Get started with: Microsoft 365, Dynamics 365, Power Platforms, and Windows 365 in the new commerce experience in CSP

How to use this learning path

Microsoft provides a variety of readiness resources to help partners quickly learn about program, platform, and business rule changes. This document will help you navigate these materials and optimize your time reviewing them. Identify the **role icon** that best fits your role and then review the resource(s) matching that icon to start your learning path for the Microsoft 365, Dynamics 365, Power Platform, and Windows 365 in the new commerce experience in CSP.

Role icon	Partner roles	Responsibilities
	Sales & Licensing	I lead discussions with my customers (or partner with my reseller to lead discussions with their customers) to facilitate and accelerate customers' journey to the cloud.
	Operational	I manage the transaction components of the deals.
	Developer & technical specialist	I work with the Microsoft SDK/APIs.

Topic	Role	Resource
Get started		- Review the announcement communication announcing the launch. (~10 minutes) - Review the Introduction to M365, D365, Power Platform, and Windows 365 in the new commerce experience in CSP deck (L100). (~15 minutes) - Get more details on the policy and functionality changes by reviewing the L200 deck for M365, D365, Power Platform, and Windows 365 in the new commerce experience. (~15 minutes) - Review the FAQ for the M365, D365, Power Platform, and Windows 365 in the new commerce experience in CSP for answers to common questions and a deeper understanding of the new features and changes presented in other materials. (~30 minutes) ***This will be updated periodically so please check regularly for updates.*** - Review the chart comparing the new features/changes in the new commerce experience with the current experience and the impact and benefits of each. (~30 minutes) - Review the subscription management scenarios for M365, D365, Power Platform, and Windows 365 in the new commerce experience in CSP for a comparison with the current experience. (~30minutes) - Review the customer messaging documentation for CSP partners for support to answer your customers' questions. (~10 minutes) - To support you in explaining the benefits of new commerce to your customers, review the customer value deck: New commerce experience

		for M365, D365, Power Platform, and Windows 365 for CSP. (~30minutes) • Review the Customer through CSP partner FAQ for additional support to answer your customer's questions. (~10 minutes) • ***NOTE: Incentive Information will be provided the first week of September.***

Stay Current		• Stay current by reviewing information available at the below resources
		    • Partner Center Announcements
		    • Cloud Solution Provider Partner Community
		    • CSP Spotlight calls and licensing update webinars
		    • CSP Monthly Updates
		    • Monthly Regional Operations Community call covering CSP
		    • Blog: Coming to the Cloud Solution Provider Program Seat-Based Offers in New Commerce
		• Learn more about the enterprise purchasing motion in the Licensing for Windows 365 L100 deck and additional details which will be posted to the Customer Blog Post in mid-September.

Training Modules		• Attend the September and October Monthly Regional Operations Community Calls covering CSP and CSP Spotlight calls and licensing update webinars to learn more about the launch. • ***COMING SOON: Commercial Licensing Team Self-service training modules***
Operational materials		• Explore the Operating guide: M365, D365, Power Platform, and Windows 365 in the new commerce experience for CSP for a comprehensive look into how the partner experience of billing, invoicing, price lists, order entry, reconciliation files, and much more will be changing. (~90 mins) ***This will be updated periodically so please check regularly for updates.*** • Please review the resources in the new commerce experience for CSP seat based offers collection for this launch. • Review the Global Promo Readiness Guide Collection for details on available promotions
Sandbox Environment		• Learn more on how to participate in the integrated sandbox environment available on September 1, 2021, for the new commerce experience in CSP. (~60 mins)

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Incentives Material			• Review the updated FY22 partner incentive guides on the [Partner Incentives Portal.](#) • Review the communication in the upcoming enhanced partner experience in the [Microsoft Commerce Incentives Resource Collection.](#)
Technical materials			• Review the [API documentation for M365, D365, Power Platform, and Windows 365 in the new commerce experience in CSP](#). (~60 mins)