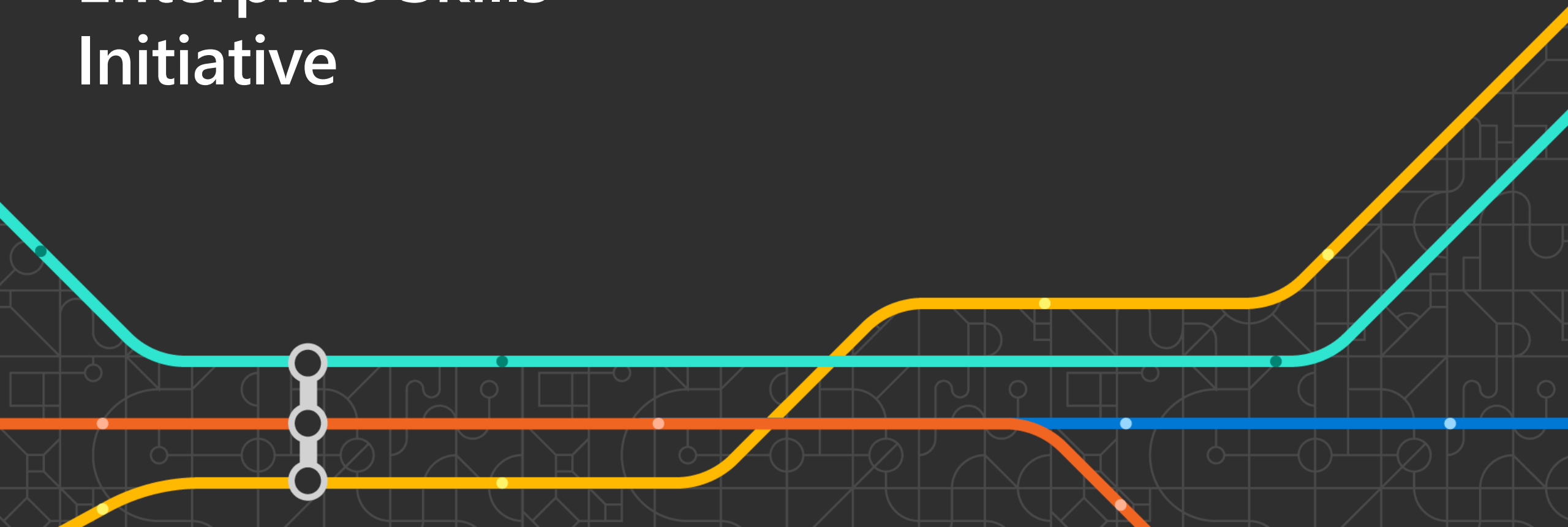


Enterprise Skills Initiative





“ Anything is possible for a company when its culture is about **listening, learning, and harnessing individual passions and talents** to the company's mission. ”

– Satya Nadella, *“Hit Refresh”*

Tech intensity



Tech capability

To be successful in today's economy, you need to digitally transform



Tech adoption

The more familiar you are with a product, the more you use it



Tech confidence

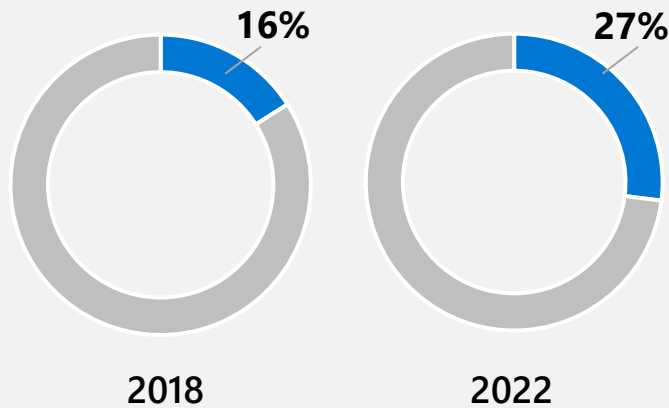
Skills build confidence; confidence drives productivity, innovation and growth

Tech intensity requires skills intensity

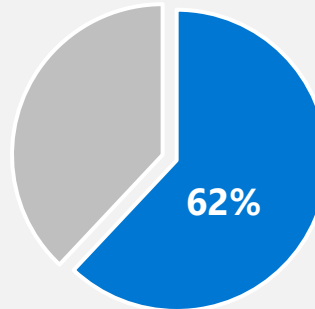
A cloud-based and continuously connected world

- Demands focus on growing your internal skills and capabilities
- Positions IT Professionals as a change agent
- Creates new requirements for your organization

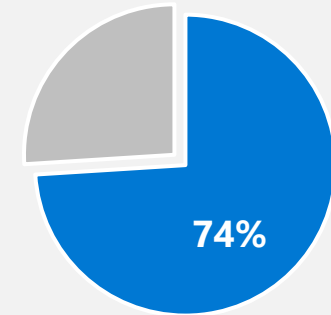
27% of total roles will be new by 2022 in comparison to **16%** in 2018¹



62% of executives believe they need to retrain or replace more than a quarter of their workforce by 2023²



74% of employees ready to completely retrain in order to remain employable in the future³



1. World Economic Forum "The Future of Jobs & Skills"
2. McKinsey Survey: Retraining and reskilling workers in the age of automation
3. PwC 2018 Saratoga: Rethinking HR for the future of work

The importance of skilling

Building a learning culture



Invest in
upskilling/training
your teams



Reward employees that
invest in learning



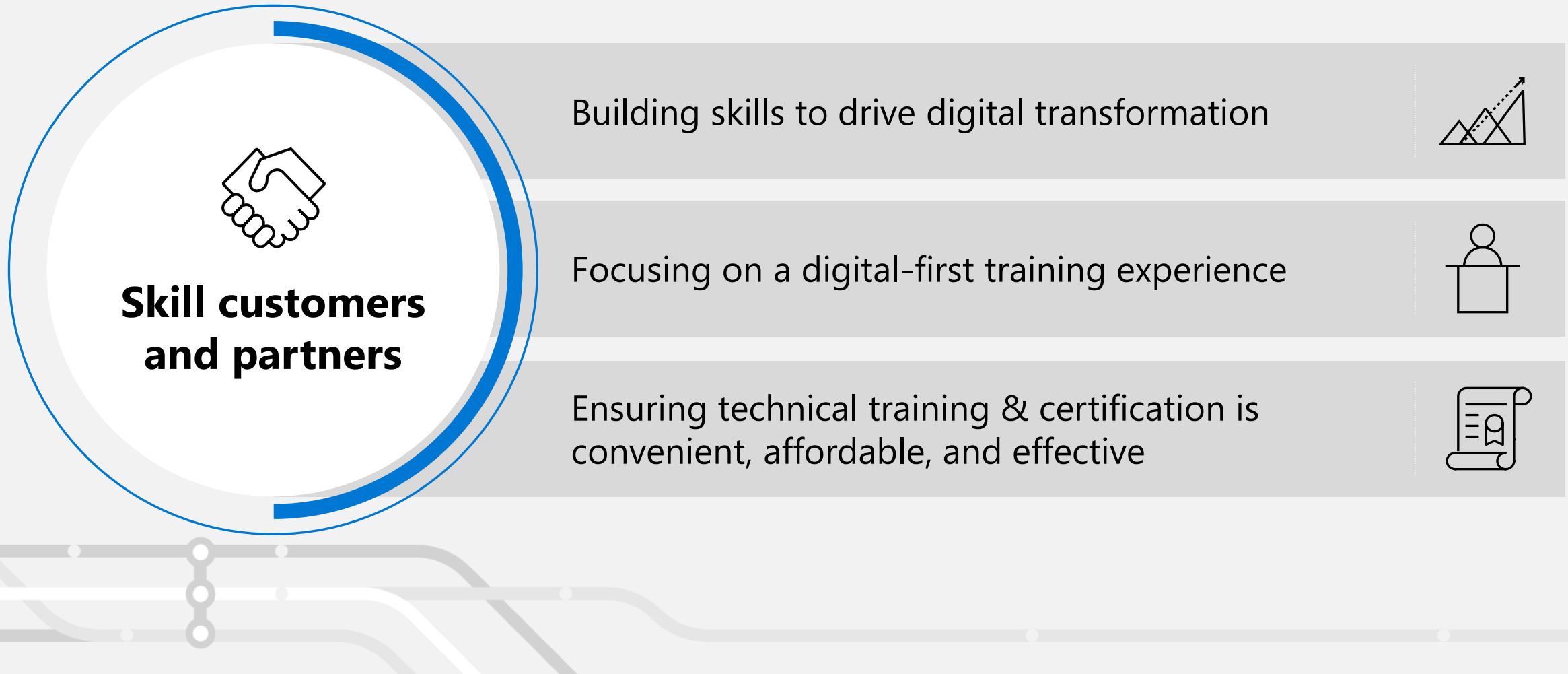
Prioritize certification in
hiring and recruiting

Skill gaps lead to higher levels of stress, delays in development, deployment of critical projects, and even loss of revenue¹

¹ 2018 Global Knowledge IT Skills and Salary Report

Enterprise Skills Initiative

Providing technical skills development through a digitally enhanced training and certification experience

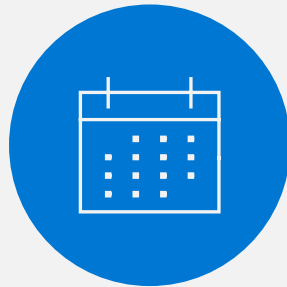


Program highlights



Comprehensive training

experiences through digital self-service, Virtual Training Days, Advanced Instructor Led Training, and exam preparation*



Course catalog

of open enrollment classes delivered throughout global time zones and 10+ languages



Convenient access

to program benefits through Customer and Learner Experience Portals





Streamlined certification

via the "Get Certified" Microsoft experience

*Certification exam preparation available in calendar Q4

Azure training and certifications

Role-based		 Apps & Infra	 Data & AI	Specialty
Technical skills required to perform a job				Deep technical skills managing industry solutions
Expert		Azure Solutions Architect (AZ- 303 & AZ 304)*		Azure for SAP Workloads (AZ- 120)
		DevOps Engineer (AZ- 400)		Azure IoT Developer (AZ- 220)
Associate		Azure Administrator (AZ-104)	Azure Database Admin (DP-300)*	Migrate SQL Workloads to Azure (DP-050)
		Azure Developer (AZ-204)	Azure Data Scientist (DP-100)	Migrate NoSQL Workloads to Azure Cosmos DB (DP-060)
		Azure Security Engineer (AZ-500)	Azure AI Engineer (AI-100)	Migrate Open Source Data Workloads to Azure (DP-070)
			Azure Data Engineer (DP-200 & DP-201)	Migrate Application Workloads to Azure (WS-050)
			Data Analyst (DA-100)	
Fundamentals		Azure Fundamentals (AZ-900)	Azure Data Fundamentals (DP-900)*	
Foundational understanding of technology			Azure AI Fundamentals (AI-900) *	

*In BETA

Last updated: June 2020

Flexible and predictable digitally enhanced training

ESI training catalog

The screenshot displays the ESI training catalog interface. At the top, it says "Microsoft-Delivered Courses" with "13 results found". Below this, there are four course cards. Each card includes the course title, dates, time, timezone, location, and a "Register" button. The first two courses are "Developing Solutions for Microsoft Azure" (Virtual Classroom), and the third is "Designing and implementing a Data Science Solution on Azure" (In-Person Classroom). The fourth course is "Microsoft Azure Architect Technologies" (Virtual Classroom). On the left side, there is a "Filter" section with expandable categories: Roles (Developer, Fundamental Skills, Administrator, AI Engineer, Data Engineer, Data Scientist, DevOps Engineer, Security Engineer, Solutions Architect), Time Zone, and Languages.

Home

- Microsoft Learn
- Microsoft Training Days
- Microsoft-Delivered Courses
- Learning Partner Training
- Microsoft Certifications

Filter

Roles

- Developer
- Fundamental Skills
- Administrator
- AI Engineer
- Data Engineer
- Data Scientist
- DevOps Engineer
- Security Engineer
- Solutions Architect

Time Zone

Languages

Microsoft-Delivered Courses | 13 results found

Developing Solutions for Microsoft Azure
Date: Jul 06, 2020 - Jul 10, 2020 | Time: 09:00 AM - 04:30 PM | Timezone: (GMT-05:00) Eastern Time (US & Canada) | Location: New York, NY
Virtual Classroom
Register

Developing Solutions for Microsoft Azure
Date: Jul 06, 2020 - Jul 10, 2020 | Time: 09:00 AM - 05:00 PM | Timezone: (GMT-05:00) Eastern Time (US & Canada) | Location: Virtual
Virtual Classroom
Register

Designing and implementing a Data Science Solution on Azure
Date: Jul 06, 2020 - Jul 06, 2020 | Time: 09:00 AM - 05:00 PM | Timezone: (GMT-05:00) Eastern Time (US & Canada) | Location: -
In-Person Classroom
Register

Microsoft Azure Architect Technologies
Date: Jul 06, 2020 - Jul 10, 2020 | Time: 09:00 AM - 05:00 PM | Timezone: (GMT-05:00) Eastern Time (US & Canada) | Location: Seattle, New York
Virtual Classroom

*Draft preview

Global training schedule



1-5 day digital deliveries

Live deliveries of Microsoft official curriculum to accelerate your Azure learning journeys from fundamentals to advanced roles.



10+ time zones

Learners from around the globe choose when they want to learn from the Americas to EMEA to APAC.



Certified trainers

Microsoft and authorized Learning Partners' technical trainers use innovative training techniques to enhance the learner experience.



10+ languages

Trainers present in English, French, Spanish, German, Japanese, Portuguese, Mandarin, Cantonese, Korean, Italian, Dutch, and Arabic.




All access

Use what you need. No minimum number of seats to fill.

Localized content for Japanese, Korean, and Mandarin/Simplified Chinese.

Streamline your organization's training journey with the Customer Experience Portal (CxP)

Receive learning benefits



Membership benefits

Point of contact:
Tayana Costa
tayana.costa@microsoft.com

ACCEPTED

Acceptance date

06/00/2020

Expiration date

6/30/2021

Your Technical Skills for Business Membership entitles you to the following benefits:

✓

Accepted on 00/00/2020

The following training plan includes a mix of fundamental, advanced role based, and specialized/workload offerings tailored for each job role within your organization.

Additionally, this plan includes both on-line, self-paced, virtual, and in-person instructor led training (delivered through a combination of Microsoft Azure Technical Trainers and Microsoft approved Learning Partners).

Item	Quantity (up to)	Benefit
Discounted Open Enrollment Seats in Azure Role-Based Certification Trainings	40	Co-Investment Required
Azure Role-Based Certification Courses (ex. Azure Developer), Instructor Led Training 15 to 20 Students per Class	2	Included
Azure Fundamentals Instructor Led Training including Optional On-Site Proctored Examination / 20 to 50 Students per Class	2	Included
Certification Exam Vouchers (redeemable via Microsoft proctored exams, on-line, and in test centers)	250	Included
Microsoft Learn (Online Learning Platform for self-directed learning)	Unlimited	Included

Additional Program benefits: Once 100% of the Discounted Open Enrollment Seats have been consumed and 40 Microsoft certifications earned, your organization will be entitled to an additional program package.

Learning partner and discounted fee schedule

You have identified DDL5 Microsoft Technical Skills for Business and New Horizon Microsoft Technical Skills for Business as your preferred learning partners. Please visit the Learning Partner landing pages to activate your discounted class seat benefits.

All co-investment fees are paid directly to the learning partner(s). Discounted class seats must be consumed within 120 days of the entitlement.

- DDL5 Microsoft Technical Skills for Business
- New Horizon Microsoft Technical Skills for Business

✓


Accepted on 00/00/2020 by Lianne Williams

See learning progress

Enables you to review and accept your Learning Benefits

Track benefits usage*

Learning progress

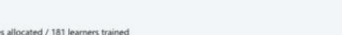
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Learning progress

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Discounted seats: ①
 4 available of 60 allocated

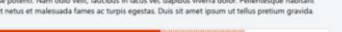
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56 used

Exams: ①
 20 available of 100 allocated

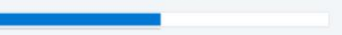
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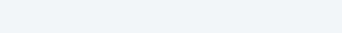
80 Earned

Classes: ①
 4 available of 10 classes allocated / 181 learners trained

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6 Completed



2 Scheduled

181 Learners

[View training plan](#)

Training plan

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 Nam sollicitudin ante et vehicula sodales.

Upcoming classes on training plan

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Microsoft AZ-900
AZ-900 Microsoft Azure Fundamentals
8 hours (10:00 AM - 1:00 hours (PDT))
Practicing with delivery

Scheduled

Official start date
08/09/2020 9:00 AM

Expected students
25

Official end date
08/09/2020 4:00 PM

Registration count

Microsoft AZ-900
AZ-900 Microsoft Azure Fundamentals
8 hours (10:00 AM - 1:00 hours (PDT))
Practicing with delivery

Scheduled

Official start date
08/09/2020 9:00 AM

Expected students
25

Official end date
08/09/2020 4:00 PM

Registration count

[See more](#)

Completed classes

Title	Modality	Duration	Students
Microsoft Azure Fundamentals	ILT	1 day	50
Introduction to Microsoft Azure for Professionals	ILT	2 days	20
Microsoft Azure Administrator	ILT	4 days	30
Secure Your Cloud Data	ILT	1 day	50
Azure Fundamentals	ILT	2 days	20
Administrator Infrastructure Resources in Azure	ILT	4 days	30

Learning partner engagement

Type	Learning partner name	Number of seats	Status	Date activated
Discounted Class Seats	DLS Microsoft Technical Skills for Business	60	Activated	08/09/2020
Discounted Class Seats	New Horizon Microsoft Technical Skills for Business	60	Activated	08/09/2020

Review your organization's training plan

**Your customer experience portal may look different based on your organization's Learning Benefits*

Centralize the learner journey in the Learner Experience Portal (LxP)

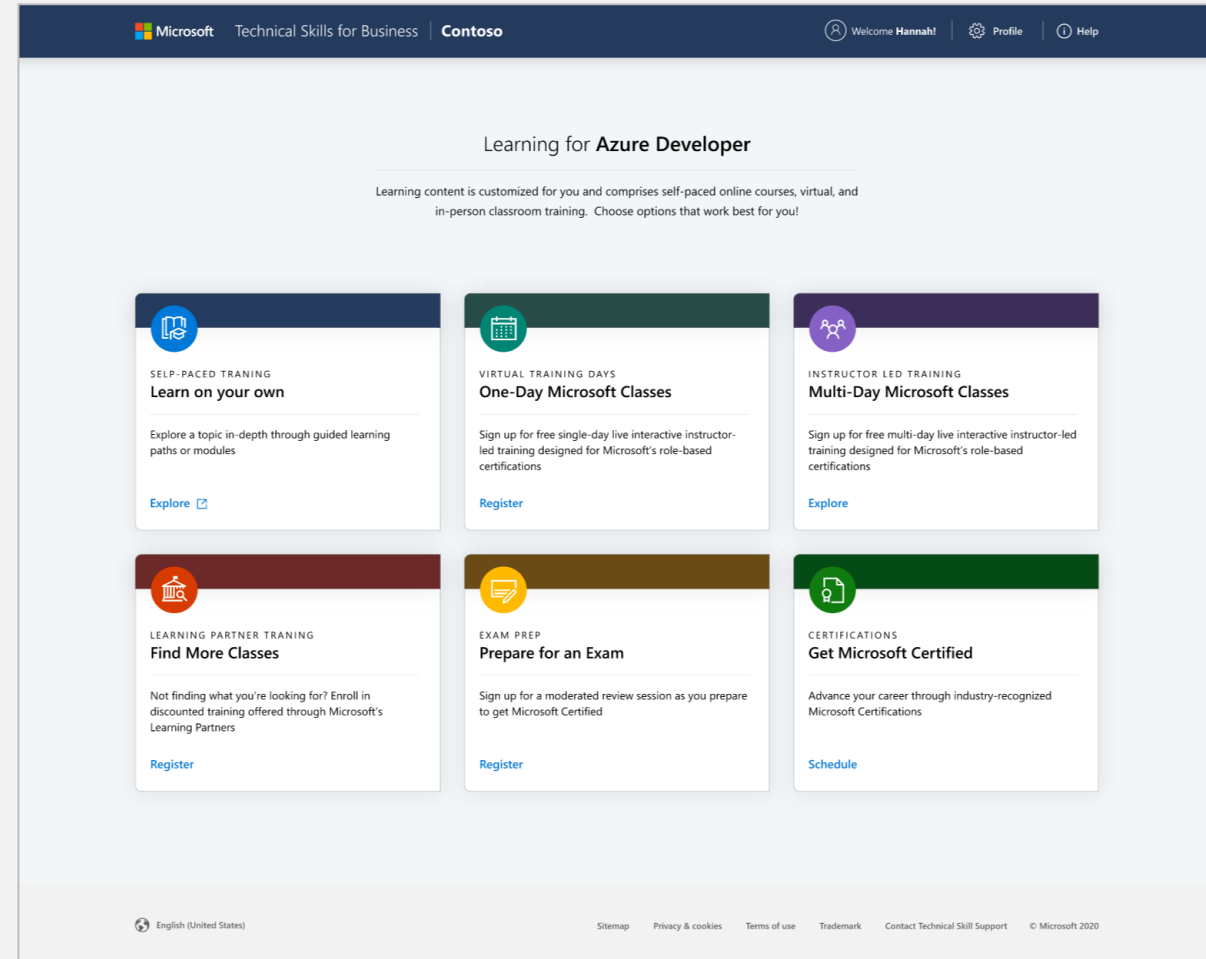
The Learner Experience Portal (LxP)

Centralize all critical learning components into one portal and deliver the best possible Learner Experience for our customers

What does the LxP give your Learners?



- Register for the latest live and interactive Instructor Led Training
- Access self-guided learning on MS Learn
- Find preferred Learning Partners for discounted offerings
- Discover free Certification Exams via a streamlined "Get Certified" experience



Learning Benefits

Advanced Role-based training



All Access to Available Seats, 60-day advanced registration
Role-based, specialty, and migration instructor-led virtual training delivered by Microsoft Trainers

Discounted Class Seats



Up to 100 Role-Based Training seats per year
A comprehensive catalog of role-based, specialty, and migration instructor-led training delivered by Microsoft Learning Partners at a significant discount

Microsoft Virtual Training Day events



All Access to Available Seats
Fundamentals training through virtual events that combine prerecorded presentations with live moderators supporting attendee questions

Microsoft Certifications



Up to 500 exams 100% off market price per year
Industry-recognized certifications that validate technical knowledge and ability in industry job roles

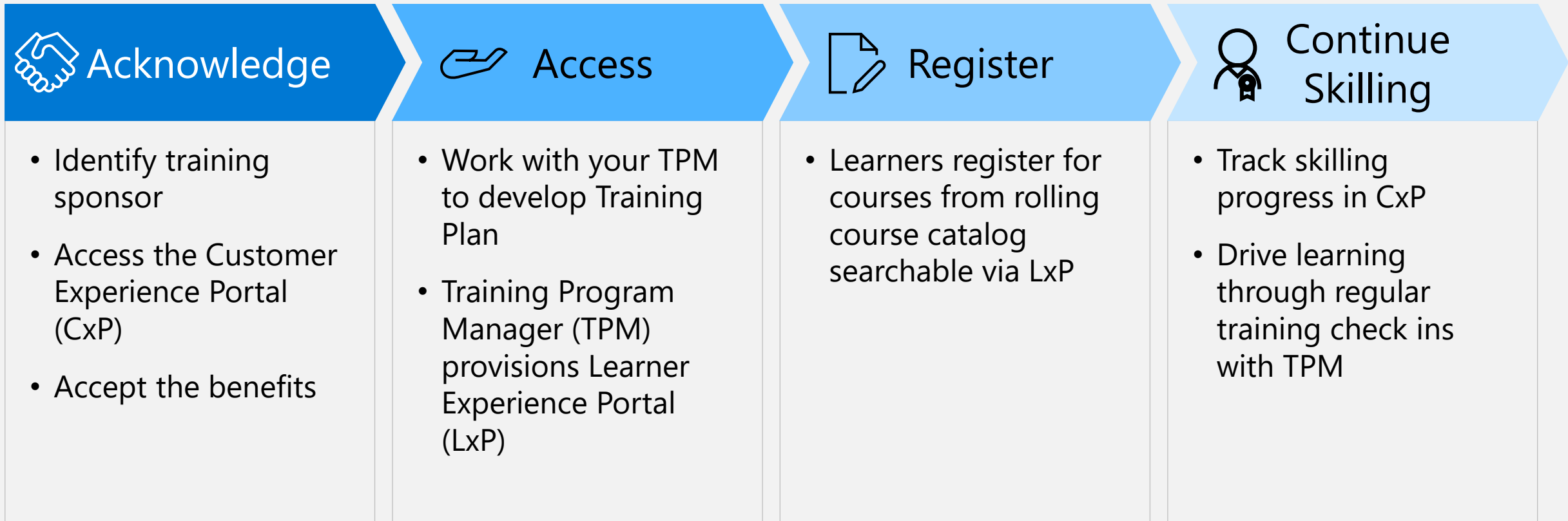
MS Learn Digital Skilling



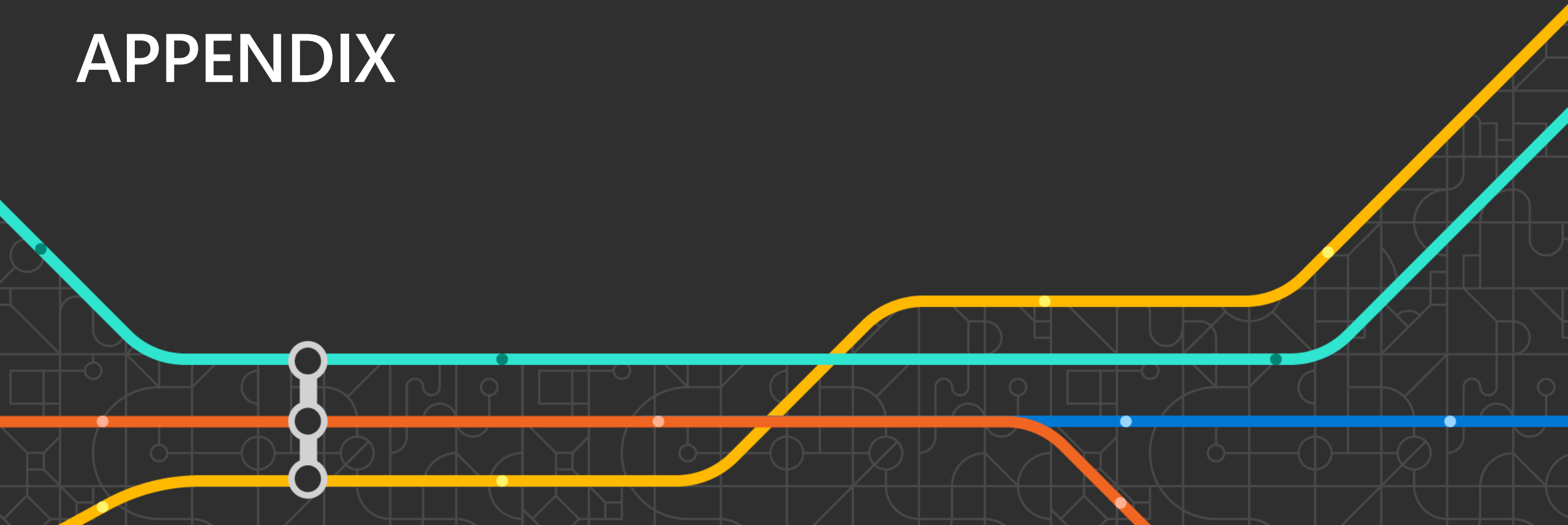
Free, online, self-paced training
Practical job skills with step-by-step training that can also provide a learning path to certification

Next steps

What happens after our onboarding call?



APPENDIX



Empowering our learners



Virtual learning – The new learner journey

Virtual learning increases learner engagement and certification participation through **collaborative learning, interactive exam preparation, and live dialogue with SMEs** during office hours. All while allowing learners to work from locations near them and at times that work best for them!



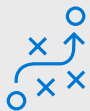
Engaging learners

Learner readiness documents, interactive virtual learning using live whiteboarding, breakout rooms, hands on labs And digital polling to engage and offer the learner a captivating learning experience



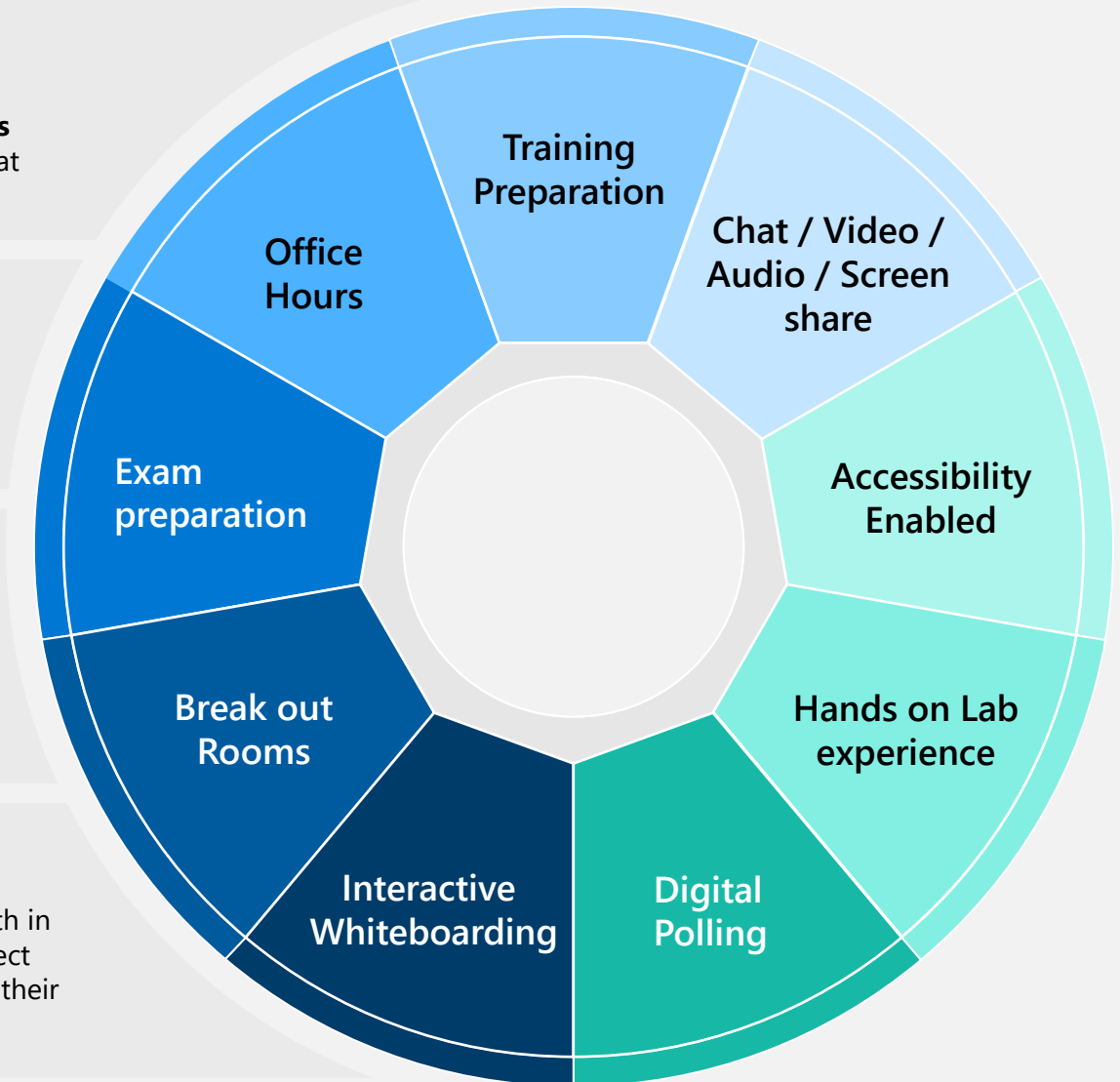
Interactive learning

- Learning paths for roles
- Office Hours
- Certification exam preparation*
- Voucherless Certification
- Time zone Accommodations
- Localized languages
- Accessibility-enabled classes



Create learning paths

Learning Path selections help guide learners through courses that work best for growth in their role today. Learners are empowered to select one or multi-day course(s) and select times that work best their schedules. Learners define the next skilling steps needed in their learning journey



Microsoft Azure courses (1)

Certification	Role Description	Exam	Skills Measured	Microsoft Official Course	MOC duration
Azure Administrator Associate	Azure Administrators implement, manage, and monitor an organization's Microsoft Azure environment.	AZ-104: Microsoft Azure Administrator	https://aka.ms/az-104examguide	AZ-104T00 Microsoft Azure Administrator	4 days
				AZ-010T00 Azure Administrator for AWS SysOps	2 days
Azure AI Engineer Associate	Azure AI Engineers use cognitive services, machine learning, and knowledge mining to architect and implement Microsoft AI solutions involving natural language processing, speech, computer vision, and conversational AI.	AI-100: Designing and Implementing an Azure AI Solution	http://aka.ms/ai-100examguide	AI-100T01 Designing and Implementing an Azure AI Solution	3 days
Azure Data Engineer Associate	Azure Data Engineers design and implement the management, monitoring, security, and privacy of data solutions using the full stack of Microsoft Azure data services.	DP-200: Implementing an Azure Data Solution	http://aka.ms/dp-200examguide	DP-200T01 Implementing an Azure Data Solution	3 days
		DP-201: Designing an Azure Data Solution	http://aka.ms/d-201examguide	DP-201T01 Designing an Azure Data Solution	2 days
Azure Data Scientist Associate	Azure Data Scientists implement and run machine learning workloads on Microsoft Azure Machine Learning.	DP-100: Designing and Implementing a Data Science Solution on Azure	http://aka.ms/dp-100examguide	DP-100T01 Designing and Implementing a Data Science solution on Azure	3 days
Azure Database Administrator Associate	Azure Database Administrators implement and manage cloud and on-premises relational databases built on top of Microsoft SQL Server and Azure data services.	DP-300: Administering Relational Databases on Microsoft Azure	http://aka.ms/dp-300examguide	DP-300T00 Administering Relational Databases on Microsoft Azure	4 days
Azure Developer Associate	Azure Developers design, build, test, and maintain cloud applications and services.	AZ-204: Developing Solutions for Microsoft Azure	http://aka.ms/az-204examguide	AZ-204T00 Developing Solutions for Microsoft Azure	5 days
				AZ-020T00 Microsoft Azure solutions for AWS Developers	3 days

Microsoft Azure courses (2)

Certification	Role Description	Exam	Skills Measured	Microsoft Official Course	MOC duration
Azure for SAP Workloads Specialty	Architects or engineers for Azure for SAP Workloads have extensive experience and knowledge of the SAP system landscape and industry standards that are specific to the long-term operation of an SAP solution on Microsoft Azure.	AZ-120: Planning and Administering Microsoft Azure for SAP Workloads	http://aka.ms/az-120examguide	AZ-120T00 Planning and Administering Microsoft Azure for SAP Workloads	4 days
Azure IoT Developer Specialty	Azure IoT Developers develop cloud and edge components of an Azure IoT solution.	AZ-220: Microsoft Azure IoT Developer	http://aka.ms/az-220examguide	AZ-220T00 Microsoft Azure IoT Developer	4 days
Azure Security Engineer Associate	Azure Security Engineers implement security controls and threat protection, manage identity and access, and protect data, applications, and networks in cloud and hybrid environments as part of an end-to-end infrastructure.	AZ-500: Microsoft Azure Security Technologies	http://aka.ms/az-500examguide	AZ-500T00 Microsoft Azure Security Technologies	5 days
Azure Solution Architect Expert	Azure Solution Architects design and implement solutions that run on Microsoft Azure, including aspects like compute, network, storage, and security.	AZ-303: Microsoft Azure Architect Technologies	http://aka.ms/az-303examguide	AZ-303T00 Microsoft Azure Architect Technologies	5 days
		AZ-304: Microsoft Azure Architect Design	http://aka.ms/az-304examguide	AZ-304T00 Microsoft Azure Architect Design	4 days
Data Analyst Associate	Data Analysts help businesses to maximize the value of their data assets using Microsoft Power BI.	DA-100: Analyzing Data with Microsoft Power BI	http://aka.ms/da-100examguide	DA-100T00 Analyzing Data with Microsoft Power BI*	5 days
DevOps Engineer Expert	DevOps Engineers work with people, processes, and technologies to continuously deliver business value.	AZ-400: Designing and Implementing Microsoft DevOps solutions	http://aka.ms/az-400examguide	AZ-400T00 Designing and Implementing Microsoft DevOps Solutions	5 days

Microsoft Learning Partners

Helping to scale ESI and increase Microsoft cloud capability with customers



Multiple Training Modalities

In Person, Virtual, Hybrid, Accelerated & Extended deliveries



Extensive Public Schedule

Full range of Azure & Microsoft Role-based courses and Migration Workshops



Dedicated Classes

Private delivery options



Language Support

Local language delivery supported



Additional Skilling Services*

Test Centers, Test Prep, Skills Assessments, Talent Development, Digital Transformation Services



Customer & Partner Engagement

Ongoing customer projects and skilling engagements, relationships with HR, CLO, procurement roles

95 ESI Learning Partners

Global Presence

Negotiated ESI Rates

Microsoft Official Courses

Support all MS Solution Areas

*Additional fees may apply. Check with your Learning Partner
After accepting benefits, your organization has 150 days to consume their allotted DCS. After 150 days, any unused DCS will expire

Discounted Class Seat fees

Training from Microsoft authorized ESI Learning Partners:

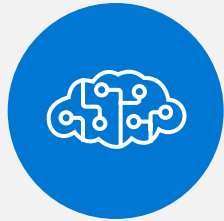
- Highly discounted Advanced Role-based and migration Instructor-Led Training
- Multiple modalities: Classroom, virtual, hybrid, public & private classes
- Training delivered by Microsoft Certified Trainers
- Student fee payable directly to authorized Learning Partner, no Microsoft PO needed

Fee Tier	Training/Student Location	Migration training approximate fee*	Role-based and specialty training approximate fee*
1	Germany, France, Australia, Netherlands, Austria, Belgium, Denmark, Finland, Italy, Norway, Sweden, Switzerland, Spain, Ireland, Portugal, Japan, New Zealand	USD\$300 per Student	USD\$600 per Student
2	United States, Canada, United Kingdom, Korea, Hong Kong, China, Taiwan, Singapore, Poland, Romania, Slovakia, Czech Republic, Hungary, Greece, Croatia, Bulgaria, Slovenia, Lithuania, Latvia, Estonia, Cyprus, Malta, Luxembourg	USD\$250 per Student	USD\$500 per Student
3	Russia, Serbia, Macedonia, Bosnia, Kosovo, Brazil, Mexico, Argentina, Chile, Peru, Colombia, South Africa, Nigeria, Israel, Thailand, Malaysia, Indonesia, Vietnam, Cambodia, Laos, Bangladesh, Nepal, Philippines, Gulf (UAE, Kuwait, Oman, Qatar, Bahrain), Saudi Arabia, Puerto Rico, Costa Rica, Dominican Republic, Guatemala, Panama, Angola, Botswana, Namibia, Sri Lanka, Zimbabwe, Zambia, Ghana, Morocco, Uruguay, Albania, Moldova, Ukraine, Georgia, Montenegro, Belarus, Azerbaijan, Armenia, Kazakhstan, Mongolia, Uzbekistan, Turkmenistan, Tajikistan, Kyrgyzstan	USD\$150 per Student	USD\$300 per Student
4	India, Egypt, Turkey, Algeria, Tunisia, Kenya, Tanzania, Ivory Coast, Senegal, Pakistan, Jordan, Lebanon, Afghanistan	USD\$125 per Student	USD\$250 per Student

**per learner per training*

Virtual baseline events

Digital training event program designed to support skilling across 3 Microsoft Clouds. Frequent events provide immediate opportunities for you to skill learners. All Baseline events are consistent in design and free to attend.



Provide a scalable,
**always-on skilling
motion** for technical
learners



Increase company skills
for Microsoft enterprise
solutions



**Scale our world
class content** in a
consistent manner



**Live Q&A with Tech
Experts** across Azure,
M365, D365, Power
Platform Virtual Training
Days

Certification benefits your business



Employees are **more productive** in their role



Teams **add business value** to the organization



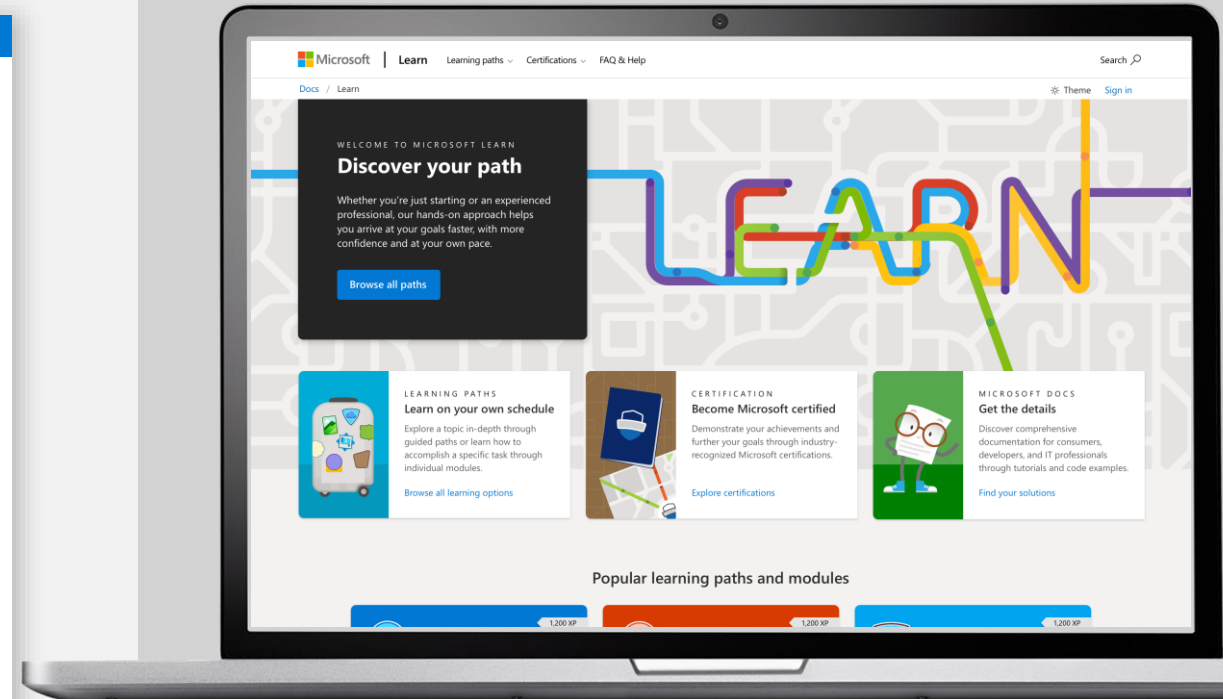
Simplified talent identification and recruiting

95% of IT decision-makers believe certification provides added value to the organization¹

Microsoft Learn

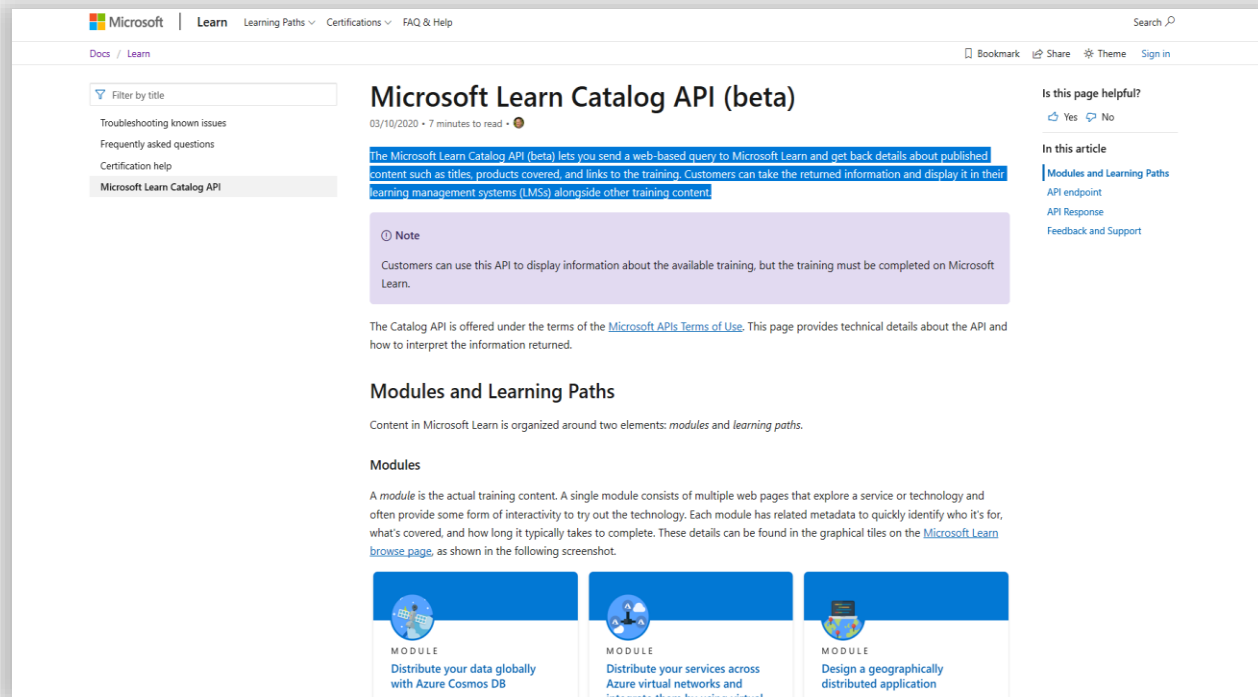
Microsoft.com/Learn

- ☐ Learn what technology does or prepare for role-based certification
- ☐ Step-by-step, bite-sized tutorials and engaging modules
- ☐ Learning paths with interactive labs, sample code, and free test drive products
- ☐ From beginners to advanced learners



Microsoft Learn Catalog API

<https://docs.microsoft.com/learn/support/catalog-api>



The Microsoft Learn Catalog API lets you send a web-based query to Microsoft Learn

It return metadata details about published content such as: titles, products covered, and links to the training

Customers can take the returned information and display it in their learning management systems (LMSs) alongside other training content