 2025, Microsoft has increased the pricing for Dynamics 365 Business Central for the first time in over five years. The update reflects the platform's expanded capabilities, including new AI and Copilot features, enhanced analytics, and deeper Power Platform integration.

These new rates apply to all new Business Central cloud subscriptions and to existing subscriptions upon their first renewal on or after November 1, 2025. Below, you will find the list of online products for which prices are being updated, as well as the increased storage allocation

Product	Price (AUD) and storage as of Nov 1, 2025
Dynamics 365 Business Central Essentials	\$119.70/month with 3GB storage
Dynamics 365 Business Central Premium	\$164.60/month with 5GB storage
Dynamics 365 Business Central Device	\$12/month with 1.5GB storage

Copilot Pre-Purchase Plan

Copilot Credits serve as the consumption currency for various Microsoft Copilot Agents. Until now, you could either purchase a Capacity Pack—which provides 25,000 Copilot Credits for \$200 per month—or opt for a Pay-As-You-Go model at \$0.01 per credit.

Microsoft has now introduced a third option: the Pre-Purchase Plan, allowing you to buy larger volumes of Copilot Credits (starting from 300,000) that can be used anytime within the following year—ideal for managing seasonal demand spikes.

As expected, volume discounts apply: there are nine pricing tiers, offering 5% to 20% discounts compared to PAYG rates.

You can read the full announcement, including a sample usage scenario and the complete discount tier table, [here](#).

Cloud & AI (Azure Infrastructure)

Microsoft strengthens sovereign cloud capabilities with new services

Across Europe and around the world, organizations today face a complex mix of regulatory mandates, heightened expectations for resilience, and relentless technological advancement. Sovereignty has become a core requirement for governments, public institutions, and enterprises seeking to harness the full power of the cloud while retaining control over their data and operations.

In June 2025, Microsoft CEO Satya Nadella announced a broad range of solutions to help meet these needs with the [Microsoft Sovereign Cloud](#). Microsoft continues to adapt its sovereignty approach, innovating to meet customer needs and regulatory requirements within its Sovereign Public Cloud and Sovereign Private Cloud.

The latest announcements confirm a new wave of capabilities, building upon existing digital sovereignty controls to deliver advanced AI and scale, strengthened by anecosystem of specialized in-country partner experts.

With this announcement, expanded features and services include:

- End-to-end AI data-processing in Europe as part of EU (European Union) Data Boundary.
- Microsoft 365 Copilot expands in-country processing for Copilot Interactions to 15 countries. Learn more about this announcement in the [Microsoft 365 blog](#).
- Sovereign Landing Zones service expansion and disconnected operations for Microsoft Azure Local.
- Microsoft 365 Local general availability.
- Increased maximum scale of Azure Local, support for external SAN storage, and support for the latest NVIDIA GPUs.
- Availability of the partner Digital Sovereignty specialization.

Reference:

<https://azure.microsoft.com/en-us/blog/microsoft-strengthens-sovereign-cloud-capabilities-with-new-services/>

Enhancing Learning Profiles: Multi-Account Linking and Unified Credential View

Microsoft announced significant enhancements to the Learning Profile experience in Partner Center, designed to simplify credential management and improve skilling accessibility for all users.

Beginning November 18, these updates will empower individuals to manage learning profiles more efficiently while accessing richer insights into their certifications.

Key Highlights of the Update:

- **Multiple Profile Linking:** Users can now link multiple Microsoft Learn profiles—both MSA and AAD—directly from the Learn Linking page. This change eliminates the need for account mergers and provides flexibility for those managing certifications across different accounts.
- **Credential Visibility and Filtering:** Once linked, users are able to view credentials from all connected accounts in one consolidated view. Advanced filtering options allow sorting by account type and credential category, ensuring quick access to relevant certifications.
- **Improved Navigation:** The Learning Profile section now features separate tabs for Partner University and Learn Linking, creating a cleaner interface.
- **Updated UI and Actions:** The Learn Linking page is redesigned to support these changes. Users have a new Add New Microsoft Learn Profile option and an action button for View Learnings. Linked accounts are displayed in a tabular format, including account type, linked date, and quick actions such as Unlink Account.
- **Future-Ready Design:** These changes lay the foundation for upcoming AI-driven features that provide personalized recommendations and support for skilling journeys.

Microsoft Sentinel 50GB commitment tier in public preview

Microsoft is launching a new 50GB commitment tier for Microsoft Sentinel, available in public preview with promotional pricing from October 1, 2025, through March 31, 2026. Customers who purchase during this window will lock in pricing until March 31, 2027. This offer provides a cost-effective, predictable pricing model for the small and medium enterprise customers making it ideal for indirect resellers who serve this segment.

Get up to 32%* off pay-as-you-go price with Microsoft Sentinel 50-GB commitment tier promotion: The 50-GB promotional tier is available in all regions where Microsoft Sentinel is sold. The promotion can be used with existing or new purchases of Microsoft Sentinel. The promotion cannot be combined with other Microsoft Sentinel discounts *Maximum discount available is region dependent

Next steps:

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

Get started with cloud-to-cloud migration in Azure Storage Mover

Azure Storage Mover's new AWS S3 to Azure Blob migration feature is now generally available, empowering organizations to move data directly from AWS to Azure securely, reliably, and at scale. With this release, customers can eliminate manual pipelines and third-party tools, automate migrations in the Azure portal, and gain real-time visibility into every job.

Key benefits:

1. *Fully Managed and Scalable*

Azure Storage Mover is a fully managed service, meaning Microsoft handles the infrastructure, scaling, and reliability. This reduces operational overhead and ensures consistent performance across large-scale transfers.

2. *No On-Premises Agent Required*

Unlike on-premises migrations, cloud-to-cloud transfers do not require deploying a self-hosted agent. This simplifies setup and reduces the need for additional compute resources.

3. *High-Speed, Parallel Transfers*

Storage Mover supports parallel file transfers, enabling faster migration of large datasets. This is particularly useful when moving data across regions or between storage accounts with high throughput requirements.

Get started today and simplify your multicloud data estate with Azure Storage Mover's Cloud-to-Cloud migration : [Learn more](#).

New Planned Datacenter region in Malaysia (Southeast Asia3)

Microsoft is expanding its digital infrastructure footprint further with a new datacenter region, Southeast Asia 3, planned in Malaysia. This datacenter region will feature Microsoft's most comprehensive and strategic cloud services, designed to support advanced workloads and evolving customer needs from across the area.

<https://azure.microsoft.com/en-us/updates?id=513752>

Azure VM Series Retirements

The F, Fs, Fsv2, Lsv2, G, Gs, Av2, Amv2, and B series of Azure Virtual Machines will retire on November 15th, 2028.

These VMs will no longer be able to be used or purchased after this date.

To ensure any applications and workloads running on these VMs will be operating in the future, you need to [migrate](#) your F, Fs, Fsv2, Lsv2, G, Gs, Av2, Amv2, and B VM series workloads to a newer VM series.

[Three-year reserved instances](#) for these VMs can no longer be purchased or renewed starting on November 15th, 2025.

One-year reserved VM instances for these VMs will not be available for purchased or renewal after November 15th, 2027.

If you have a three-year reserved instance contract for these VMs, you'll still receive your reserved instances benefit for the remainder of the contract. After that, you'll be billed at pay-as-you-go rates. To plan for this change and avoid unexpected billing, we recommend reviewing your [current reserved instance orders](#) to identify impacted VMs and their expiration dates.

For pricing details, please refer to the [VM pricing pages](#) and the [pricing calculator](#). For additional support, you can create a support request by following this process [here](#).

You can also get answers from community experts in [Microsoft Q&A](#). If you have a support plan and you need technical help, open the [Azure portal](#) and select the question mark icon at the top of the page.

Reference: <https://azure.microsoft.com/en-us/updates?id=500682>

Azure Site Recovery (ASR) support for Virtual Machines with Ultra Disks

This release enables organizations to replicate, failover, and failback virtual machines with Ultra Disks across Azure regions with minimal impact on production performance. ASR offers automated recovery orchestration, cost-efficient replication, and non-disruptive testing, helping businesses ensure operational resilience, meet compliance needs, and minimize downtime.

With this milestone, customers can now confidently extend enterprise-grade protection and continuity to their Ultra Disk-backed workloads using Azure Site Recovery.

Ultra Disks are the most performant block storage option for Azure virtual machines offering consistent low sub-millisecond latency, extremely high performance. This makes Ultra disk ideal for a broad spectrum of the most demanding enterprise production workloads, such as SAP HANA, top-tier databases, and transaction-heavy systems that require the highest levels of performance.

Reference: <https://azure.microsoft.com/en-us/updates?id=513518>

Announcing the Public Preview of Vaulted Backup for Azure Data Lake Storage (ADLS)

Azure Backup now supports vaulted protection for ADLS, delivering secure, off-site backups that ensure business continuity and compliance—even in cases of accidental deletion, malicious activity, or ransomware. Vaulted backups maintain an independent copy of your data, isolated from the source account.

Key Capabilities:

- Off-site protection: Recover data even if the source account is compromised. Restore to original or alternate accounts.
- Resilience against deletion and attacks: Isolated backups protect against insider threats and ransomware.
- Automated & flexible scheduling: Configure daily/weekly schedules or trigger on-demand backups.
- Long-term retention: Store backups for up to 10 years to meet compliance and archival needs.
- Security-first design: Features like soft-delete, immutability, encryption, and multi-user authorization safeguard vault data.

During public preview, you can configure vaulted backups for block blobs in HNS-enabled standard general-purpose v2 ADLS Gen2 accounts in the regions mentioned [here](#). For more details, refer to [this](#) article.

Billing started from October 1st, 2025, including protected instance fees, write transaction charges, and backup storage costs. Refer to [Pricing - Cloud Backup | Microsoft Azure](#) for billing details

Azure VMware Solutions Subscription Licensing changes :

[Broadcom announced changes](#) to their VMware licensing policies. The change now requires new customers to bring their own portable VCF subscriptions when using hyperscaler platforms.

Our current Azure VMware Solution (AVS) customers can continue to operate their AVS nodes without any licensing or product changes through to the end of their Reserved Instance (RI) term.

This is a licensing change only. There is no product change to the AVS service. Microsoft will continue to offer AVS as a fully managed VCF private cloud service in Azure.

What you need to know:

- After October 15, 2025, new or existing customers purchasing new/additional nodes of AVS will need to provide a VCF subscription from Broadcom or one of its [reseller partners](#).
- For AVS with VCF included using an RI option: You can continue to operate the AVS nodes without any licensing or product changes through the end of the RI term.
- If you would like to trade in your current AVS RI on or before October 15, 2025 for a new AVS RI that provides a later expiration date, you can leverage the self-service [exchange process](#).
- For AVS with VCF included PayGo subscriptions: Please contact your Microsoft Team for details & key dates for PayGo subscriptions.

[Azure Kubernetes Service on VMware \(preview\)](#) will be retired on March 16, 2026. Please transition to a supported [Azure Kubernetes Service on Azure Local](#) by that date if needed.

We encourage you to transition to Azure Kubernetes Service on Azure Local before March 16, 2026, to benefit from its enhanced capabilities.

After March 16, 2026, you will no longer be able to deploy or receive support for Azure Kubernetes Service on VMware.

If you have additional questions, please contact through the [AKS enabled by Azure Arc GitHub repository](#).

Learn more about service retirements that may impact your resources in the [Azure Retirement Workbook](#). Please note that retirements may not be visible in the workbook for up to two weeks after being announced.

Promotions & Offers

Reminder: Copilot start and scale promos

Microsoft announced **two CSP promotions** to help you start and scale Microsoft 365 Copilot with customers **Oct 1 → Dec 31, 2025**:

- **Getting Started (15% off)** – for new to -Copilot- orgs (10–2,400 seats); annual term; monthly billing +5%. New to Microsoft 365 Copilot customers transacting via CSP. Ineligible if the tenant has any existing paid Microsoft 365 Copilot license, regardless of purchase channel
- **Scaleup (20% off)** – A targeted, named set of SME&C CSP customers ready to scale AI adoption across the business.

- **Azure Accelerate program**

What: Azure Credit Offering gives 10% of estimated annual Azure spend as credit (applied in month 1).

Eligibility: Approved by Crayon/Microsoft, net-new Azure opportunity, CSP transaction.

Process: Apply by 15JuneFY26 → Approval → Customer signs → Credit applied → Billing offset until used.

Reminder: New Targeted M365 E3 CSP Promotion- 20% off

The new Targeted Microsoft 365 E3 Annual CSP Promotion offers a 20% discount for eligible customers purchasing Microsoft 365 E3 licences through the Cloud Solution Provider (CSP) program. This promotion is specifically designed to support organisations looking to modernise their workplace solutions and accelerate AI adoption with Microsoft 365 E3. The offer is available for annual term agreements and is open to both new and existing CSP customers who meet the targeted criteria set by Microsoft.

- Promotion Period: 01/10/2025 – 31/12/2025
- Eligibility: Targeted at specific small and medium enterprise and corporate (SME&C) CSP customers as identified by Microsoft.
- Discount: 20% off the standard price of Microsoft 365 E3 annual term licences purchased via CSP.

This promotion is a strategic opportunity for partners and customers to benefit from advanced productivity, security, and AI features within Microsoft 365 E3, while taking advantage of significant cost savings during the designated period

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](#)

Advance your career in Data & AI with Microsoft Fabric Data Days

[Fabric Data Days](#) offers 50+ days of immersive learning designed for data professionals at every level and students alike. Don't miss your chance to gain practical experience, earn free certifications exam voucher, and connect with a global community of experts.

Here's what you'll get when you join Fabric Data Days Live learning sessions

Go beyond theory and experience real-world demos and deep dives into Microsoft Fabric, Data Engineering, Data Science, and AI.

Each session is hosted by Microsoft Fabric and Power BI experts, like Microsoft Data Platform MVPs, Microsoft Certified Trainers, and the brilliant members of our Fabric Community.

Week one starts this week with Dataviz kickoffs for students and professionals, sessions on certification exams DP-700 and DP-600, and a chance to learn tips and tricks from the Power BI Dataviz world champions. *All sessions are recorded and available on-demand.*

Don't miss access exclusive post-session resources. Register now for your time zone and language. [English](#) | [Spanish](#) | [Portuguese](#).

Grow Your Skills with Certifications

Whether you are getting your first certification or your 10th, we have something for you.

If you are interested in taking a Fabric exam, we have discounted exam [vouchers](#): 100% discount exams DP-600 & DP-700, and 50% discount exam vouchers for exams PL-300 & DP-900.

And of course, we'll help you [prepare for those exams](#). We have live sessions, study groups, skills challenges and more.

Contests & hands-On Challenges

Apply your knowledge to real scenarios. We have 3 [contests](#) for you during Fabric Data Days.

1. Student dataviz Contest – Join the live kickoff sessions November 4th and 5th or watch on demand. Get a headstart on understanding the dataset and design tips from experts. [English](#) | [Spanish](#) | [Portuguese](#)
2. Professional dataviz Contest – Join the live [kickoff](#) session on November 5th or watch on demand. This session also includes design tips from top rated design experts. View in English.
3. Fabric Notebooks Contest – Put your Fabric skills to the test with this Notebooks contest. [Learn more](#).

Not feeling up for a full contest? We've got [weekly QuickViz challenges](#) for you. Learn more [Register now!](#)

Microsoft AI Tour for Partners Sydney, Sydney, Australia, Monday, April 20, 2026 | 9:00 AM - 5:30 PM AEST

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

Regional In-Person Events

- Hands-on workshops and live sessions across APAC. Upcoming highlights:
- Kuala Lumpur (Nov 12) – Threat Protection with Microsoft Defender XDR
- Tokyo (Dec 4&5) – AI-powered Analytics with Microsoft Fabric
- Sydney (Dec 10) – Accelerate Agentic AI
- Singapore (Dec 15&16) – AI-powered Analytics with Microsoft Fabric

Full Asia events calendar: available in the Skilling Hub under Asia In-person Events.

Certification Weeks

Prepare for Microsoft advanced role-based certifications and meet the AI Cloud Partner Program skilling criteria. Free exam and practice vouchers on offer.

- [AI Business Solutions Certification Week \(Live\): English – Dec 1-5 \(SGT, AEST\)](#)
- Cloud & AI Platforms Certification Prep (On Demand) [Register here](#)

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!

Project Ready Virtual Workshops

- [Cloud and AI Platforms skilling](#)
- [AI Business Solutions skilling](#)
- [Security skilling](#)

New Nonprofit Events site

This new customer-facing site serves as a central hub for discovering aggregated free virtual and in-person events hosted by Microsoft and partners.

Key Highlights

- You can filter events based on product, region, topic, and nonprofit function.
- Events aggregated on this page are produced by the Microsoft Elevate commercial team, the Microsoft Elevate skilling team and select partners.
- Events are aligned to with solution plays to ensure alignment with GTM priorities.

Explore the new Microsoft Elevate Nonprofit Events website [here](#)

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](#)

Blog: [Microsoft Pricing Update](#)

Easy EA to CSP Transition with Crayon

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

