








Get started with the new commerce experience for Azure in CSP

The Microsoft Breadth motion.

How to use this learning path














Review resources showing your **role icon** to learn about the new commerce experience for Azure in CSP.

Role icon	Partner roles	Responsibilities
	Sales & Licensing roles	I lead discussions with customers about their needs in support of selling Microsoft Azure and explaining the benefits of buying from a Microsoft Partner.
	Operational roles	I execute the transactional nature of the deals.
	Cloud/Technical specialist	I build and integrate Microsoft's API documentation.

Topic	Role	Resource
Get started	 	<ul style="list-style-type: none"> Get started by reading Microsoft One Commercial Partner's article on how to grow your business with the new commerce experience for Azure in the CSP Program. As organizations digitally and create value, review how to Expand your opportunities with Azure in the cloud Solution Provider program. Review information on the agreements available for CSP by getting licensing ready. Get to know the benefits of the new commerce experience in CSP by reviewing the Partner pitch deck. Be aware of upcoming changes to the previous Azure offer availability in CSP by reviewing this L100 overview deck. Navigate to the Operations Readiness Resource Gallery to find all relevant launch readiness. There are several collections that organize the content into consumable sections. The collection navigation can be seen below. <ul style="list-style-type: none"> A new commerce experience in CSP for Azure <ul style="list-style-type: none"> UI Documentation API Documentation Video & Webinar Resources Partner Admin Link (PAL)
Stay Current	 	<ul style="list-style-type: none"> Stay current by reviewing information available at the below resources <ul style="list-style-type: none"> Partner Center Announcements Blogs CSP Monthly Updates

Get started with the new commerce experience for Azure in CSP

The Microsoft Breadth motion.

		<ul style="list-style-type: none"> • Docs.microsoft.com • Yammer Channels • Regional Operations Community Calls
Core material	 	<ul style="list-style-type: none"> • Understand the new Partner investments and opportunities with the new commerce experience for Azure in CSP. Review this 10 minute video to get an overview of the new agreements and new Azure experience. • Deep dive by reviewing the available learning decks – L100 and L200 • Have a question? Review the available FAQ. • Review the guide to understanding partner earned credit. • Understand upcoming changes to the previous Azure offer availability in CSP, the phased approach and timeline – L100, FAQ, Comparison chart.
Training Modules	 	<ul style="list-style-type: none"> • Visit the on-demand licensing training modules to deep dive into 15 targeted trainings.
Previously recorded events or webinars	 	<ul style="list-style-type: none"> • Review past Regional Operations CSP Community Calls here. • Review the February 2020 Licensing Updates and CSP Spotlight.
Technical Documentation	 	<ul style="list-style-type: none"> • API documentation is available as it relates to this launch. Existing API's have also been updated. Please consume the related API documentation and take the necessary actions. • UI documentation is available as it relates to this launch. Review the available documents to become familiar with the changes.
Transitioning from the Enterprise program into CSP		<ul style="list-style-type: none"> • Review technical specs within the PDF Guidance & FAQ on how to transition from transacting in the Enterprise program in the new commerce experience for Azure in CSP. Please note, this feature is currently only available to Azure Expert MSPs.
Having conversations with your Customers		<ul style="list-style-type: none"> • Utilize the customer facing resource when explaining the Microsoft new commerce experience for Azure in CSP with your customer.
Partner Admin Link (PAL)	 	<ul style="list-style-type: none"> • Reference the one page document guide to explore Partner Admin Link (PAL). • Access the Operations Readiness Resource Gallery PAL collection to find more content regarding PAL.
Microsoft Commerce Incentives (MCI) program		<ul style="list-style-type: none"> • Get to know the new Microsoft Commerce Incentive (MCI) program. • Enroll and onboard to the MCI program in Partner Center to earn the breadth motion MCI. • Review the available resources on the MCI program on the Operations Readiness Resource Gallery.