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Power up with Microsoft Productivity and Unified Security

Partner success guide for Microsoft 365



Microsoft

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Microsoft 365 Guide

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Understanding Microsoft's Modern Work

M365 | A cloud-based suite of software tools designed to help organizations do more

Microsoft 365 delivers cutting-edge advancements in enterprise security, management, collaboration, and business analytics via best-in-class cloud services. Microsoft 365 brings together Office 365, Windows 10 Enterprise, and Enterprise Mobility and Security.

The combined power of these three offerings empowers users with best-in-class productivity across devices while providing IT security and control.

Businesses can access data from anywhere, collaborate with team members in real-time, meet with people virtually, and use thousands of predesigned templates to better communicate with their customers and manage their business—all with built-in security technology that safeguards their data and devices from anywhere.

Microsoft 365 tackles the following key customer priorities:

Trust

Protect your organization, data, and people.

Collaboration

Create a productive workplace that embraces diverse work styles.

Mobility

Enable your people to get things done anywhere

Intelligence

Provide insights to drive faster, better business decisions.

Microsoft 365 includes:

- The latest productivity apps, such as Microsoft Teams, Word, Excel, PowerPoint, Outlook, OneDrive, and so much more,
- Intelligent Cloud Services
- Advanced Security

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M365 Plans:
COMPARED

M365 plans cater to various needs, budgets, and customer sizes, offering web, mobile, desktop, and advanced security features. The plans vary in terms of the included applications, storage capacity, and additional features. Higher-tier plans like Enterprise E3 offer more advanced security and compliance features for organizations with more complex requirements.

Here's a comparison chart we created for some of the most popular plans.

	MICROSOFT 365 BUSINESS		MICROSOFT 365 ENTERPRISE	
OFFICE 365	**STANDARD**	**PREMIUM**	**E3**	**E5**
Audit	✓	✓	✓	✓
Compliance Manager	✓	✓	✓	✓
Data Loss Prevention		✓	✓	✓
eDiscovery (standard)		✓	✓	✓
Exchange Online	Plan 1 (50 GB)	Plan 1 (50 GB)	Plan 2 (100 GB)	Plan 2 (100GB)
Exchange Online Archiving	50 GB	1.5 TB	1.5 TB	1.5 TB
Exchange Online Protection	✓	✓	✓	✓
Information Protection for M365		✓	✓	✓
Live Events			✓	✓
Message Encryption (basic)		✓	✓	✓
Microsoft 365 Apps	Business	Business	Enterprise	Enterprise
Microsoft Dataverse for Teams	✓	✓	✓	✓
> Defender for Office 365 Plan 1		✓		✓
>> Advanced Anit - Phishing		✓		✓
>> Real-Time Reports		✓		✓
>> Safe Attachments		✓		✓
>> Safe Links		✓		✓
Microsoft Teams	✓	✓	✓	✓
Office for the Web (incl Visio)	✓	✓	✓	✓
OneDrive for Business	Plan 1 (1 TB)	Plan 1 (1 TB)	Plan 2 (unlimited)	Plan 2 (unlimited)
Power Apps for Office 365	✓	✓	✓	✓
Power Automate for Office 365	✓	✓	✓	✓
Retention Labels		✓	✓	✓
Retention Policies		✓	✓	✓
Secure Score	✓	✓	✓	✓
SharePoint Online	Plan 1	Plan 1	Plan 2	Plan 2
Viva Connections	✓	✓	✓	✓
Viva Engage	✓	✓	✓	✓
Viva Insights - Personal	Basic	Basic	Basic	Premium
Viva Learning (basic)	✓	✓	✓	✓
Webinars	✓	✓	✓	✓

ENTERPRISE MOBILITY + SECURITY	STANDARD	PREMIUM	E3	E5
Entra ID Plan 2				✓
> Entra ID Plan 1		✓	✓	✓
> > Cloud App Discovery		✓	✓	✓
> > Conditional Access		✓	✓	✓
> > Microsoft Identity Manager		✓	✓	✓
> > Self-Service Password Reset in AD		✓	✓	✓
> > Windows Autopilot		✓	✓	✓
> Device Management		✓	✓	✓
> Endpoint Analytics		✓	✓	✓

	MICROSOFT 365 BUSINESS		MICROSOFT 365 ENTERPRISE	
OFFICE 365	**STANDARD**	**PREMIUM**	**E3**	**E5**
Defender for Endpoint Plan 2		Business		✓
> Automated Investigations		✓		✓
> Endpoint Detection & Response		✓		✓
> Threat Analytics		✓		✓
> Vulnerability Management (core)		✓		✓
> Defender for Endpoint Plan 1		Business	✓	✓
> > Cross-Platform Support		✓	✓	✓
> > Enhanced ASR		✓	✓	✓
> > Mobile Threat Defense		✓	✓	✓
> > Next Gen Protection		✓	✓	✓
> > Tamper Protection		✓	✓	✓
> > Web Content Filtering		✓	✓	✓
Manage by MDM		✓	✓	✓
RELATED SERVICES				
SECURITY & COMPLIANCE				
Intune Suite		+	+	+
MICROSOFT ENTRA				
Entra External ID		✓	✓	✓
Entra ID	✓	✓	✓	✓
Entra Verified ID	✓	✓	✓	✓
AUTOMATION & INTELLIGENCE				
Microsoft 365 Copilot	+	+	+	+

M365 Maps is a great resource for full-detail, up-to-date plan comparisons. Please reach out, if you would like us to help with a walkthrough!

Add-ons:
ADD ON PRODUCTS

Copilot for Microsoft 365

Microsoft uses the Large Language Model (LLM) to give you a digital assistant that can help create content, automate tasks, and help get your work done efficiently with artificial intelligence.

Licensing: Available with Microsoft 365 Business Premium and Business Standard Customers. It is also available for Office 365 E3 & E5 and Microsoft 365 E3 & E5 customers.
Link: Microsoft Copilot for Microsoft 365 | Microsoft 365

Questions to customers

Would you like to work with an AI-powered digital assistant?

Are you looking for a tool that can help you enhance productivity and amplify human creativity?

Do you need a solution that can help you solve complex work tasks in one place and work more productively across apps?

Microsoft Copilot Studio

Create your own customized AI experience with specific focus or knowledge of an area that is important to you and your business.

Licensing: Add the intelligence of Copilot to your own web properties in a bulk purchase and adjust as you need.
Link: Microsoft Copilot Studio | Extend Copilots or Create Your Own

Questions to customers

Do you want to customize Copilot for Microsoft 365 with your own enterprise scenarios, such as answering FAQs, creating content, or analyzing data?

Do you want to build, test, and publish your own standalone copilots and custom GPTs for different domains and tasks?

Enterprise Mobility and Security E3

Enterprise bundle for customers looking to acquire Entra ID Plan 1, Purview Information Protection Plan 1, Advanced Threat Analytics, and Intone.

Licensing: Available as an add-on for Enterprise subscription products such as Office 365 E1 and E3.
Link: Enterprise Mobility and Security Pricing Options | Microsoft 365

Questions to customers

Do you want to protect your sensitive information in all your cloud apps, and apply data loss prevention (DLP) policies and encryption to prevent data leakage?

Would you like to discover and control the use of shadow IT in your organization, and assess the compliance of cloud apps?

Enterprise Mobility and Security E5

Enterprise bundle for customers looking to acquire Entra ID Plan 2, Cloud App Security, Purview Information Protection Plan 2, Advanced Threat Analytics, Advanced Threat Protection, and Intune.

Licensing: Available as an add-on for Enterprise subscription products such as Office 365 E1 and E3.
Link: Enterprise Mobility and Security Pricing Options | Microsoft 365

Questions to customers

Do you want to access comprehensive reports and dashboards to monitor and analyze your identity security posture and performance?

Are you interested in leveraging the Threat Trackers, Campaign Views, and Threat Investigation tools to identify, prioritize, investigate, and respond to threats?

***Note:** Add-on products have pre-requisite M365 bundles that must be owned before purchase.

M365 E5 Information Protection and Governance

Add data loss prevention (DLP), sensitivity labels, and retention labels to protect data from leaking as well as prevent data that has specific rules for retention from being deleted too soon or too late. Specific to enterprise customers using E1, E3, E5 suites.

Licensing: Must be an enterprise customer using E1, E3, E5 suites.

Link: Information Protection & Governance | Microsoft 365

Questions to customers

Do you want to discover, classify, and protect sensitive data across your organization, regardless of where it is stored or shared?

Do you want to use advanced data governance features, such as retention labels, records management, and data connectors, to manage the lifecycle of your data and comply with regulations?

M365 Extra File Storage

Allows you to add more storage to your M365 tenant for SharePoint file repositories when you start to run short of storage space.

Licensing: Add and remove additional storage by the Gigabyte as your needs expand and contract.

Link: Add more SharePoint storage to your subscription | Microsoft Learn

Questions to customers

Are you looking to increase your file storage for SharePoint Online?

Do you want to pay only for the extra storage you need, and adjust it on a per GB per month basis?

Microsoft Defender for Business

Endpoint protection for any device your end user needs to do their work. Defend threats to Windows, MacOS, Android, and iOS devices in your organization. Reduce the number of vulnerabilities, monitor threats, remediate with automation, and protect up to 300 users along with all of their endpoints.

Licensing: Add endpoint detection to all of your use endpoints with this easy add-on license. Up to 300 users.

Link: Microsoft Defender for Business | Microsoft Security

Questions to customers

How are you currently keeping your devices and servers secure from online threats?

Are you looking for a security solution that is simple to set up and ensures a streamlined experience?

Do you want to use next-generation antivirus protection, endpoint detection and response, and threat management to stop sophisticated cyberattacks?

Microsoft Defender for Cloud Apps

Keep your data and apps in the cloud safe. Find and control apps | that your organization does not approve, stop your information from being leaked or stolen, stop attacks that target your cloud apps, and manage and improve your security for your cloud apps.

Licensing: Included with M365 E5, E5 Security, E5 Compliance or you can add-on to M365 E3.

Link: Microsoft Defender for Cloud Apps | Microsoft Security

Questions to customers

Are you confident that your organization's data and sensitive information is secure within the cloud?

How are you currently monitoring your organization's data in the cloud?

Do you want to protect your sensitive information in all your cloud apps, and apply data loss prevention (DLP) policies and encryption to prevent data leakage?

***Note:** Add-on products have pre-requisite M365 bundles that must be owned before purchase.

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Microsoft Defender for Identity

Identity is the new attack surface that the bad actors are after to get into your data. Protect identity by analyzing usage and behavior and looking for unusual or suspicious activity.

Licensing: Included in E5 and M365 E5 Security

Link: Microsoft Defender for Identity | Microsoft Security

Questions to customers

Does your organization currently have protections in place that can identify and notify you when there is unusual or suspicious activity against your identity infrastructure?

Do you want to protect your identity infrastructure from advanced threats?

Microsoft Defender for Office

Protect users from malicious attachments and links by analyzing mail and chat for suspicious or known threats.

Licensing: Plan 1 included with Business Premium. Plan 2 included with E5. Plan 1 or Plan 2 can be added to M365 Business or Enterprise Plan.

Link: Microsoft Defender for Office 365 | Microsoft Security

Questions to customers

Do you want to protect your email and collaboration tools from advanced threats?

Would you like access to comprehensive reports and dashboards to monitor and analyze your security posture and performance?

Microsoft Intune (Plan 1 & Plan 2)

Manage all devices in your organization, whether they are yours or your employees'. Update and install software, control access to company data, and see what devices and software you have. Choose between two plans - Plan 2 has more features than Plan 1, like VPN and special device management.

Licensing: Plan 1 is included with Business Premium, E3, and E5. Plan 2 is an unusual circumstance for those looking to manage mobile applications.

Link: Microsoft Intune Plans and Pricing

Questions to customers

Are you able to protect access and data on both business-owned and personal devices?

Do you need a solution that supports a diverse range of devices, including Windows, Android, iOS, macOS, and Linux?

Do you want to simplify and secure your endpoint management and have the ability to control and protect your devices, data, and applications across your organization from one central console?

Power Apps

Create, deploy, and run easy-to-build applications for your organization in an unlimited quantity - as many as you need! Simple app creation allows nearly anyone to build the app necessary to run your business without having to engage a professional programmer.

Licensing: Included in Business Basic, Standard, and Premium as well as M365 E3 & E5.

Link: Microsoft Power Apps and Microsoft Power Automate

Questions to customers

Is your business in need of customized apps that are easy to create without the need for coding?

Do you want to use drag-and-drop elements, customizable templates, and responsive design to build apps?

Does your business currently have apps and, if so, are you able to manage them in one place?

***Note:** Add-on products have pre-requisite M365 bundles that must be owned before purchase.

Power Automate

Make the repetitive tasks simple by using automation to do the hard work in a reliable and orderly fashion. Use triggers to respond to requests, inquiries, and mentions.

Licensing: Included in Business Basic, Standard, and Premium as well as M365 E3 & E5.

Link: Microsoft Power Apps and Microsoft Power Automate

Questions to customers

Do you want to automate and optimize your business processes across different apps and systems with AI, digital, and robotic process automation?

Do you want to save time and money by streamlining workflows and reducing manual operations?

Power BI (Pro or Premium)

Create dashboards to keep everyone in the know with the data you consider the most important. Pro allows you to create and publish reports while Premium has greater ability to link data sets and offers dynamic updates with greater scale for Enterprise.

Licensing: Included in M365 E3, E5 as well as O365 E5. Add-on licenses can be attached to all O365 or M365 plans.

Link: Combine Microsoft 365 and Power BI | Microsoft Power BI

Questions to customers

Do you want to create and share rich data visualizations that help you and your team make decisions based on facts, not instinct?

Do you need more consistent performance for large volumes of data?

Do you want to connect to hundreds of sources, pull data, create engaging reports, and view 360-degree dashboards with Power BI Pro, which is included in Microsoft 365 E5?

Teams Phone with Calling Plan

Add Teams Phone along with a domestic calling plan in this simple M365 add-on that provides traditional telephony using your Teams client (or add a physical handset if your prefer).

Licensing: You must have an existing plan in Business or Enterprise plans that includes Microsoft Teams (including Teams Essentials).

Link: Microsoft Teams Phone | Microsoft Teams

Questions to customers

How do you make and receive phone calls with your team members, clients, and partners?

Do you need a cloud-based phone system that integrates with Microsoft 365 and offers unlimited storage, advanced security, and compliance features?

Teams Premium

Make Microsoft Teams even more powerful with additional features like branded meetings, custom backgrounds for content sharing, information protection label assignment to meetings, and strong B2C webinar features.

Licensing: Can be added to any license that includes Teams.

Link: Microsoft Teams Premium | Microsoft Teams

Questions to customers

How do you host virtual appointments and webinars with your customers?

Do you need premium capabilities for additional meeting scenarios, such as advanced personalized features and analytics?

***Note:** Add-on products have pre-requisite M365 bundles that must be owned before purchase.

Teams Room Basic

Enable certified third-party OEM room systems to connect and participate with Teams Meetings.

Licensing: Enable basic functionality for dedicated meeting hardware in your conference room.

Link: Microsoft Teams Rooms | Microsoft Teams

Questions to customers

Do you need a certified Teams device that can turn any space into a smart meeting room?

How do you create and join online meetings with your team members and clients?

Teams Room Pro

Bring the full experience of Microsoft Teams into a managed, room system that has all the policy and end-user features enabled.

Licensing: Enable managed functionality for dedicated meeting hardware in your conference room

Link: Microsoft Teams Rooms | Microsoft Teams

Questions to customers

Do you need a cloud-based service that integrates with Microsoft 365 and offers unlimited storage, advanced security, and compliance features for your meeting rooms?

Visio (Plan 1 or Plan 2)

Create diagrams, organizational charts, flowcharts, and more. Plan 1 is perfect for simple network diagrams, IT documentation, and org charts. Plan 2 is designed for complex and specialized circumstances that require all features, templates, and capabilities available.

Licensing: Included with Business Basic, Standard, and Premium for SMB licensing. Also included with Office 365 E1, E3, E5, and M365 E3 & E5 suites. Can be purchased separately as a standalone license.

Link: Visio in Microsoft 365 – Diagram and Flowchart Creator | Microsoft

Questions to customers

How do you create professional diagrams for your organization?

Do you need to create and share professional diagrams for your business processes, projects, and workflows?

How do you connect your diagrams to live data from internal and external sources to make informed decisions?

Windows 365 Cloud PC

Stream your Windows experience from the Microsoft Cloud to any device. Securely access your personalized apps, content, and settings, providing the productivity, security, and collaboration benefits of Microsoft 365.

Licensing: Must have an eligible Microsoft or Windows 10/11 Enterprise license.

Link: Windows 365 Cloud PC | Microsoft

Questions to customers

Do you want to enhance flexibility and productivity for your team?

Do you need to manage the compliance and security of the desktop?

Do you want to be able to work seamlessly and access your personalized Windows experience from any device?

***Note:** Add-on products have pre-requisite M365 bundles that must be owned before purchase.

Add-ons:
STANDALONE LICENSES

Exchange Online (Plan 1 or Plan 2)

Standalone mail-only option to move an end-user mailbox into the cloud with minimum cost and effort. Plan 1 includes a 50GB mailbox and Plan 2 includes 100 GB mailbox, DLP, and voicemail integration.

Link: Exchange Online Plan Comparison | Microsoft

Questions to customers

How do you manage your email, calendar, contacts, and tasks across different devices and platforms?

Do you need a secure and reliable email service?

SharePoint Online

Use Microsoft's most mature product for collaboration, co-authoring documents, document repositories, and more.

Link: SharePoint Online Plan Comparison | Microsoft

Questions to customers

Do you need a cloud-based service that integrates with Microsoft 365 and offers unlimited storage, advanced security, and compliance features?

Microsoft Apps for Business

Organizations with 300 users or less can license the most common desktop apps -- Word, Excel, PowerPoint, Outlook, OneDrive, and for Windows only Publisher and Access.

Link: Microsoft Apps for Business | Microsoft

Questions to customers

Do you need the latest versions of Microsoft 365 apps like Word, Excel, PowerPoint, and Outlook with premium features and frequent updates?

Microsoft Apps for Enterprise

Organizations of >300 users can license the most common desktop apps - Word, Excel, PowerPoint, Outlook, OneDrive, and for Windows only Publisher and Access. Enterprise Apps have more focused deployment and management tools for larger organizations.

Link: Microsoft Apps for Business | Microsoft

Questions to customers

Do you need the latest versions of Microsoft 365 apps like Word, Excel, PowerPoint, and Outlook with premium features and frequent updates?

How do you create, edit, and share documents across different devices and platforms?

Microsoft Project

Create schedules, project plans, manage resources, and keep track of time. Microsoft Project includes features like Gantt charts, kanban boards, and project calendars to help project management professionals stay on track and create and adjust plans on the fly.

Link: Project Management Solutions and Costs | Microsoft Project

Questions to customers

Are you looking for project management software that provides a variety of views to create, visualize, and manage multiple projects effectively?

Do you need a task management system that is flexible and provides high visibility without being bogged down by meetings?

***Note:** Standalone licenses can be purchased with no underlying licensing pre-requisite.

Power up with M365 Business Premium

1 solution to help run your business from everywhere..

Microsoft 365 Business Premium is intended for small and medium-sized businesses with up to 300 users. It provides the best-in-class productivity capabilities of Microsoft 365 Business Standard with the addition of comprehensive security and management features to safeguard business data and assets across devices.

- Office apps and Microsoft Teams
- Comprehensive Security
- For 1-300 Employees

1 Communicate and collaborate effortlessly

Employees can communicate in real time through chat and online meetings, share files, and co-author documents all in one place.

2 Protect from unauthorized access

Secure remote access for employees with conditional access policies, identity protection, and password loss/theft prevention through advanced multi-factor authentication.

*Multi-factor authentication thwarts 99% of identity attacks.

3 Protect against phishing attacks and ransomware

Protect your customers from sophisticated ransomware. Microsoft Defender for Business is integrated into M365 Business Premium, providing enterprise ransomware protection against viruses, spam, and phishing attacks across various devices.

4 Safeguard sensitive data

Safeguard confidential business data, such as personal and financial data. Encrypt email and protect against unauthorized access with powerful information protection capabilities.

5 Secure work data on personal devices

Implement security policies to safeguard work data on company-owned and employee devices, securely store company data within approved apps, and effectively remove business data from lost or stolen devices using Microsoft Intune.

Copilot for M365: the power of next-gen AI

Get AI Ready with Copilot for M365

Introduce your customers to Microsoft Copilot to start building the foundational productivity your SMB customers need to become AI-powered businesses.

Copilot for M365 is an AI-powered productivity tool that uses large language models (LLMs) and integrates your data with the Microsoft Graph and Microsoft 365 apps and services. It works alongside popular Microsoft 365 apps such as Word, Excel, PowerPoint, Outlook, Teams, and more.

Convert AI Excitement into foundational productivity

Copilot for M365 provides real-time intelligent assistance, enabling users to enhance their creativity, productivity, and skills.

- **In Outlook:** It can summarize emails, respond to them instantly, and help with team collaboration and scheduling.
- **In Word:** it can create copies, edit sentences, and improve writing style.
- **In PowerPoint:** it can change layouts and format text, simplifying lengthy presentations.
- **In Excel:** it simplifies data analysis by allowing users to ask queries without relying on complicated formulas.

Supercharge your CSP practice by preparing your SMB customers to leverage Copilot. Here are three key steps for getting your SMB customers ready to put the power of AI to work:

1. Introduce secure, generative AI through Microsoft Copilot to employees and customers and drive change management
2. Standardize on Microsoft 365, migrate on-prem servers, and make sure customer data is in the Microsoft Cloud.
3. Organize business data, protect internal data from leakage and oversharing, and ensure employees have the right access to internal content.

Opentext Recommends: For SMB customers, go for Microsoft 365 Business Premium to get the best out of Copilot features.
For more information, please check out our blog on Copilot for M365.


“Today marks the next major step in the evolution of how we interact with computing, which will fundamentally change the way we work and unlock a new wave of productivity growth,”
Satya Nadella
Chairman and CEO, Microsoft

Stand-out with OpenText's Secure Cloud

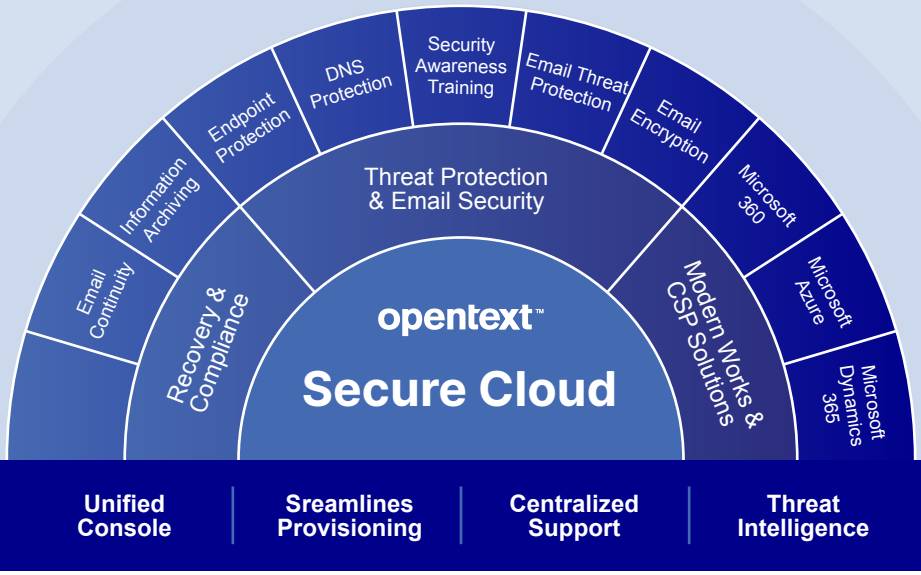
Creating your own offerings can have a 10x revenue multiplier.

Selling bundled products and services encourages clients to spend more while making informed business decisions - ultimately maximizing total revenue earnings.

Secure Cloud is our unified console that offers streamlined Microsoft 365 provisioning, is centrally supported around the clock, and provides Microsoft 365 threat intelligence. With Secure Cloud, you can build and manage your unique solutions on top of Microsoft's offers with solutions such as threat protection, business continuity, email security, recovery, and compliance.

Offer customers multi-layered, tailored Microsoft solutions coupled with:

- **Threat protection and email security:** safeguarding endpoints and devices from attacks, preventing phishing and BEC scams, and encrypting sensitive email data.
- **Recovery and compliance:** enhance data management, protect SaaS business data through cloud backup, maintain email continuity during technical issues, and support corporate compliance oversight.
- **Microsoft's Cloud for Modern Work:** Optimize Microsoft workflows, licensing, and security experiences for M365 and beyond.



Mix-and-match the best-of-breed solutions, differentiate yourself, bundle and sell solutions integrated with billing, and more. Secure Cloud is your one stop shop for growing and sustaining your managed services practice. Bundle and sell services and solutions from email to security and more.

Reaping the Microsoft benefits and incentives:

Modern Work Solution Partner Designation

Microsoft's solution partner designations, previously known as Silver and Gold Competencies, offer partners direct access to product benefits, support, marketing tools, and incentives and rebates exceeding 20%.

At OpenText, we can help activate these designations, navigate Microsoft programs, and understand complex benefit structures, ensuring correct activation and understanding of Microsoft programs and benefits.

Here are some of the main benefits you can unlock:

- Access to more than 25% in CSP monthly incentives and rebates.
- Product Benefits, previously known as Internal Use Right (IUR) licenses
- Go-to market, presales and technical deployment support.

Incentive Rates as of October 1st, 2023 to September of 2024:

Core incentive	**3.75%** Applied to all CSP modern work subscriptions (per month)
M365 Business Premium and Microsoft 365 E3 Accelerator	**5%**
Copilot for M365 & Microsoft E5 Accelerator	**7%**
New customer add accelerator	**15%**
Global calling and conferencing accelerator	**20%**

For example, if you sell M365 Business Premium to on-premises customers, expect monthly backend rebates of 3.75% (core incentive) + 5% (M365 Business Premium accelerator) + 15%. (net new customer add). = **23.75% in monthly rebates**



Navigating Certifications and Learning Paths

The Microsoft Learn portal is a great resource for partners to build learning paths and attain certifications to showcase advanced specializations and skills.

Learning paths offer a great way to explore a topic in depth and at your own pace through guided online paths. You can also learn how to accomplish a specific task through individual modules. You can filter learning paths and certifications by product, technical role, skill level, and type.

Filters make it easier to find the learning paths that best fit your needs.

Certifications offer the best way to enhance your skills through the official Microsoft learning curriculum and to earn the necessary credits required to attain both legacy Silver and Gold competencies as well as the new Solution Partner Designations.

There are two ways to prepare for exams: online (free) or through instructor-led training (paid). You can scroll to the bottom of each certification's page to access the on-demand modules and start studying.

Note: The two most common M365 certifications are MS900: MS365 Fundamentals, which is best for business and sales resources that need to articulate the value of M365, and MS100: Microsoft 365 Identity & Services, which is best for technical administrators who take part in evaluating, planning, migrating, deploying, and managing Microsoft 365 services.

Please let us know if you are interested in pursuing a certification, as we may be able to offer exam vouchers for free based on availability.

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The Microsoft Partner Success Team: Simplifying Microsoft for Partners

We are an extension of your team. We are here to work with you towards the same goals and objectives, simplifying the Microsoft world and celebrating milestones along the way.

At Opentext, we provide our partners with Microsoft consultations to help you grow your business:

- Microsoft AI Cloud Partner Program consultations to help you unlock the Microsoft partner benefits and incentives
- Microsoft licensing, product presales and post sales support consultations
- Learning paths consultations to help you develop the skills of your team
- Bundling and packaging consultations to help you package your offering and go to market
- Partner program consultations to help you navigate and get the most out of the program changes swiftly as they occur

Schedule a consultation now:

FLOWCODE PRIVACY.FLOWCODE.COM



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Want to discuss moving your clients to M365?

Schedule a call

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