

March 2017: 400M monthly active devices running Windows 10!

UPDATE Windows 10 is now available in Microsoft FastTrack

Microsoft FastTrack provides tools and resources that have helped thousands of customers and partners plan upgrades, streamline deployment, and accelerate adoption of Office 365 and Enterprise Mobility + Security. Now, FastTrack onboarding services are available for Windows 10.

Windows 10 FastTrack deployment services will be delivered through qualified partners (rather than FastTrack engineers), so there's a great opportunity for you to create high value service opportunities and recurring revenue streams. For the first time, eligible partners can request [Windows Accelerate](#) funding* directly through FastTrack. This will streamline access to funding for Windows 10 Proof of Concepts and Production Pilots to help you close large deployment opportunities. Please note: after March 31, 2017, only partners who have earned the Windows and Devices competency will be eligible for Windows Accelerate funding.

[Enroll in FastTrack now](#), invite your customers to create a Windows 10 success plan, and let's start using the power of Windows 10 to help you grow your business and profits.

*Funding approval subject to Windows Accelerate program guidelines



Like what you are reading? If you want to keep receiving this newsletter, sign up now! You will be the first to know when new Windows 10 resources, events, and announcements come up.

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NEW Announcing the Modern Desktop P-Seller Program

P-Sellers, Microsoft's go-to partner resources who work at key managed partners, collaborate closely with Microsoft Field to make our joint co-selling strategy real! Objectives for the Modern Desktop program include:

- Increase sales and technical capabilities at our top Partner sellers through online and in-person events
- Bolster capacity of the Modern Desktop P-seller community to increase reach in every market
- Foster a unique co-selling community between Partner Sellers and Microsoft Sales Teams

What is a P-Seller?

Microsoft's "go to" partner resources who work at our best managed partners making our joint Co-selling strategy real!

Deep Microsoft sales & technical expertise



This is a new program which will evolve to meet Modern Desktop P-Seller needs based on their feedback and participation. This program will highlight key resources from MPN as well as exclusive content that has been landed with our Microsoft sellers.

Look for more updates and great information on [Modern Desktop P-Seller Yammer](#). If you have any questions on the Modern Desktop P-Seller Program, submit them to the [Yammer group](#) for community assistance. If you are interested in participating in the Modern Desktop P-Seller program, please reach out to your Microsoft PSE and express interest. We'd love to meet you!

NEW Register for the Inspire Partner Conference!

Microsoft Inspire is where the world meets to transform business. Hear the latest revelations from industry experts, top Microsoft leaders, and fellow Microsoft partners and take part in the face-to-face conversations that can lead to your company's next big opportunity.

Inspire is the event of the year and takes place on July 9 – 13, 2017 at the Walter E. Washington Convention Center in Washington DC. Are you ready to be inspired?

[Register today for Microsoft Inspire](#)

Once registered, check out the valuable resources below to prepare for your visit to Inspire and Washington DC:

- Check back [here](#) for updates from Inspire to prepare for the conference
- [Explore the 2016 sessions](#) to familiarize yourself with Inspire
- [Read our FAQ](#) for answers to questions about Inspire and visiting Washington DC



NEW Windows Analytics / Upgrade Readiness

New name, new availability date, and new ways to demo to your customers! Windows Analytics / Upgrade Readiness (formerly known as Upgrade Analytics) will be available in March 2017 without any preview restrictions. With General Availability, support for Windows 10 feature updates has been added. Windows Analytics / Upgrade Readiness provides powerful insights and recommendations about the computers, applications, and drivers in an organization, at no extra cost and without additional infrastructure requirements. With this new service you can guide your customers through upgrade and feature update projects using a workflow based on Microsoft recommended practices. Up-to-date inventory data allows you to help your customers balance the cost and risk of upgrade projects.

You can get more information [here](#), but if you learn best through videos, these new interactive guides provide a quick intro to Windows Analytics / Upgrade Readiness, and instruction on how to set up the service, and stream Windows upgrades. Our interactive guides include: [Introducing the Windows Analytics / Upgrade Readiness – Interactive Guide](#); [Setting up the Windows Analytics / Upgrade Readiness – Interactive Guide](#); [Streamlining your Windows upgrades with the Windows Analytics / Upgrade Readiness – Interactive Guide](#)



Finally, if you'd like to demo Windows Analytics to your customers you can download these new [Windows Analytics / Upgrade Readiness Presenter-Driven Installers](#). This zip file (107MB) contains presenter-driven installers for the 3 scenarios above. These files do not require DemoMate to be installed on a local device, as they come packaged with a run time player. This enables you to use a dual screen mode to click through each interactive guide on your laptop, while showing customers what appears to be a live Windows Analytics deployed service.

Check out these new guides and use Windows Analytics to streamline and accelerate upgrades to Windows 10.

NEW Windows 10 Virtual Labs are now available!

This month, we released [ten new Windows 10 virtual labs](#) so that Windows Partners and IT pros can get direct hands-on experience with Windows as a Service (WaaS), Windows security technologies, and new deployment scenarios before they do a full-scale rollout in their organizations.

What is a virtual lab?

Virtual labs let Windows Partners and IT pros try-out common Windows 10 tasks using a cloud-based private virtual machine environment. Each lab features a series of instructions, and access to one or more virtual machines, with no additional software or setup required.

Labs available today:

- Deploy and manage Windows as a Service
- Deploy Windows Information Protection
- Deploy Device Guard
- Deploy Credential Guard
- Enable and secure a remote workforce by joining Windows 10 to Azure Active Directory
- Simplify Windows 10 deployment by using provisioning packages
- Upgrade in place to Windows 10 by using MDT and Configuration Manager
- Customize the Windows 10 Start menu and taskbar during deployment
- Set up Windows Store for Business to deploy apps in your enterprise
- Use Internet Explorer Enterprise Mode to fix compatibility issues

For your convenience, we've created a single landing page for these labs on the Windows IT Center – <https://aka.ms/w10virtuallabs> – and we'll be adding new labs in the months to come.



NEW Partner sales campaign for Windows 10 Enterprise E3/E5 per user via EA/CSP

Align Windows sales to your existing cloud-focused sales motion for Office 365 (new and renewals) and earn more! Like Office 365, Windows is shifting to a per user, on-going innovation model. This new model will:

- Put your users at the center of your licensing solution – frees users to access Windows across all their devices
- Deliver Windows Enterprise across platforms and devices, giving employees flexibility of Windows Enterprise remotely
- Simplify licensing and management - counting users is easier than counting devices and for about the same price.

Make sure your customers are licensed for the best Windows operating system ever. Microsoft is now offering several Windows 10 sales partner incentive campaigns to help speed Windows 10 adoption. Here's a quick overview of the incentives – **now through June 2017**:

	Objective	Eligible Partners	Opportunity	Incentive Award	Deal Cap
Sales	Drive Per User Rev & Mix by increasing Windows mindshare. Increase Per User attach to O365 & E5 sales.	LSP	Indirect & Direct EA & EAS License New, Renewal, True up & Add on subscription	\$5/Windows E3 Per User \$10/Windows E5 Per User	20K seat cap per customer \$100k for E3 per user \$200k for E5 per user
	Reward authorized CSP Direct and Indirect Resellers selling Windows 10 Enterprise E3/E5.	CSP	CSP Subscriptions with Windows 10 Enterprise E3/E5 per User licenses	\$5 / Windows E3 Per User \$10 / Windows E5 Per User	20K seat cap per customer \$100k for E3 per user \$200k for E5 per user

- Expanded scope – We are **adding Direct Enterprise Agreement (EA)/Enterprise Agreement Subscription (EAS) deals** with eligible licenses to the incentive scope.
- Expanded scope again – We are **adding Cloud Solution Provider (CSP) eligible Windows 10 E3/E5 Per User transactions for Direct & Indirect Resellers.**
- Increased incentives – We are increasing the incentive for **Windows 10 Enterprise E5 per User seats to \$10/seat.**
- Contact your Microsoft sales representative for more information.

NEW Turbo-charge your deployments with Windows Analytics / Update Compliance

To help customers gain deep insights into the operational efficiency, health, and security of their Windows 10 devices, we have expanded our a suite of cloud-powered [Windows Analytics](#) solutions. In addition to upgrade and compatibility readiness, Windows Analytics / Update Compliance offers free insights available in public preview starting today that provide a holistic view of Windows 10 update compliance for both monthly quality updates and new feature updates. This free resource will help organizations monitor deployment progress, identify issues and provide insights about their fully-patched, secure Windows 10 device environment. Find the latest Windows updates, check out the [Windows Blog](#)

Find out how you can benefit from Windows 10 through deployment, managed services, new devices, and security. Bookmark the MPN Windows 10 solution page to your Favorites!

Visit the one-stop partner shop for Windows 10

Upcoming events

Microsoft Build

[Register for Build](#) | May 10-May 12, 2017 | Washington State Convention Center, Seattle

Software continues to transform the world in remarkable ways, and developers are at the center of it. We're inviting developers to join us in downtown Seattle to learn about latest new technologies and exciting plans on the horizon. As always, Microsoft Build is filled with strong technical sessions as well as opportunities to meet and learn from others in the industry.

Learn more about [Microsoft Build](#)

Online Windows Tech Series Events

Management

Region	Language	Date	Registration Link
Americas	English	March 30, 2017	Technical Deep Dive on Windows Management

Deployment

Region	Language	Date	Registration Link
Americas	English	March 27 - March 28, 2017	Technical Deep Dive on Windows Deployment

Security

Region	Language	Date	Registration Link
Americas	English	February 28, 2017	Technical Deep Dive on Windows Security
Americas	English	March 29, 2017	Global: Technical Deep Dive on Windows Security
Americas	English	April 18, 2017	Introduction to Windows Security

Windows on CSP

Region	Language	Date	Registration Link
Americas	English	March 20, 2017	Technical Deep Dive on Windows in CSP
Americas	English	April 11, 2017	Technical Deep Dive on Windows in CSP

Learn more about [Online Windows Tech Series events](#)

Programs and Resources

Windows Solutions for Partners

Windows 10 for Business

Secure and Productive Windows 10 Enterprise

Windows 10 Enterprise E3 in CSP

Windows Partner Community Blog Series

Windows Partner Yammer Group

Windows Education Partner Network