



MICROSOFT TRAINING

Microsoft Cloud Partner Program

Deepen your Microsoft Cloud expertise to build innovative solutions. Unlock partner benefits and drive business growth within the Microsoft ecosystem.

DURATION

2 hours

LEVEL

Intermediate

FORMAT

Instructor-Led

- Globally Recognized Certification

- Expert-Led Hands-On Training

- Flexible Scheduling

Computer Pride | 1st Floor, ICEA Building, Kenyatta Avenue, Nairobi | www.computer-pride.co.ke

COURSE OVERVIEW

This intensive 2-hour course provides IT professionals, business leaders, and solution architects with a comprehensive understanding of the Microsoft Cloud Partner Program (MCPPE). Designed by Computer Pride, this program delves into the intricate structure of MCPPE, explaining how partners can effectively leverage Microsoft's vast cloud ecosystem including Azure, Microsoft 365, Dynamics 365, and the Power Platform to build innovative solutions and accelerate business growth. You will learn the key pillars of the program, from foundational partner benefits to advanced specializations, and how to navigate the evolving partner landscape.

Participants will gain critical insights into maximizing their partnership with Microsoft. The course will cover how to unlock access to exclusive technical enablement resources, sales and marketing support, and co-selling opportunities that differentiate your offerings in a competitive market. By understanding the criteria for achieving Solutions Partner Designations and the strategic advantages they confer, you will be equipped to strategically position your organization for enhanced visibility, credibility, and profitability within the Microsoft partner network. This course is essential for anyone looking to deepen their engagement with Microsoft and capitalize on the immense potential of cloud technologies.

Duration	2 hours
Level	Intermediate
Vendor	Microsoft

COURSE CURRICULUM

01 Module 1: Introduction to the Microsoft Cloud Partner Program

- Evolution of the Microsoft Partner Network to MCPPE
- Understanding the Partner Center portal
- Overview of MCPPE structure and strategic intent
- Key benefits and opportunities for partners

02 Module 2: Solutions Partner Designations

- Deep dive into the six Solutions Partner Designations (e.g., Azure Infrastructure, Modern Work)
- Understanding Capability Scores and their components (Performance, Skilling, Customer Success)
- Requirements and pathways to achieving designations
- Benefits associated with each designation

03 Module 3: Leveraging Microsoft Cloud Platforms

- Overview of Azure, Microsoft 365, Dynamics 365, and Power Platform in the partner context
- Identifying solution opportunities across Microsoft's cloud stack
- Introduction to ISV and Services Partner models
- Utilizing Microsoft technologies for customer solutions

04 Module 4: Go-to-Market and Sales Acceleration

- Microsoft's Go-to-Market services for partners
- Understanding co-selling opportunities and strategies
- Utilizing marketing resources and campaigns provided by Microsoft
- Engaging with Microsoft sales teams

05 Module 5: Partner Resources, Support & Future Growth

- Accessing technical support and presales assistance
- Training and certification benefits for partners
- Understanding partner incentives and funding programs
- Maintaining and advancing partner status

CAREER PATHWAYS

Graduates of this program are prepared for the following roles:

- > **Microsoft Partner Business Development Manager**
- > **Cloud Alliance Manager (focused on Microsoft)**
- > **Microsoft Cloud Solution Strategist**

FREQUENTLY ASKED QUESTIONS

Q: What specific skills will I acquire that are directly applicable to strengthening my company's partnership with Microsoft?

This course will equip you with the strategic understanding needed to navigate the Microsoft Cloud Partner Program (MCPPE) effectively. You will gain skills in identifying relevant Solutions Partner Designations, understanding the criteria for achieving them, and leveraging Microsoft's sales, marketing, and technical resources to grow your business. You'll learn how to identify co-selling opportunities and maximize partner incentives, directly contributing to your company's engagement and profitability within the Microsoft ecosystem.

Q: Is this course suitable for non-technical roles within an IT company, such as sales or business development?

Absolutely. While the Microsoft Cloud Partner Program is built around cloud technologies, this course focuses on the business and strategic aspects of partnering with Microsoft. It is highly beneficial for sales professionals, business development managers, alliance managers, and executive leadership within IT companies who need to understand how to leverage the MCPPE for market differentiation, customer acquisition, and overall business growth, rather than just the technical implementation details.

Q: How does understanding the MCPPE through this course translate into tangible business growth for a Microsoft partner?

By deeply understanding the MCPPE, you will be able to strategically align your company's offerings with Microsoft's priorities, leading to greater visibility and credibility in the marketplace. You will learn to unlock exclusive benefits like co-selling with Microsoft sales teams, accessing advanced technical support, and leveraging marketing funds. This knowledge enables you to effectively pursue Solutions Partner Designations and advanced specializations, which directly translate into increased customer trust, enhanced solution differentiation, and ultimately, accelerated revenue generation through a stronger, more strategic partnership with Microsoft.

ABOUT COMPUTER PRIDE

**computerpride*****East Africa's Premier IT Training Center***

With over 15 years of excellence, Computer Pride delivers globally recognized certification programs from leading technology vendors. Located on Kenyatta Avenue in Nairobi's CBD, our state-of-the-art facilities and expert instructors have empowered thousands of professionals across East Africa.

15+

Years of Excellence

10,000+

Professionals Trained

50+

Vendor Certifications

READY TO ENROL?

Take the next step in your technology career.

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