



THE PARTNERSHIP POST

Welcome to the second edition of *The Partnership Post*, a bulletin published every fifteen days from Ingram Micro and Microsoft that will keep you informed about the product updates and company activities that impact your business.

Implement partner security requirements immediately to safeguard your business

Applicable to:

- All partner organizations participating in the Cloud Solution Provider (CSP) program that transact using Microsoft commercial cloud services:
 - Direct Bill Partners
 - Indirect Providers
 - Indirect Resellers

Category: Security & Compliance

To help protect partners and customers last **August 1st** Microsoft introduced a set of mandatory security requirements for partners participating in the CSP program, Control Panel Vendors, and Advisor partners.

These partners are required to take following actions:

- **Enforce multi-factor authentication for all users in partner tenants**
- **Adopt the Secure Application Model framework**

Microsoft has emphasized that this requirements needs to be completed by and all partners participating in the CSP program to comply with the security requirements in the [Cloud Solution Provider Program Guide](#) to safeguard their business.

Although Microsoft is not acting immediately to enforce technically, however it is working on creating technical enforcement so that partners who do not meet the security requirements will not be able to transact in the CSP program or manage customer tenants leveraging delegated admin rights.

The resources below will help you start planning and implementing these security requirements immediately. More resources are available on the [CSP Program Updates Resource Gallery](#).

- Partner security requirements implementation [step-by-step guide](#)
- Partner security requirements [frequently asked questions](#)
- [Recordings with Microsoft technical experts](#)



Microsoft Partner Agreement is coming September 1, 2019

Starting **September 1st, 2019**, Partners will find the Microsoft Partner Agreement in the CSP program through Partner Center, replacing the existing CSP program agreements including:

- Microsoft Cloud Distributor Agreement (MCDA) for CSP Indirect Providers
- Multi-tier terms for multi-tier partners
- Indirect reseller terms
- US Government Cloud Terms

Additionally, as part of this new enhanced process, all CSP indirect resellers will need to accept the MPA on Partner Center.

All partners in the CSP program must execute the Microsoft Partner Agreement prior to **January 31, 2020, to ensure no disruption of your ability to make orders from new or existing customers under the CSP program.**

Indirect Resellers that work with Indirect Providers will have a new requirement to accept the Microsoft Partner Agreement in the partner center. As part of the new process, all Indirect Resellers will need to onboard to Partner Center in order to accept the Microsoft Partner Agreement.

A Partner Preview of the Microsoft Partner Agreement is Available from July 1, 2019

Partners can now access a preview of the new MPA via the following link:

<https://partner.microsoft.com/dashboard/account/v3/programs> (Partner Center logon is required). We encourage you to familiarize your teams with the new agreement and execute the MPA as soon as it becomes available September 1st.

To learn more about the MPA and how it makes it easier for partners to do business with Microsoft, please review these [frequently asked questions](#).

Timeline for Microsoft Partner Agreement

JUL 1, 2019

The MPA is available for partner preview on Partner Center.

AUG 31, 2019

All versions of the MCRA agreement and MCDA agreement expire on August 31, 2019.

SEP 1, 2019

The MPA is available for signature on Partner Center starting Sep 1, 2019.

JAN 31, 2020

All partners in the CSP program are required to accept the MPA to transact in the CSP program.

Partner next steps and action required

- Start to review the preview of MPA here:
<https://partner.microsoft.com/dashboard/account/v3/programs>
- Inform key stakeholders in your organization to be prepared and make an appropriate plan
- All direct bill partners and indirect providers in the CSP program
 - Review the resources below and understand what is coming with the new MPA
 - [Partner overview presentation](#)
- Indirect providers and indirect resellers transacting on CSP through those Indirect Providers
 - Understand the new requirement for indirect resellers with MPA
 - All CSP indirect resellers will be required to onboard to Partner Center to accept the MPA
 - Indirect providers need to help the resellers get ready and onboard to Partner Center using the [reseller onboarding resources](#)



To learn more about the MPA and how it makes it easier for partners to do business with Microsoft, please review these **frequently asked questions.**





Microsoft Demos, Customer Immersion experiences and demonstrations

Microsoft Business Value Programs and demos.microsoft.com have long been go-to locations for partners to get the latest sales tools, deliver the best demos, and have value-based conversations with customers. We're excited to deliver this evolution of these best-in-class resources and tools to help you continue to accelerate and grow your business. You will find on demand demonstrations to use with customers, customer conversations and demos to use for your next customer meeting. Resources include:

- [Customer Immersion Experiences and demonstrations](#) have been consolidated to a single location, providing a single experience that allows you to deliver on-demand demonstrations from a hosted environment or work through the simple storytelling documents and click-throughs.
- You can easily create [customer conversations](#) about Microsoft 365 based role, segment, industry, and specific action items.
- [Cost takeout tools, value calculators, and TEI studies](#) are available for you to use to help your customers understand cost benefits and ROI when moving to Microsoft 365.
- Microsoft Dynamics 365 and Power Platform experiences remain available for demos that span across products and solutions.

How do I access the new site?

The transform.microsoft.com site uses the Microsoft Partner Center for authentication. Your organization must be enrolled in the [Microsoft Partner Network](#) for you to access transform.microsoft.com through the [Microsoft Partner Center](#). If your organization isn't enrolled in the Microsoft Partner Network, you won't be able to access these new resources. If you previously had access to these tools, but can't access them now, it's likely that your organization isn't enrolled in the Microsoft Partner Network. Enroll your organization in the [Microsoft Partner Network](#) for continued access to these tools. If you need further assistance, please review the information about the [Microsoft Partner Center](#).

The answers to other frequently asked questions about each of the tools are available on the new transform.microsoft.com site.

Shared Computer Activation for Microsoft 365 Business

Microsoft has announced the ability to enable shared computer activation for Office by Microsoft 365 Business subscribers

Normally, users can install and activate the Office 365 Business Client on a limited number of devices only, such as 5 PCs. Using the Office 365 Business Client with shared computer activation enabled doesn't count against that limit.

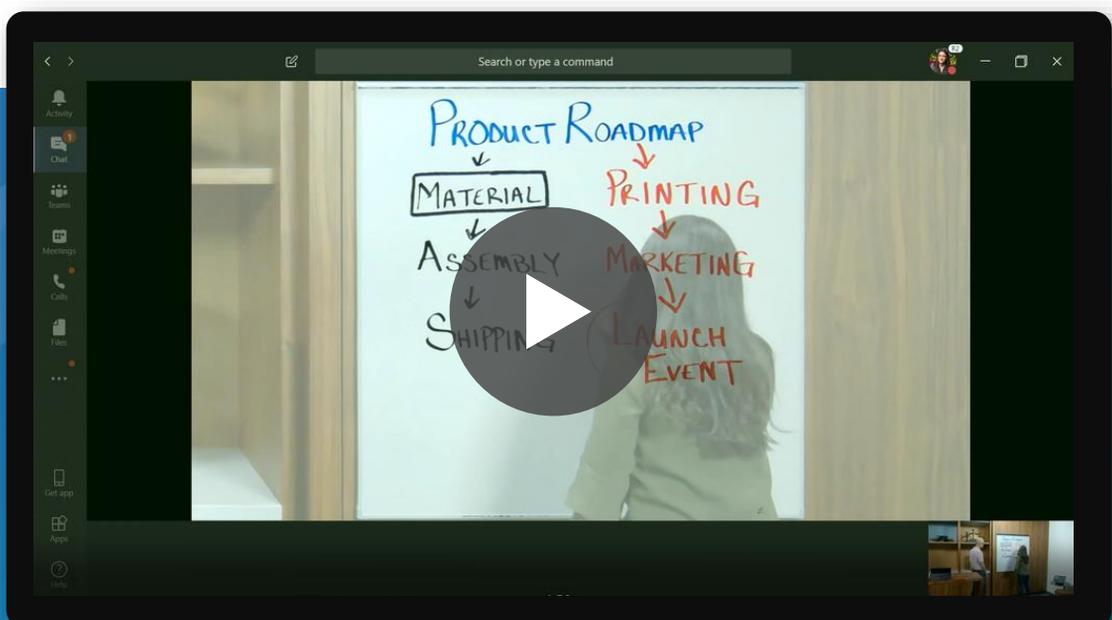
This helps in scenarios where multiple users are connecting to the same remote computer at the same time. The users can each run Office programs, such as Word or Excel, at the same time on the remote computer. Enabling shared computer activation for Office can also be useful in situations where multiple users share the same computer and the users are logging in with their own account.

You can find out more about the announcement at techcommunity.microsoft.com

An inclusive meeting experience for everyone in any room with Microsoft Teams Rooms

In today's modern workplace, teams come together from around the world to get things done. The Microsoft Teams Rooms app helps those teams keep everyone engaged and creates an inclusive experience for people in the room and remote viewers.

Microsoft Teams Rooms app brings a new content camera feature that enables users to intelligently include a traditional whiteboard in their Teams meeting. Powered by artificial intelligence in the Microsoft cloud, a dedicated content camera intelligently detects, crops, and frames the in-room whiteboard and shares its content with remote meeting participants. Even when a presenter moves in front of the whiteboard, remote participants will be able to see the content right through them.



Microsoft Teams innovation and momentum paves the way for Skype for Business Online retirement

Microsoft [announced](#) that **Skype for Business Online will be retired on July 31, 2021**, and after that date, the service will no longer be accessible. Between now and then, current Skype for Business Online customers will experience no change in service, and they will be able to continue to add new users as needed. However, **starting September 1, 2019**, we will onboard all new Office 365 customers directly to Teams for chat, meetings, and calling. Please note that the Skype Consumer service and Skype for Business Server will both be unaffected by this announcement.

What does this announcement mean for you?

- Current Skype for Business Online customers will experience no change in service through July 31, 2021. After that, customers will no longer be able to access the Skype for Business Online service.
- Skype for Business Online customers and those with Hybrid (online and on-premises) configurations, will have until July 31, 2021 to transition to Microsoft Teams. We encourage partners to continue customer dialog to start their upgrade planning and execution.
- There is no impact to our Skype for Business Server on-premises customers or the Skype Consumer service.
- Current Skype for Business Online customers will be able to add/remove users per their contracts until the retirement of the service.
- Support for the integration of third-party Audio Conferencing Providers (ACP) into Skype for Business Online has been extended to July 31, 2021, with limited support for remaining active tenants to allow additional time for transition. This is an update in the ACP timeline that was originally announced April 2018.

Calls to action

- While the retirement date is still 24 months in the future, you should continue to encourage your customers to adopt Teams as their primary communication and collaboration application in Office 365. Create change management plans and new revenue streams constructing a Teams practice.

Resources to utilize:

- Skype for Business Online Retirement Resources - [FAQ](#), [presentation](#) and [communication template](#)
- [Skype for Business to Teams Planning Workshop materials](#)
- [FastTrack Skype for Business to Teams Upgrade Guidance](#)
- [Microsoft 365 Partner Portal for Teamwork practice development](#)
- [Microsoft Teams Partner Guide for Calling and Meetings](#)
- [Microsoft Teams Technical Documentation](#)

Introducing Azure Lighthouse

Applicable to: All partners

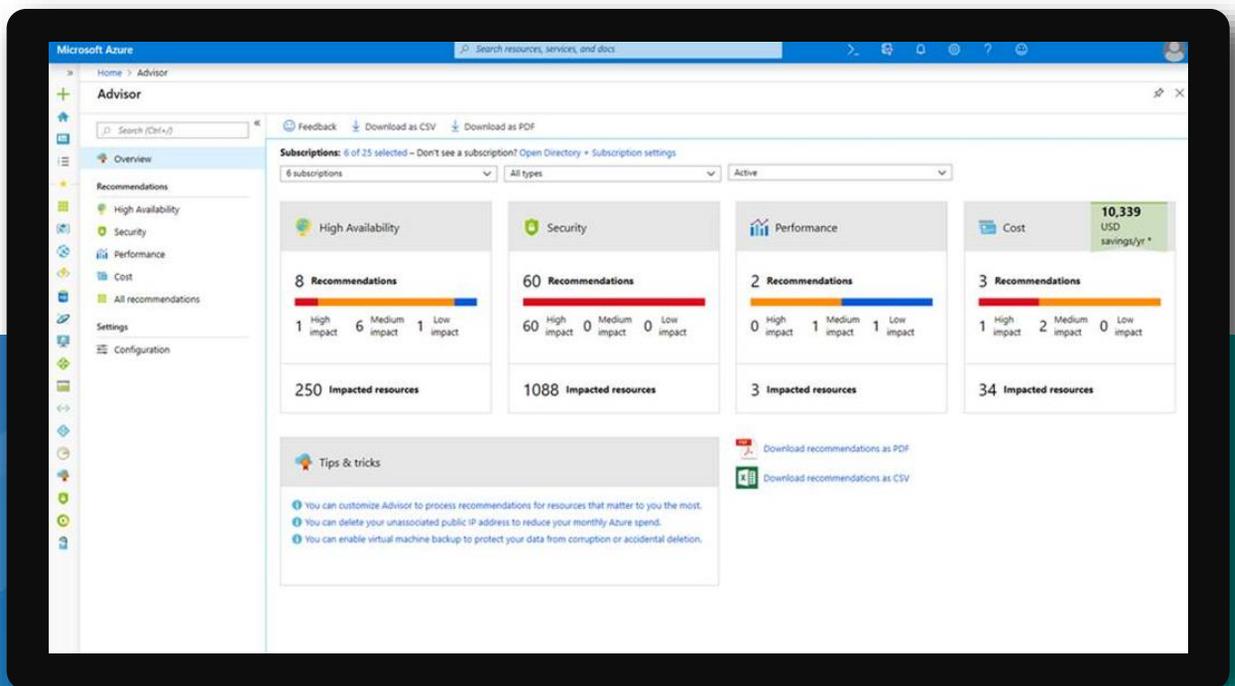
Category: Drive efficiency and scale

- While the retirement date is still 24 months in the future, you should continue to encourage your customers to adopt Teams as their primary communication and collaboration application in Office 365. Create change management plans and new revenue streams constructing a Teams practice.

For more information, visit Azure.com/lighthouse.

Microsoft Azure Advisor

Many Azure services offer best practices and advice. Examples include Azure Security Center, Azure Cost Management, and Azure SQL Database. But what if you want a single source for Azure best practices, a central location where you can see and act on every optimization recommendation available to you? That's why Microsoft has created [Microsoft Azure Advisor](#), a service that helps you optimize your resources for high availability, security, performance, and cost. Advisor pulls in recommendations from across Azure and supplements them with best practices of its own. In this blog, we'll explore how you can use Advisor as your single destination for resource optimization and start getting more out of Azure.



Streamlining the customer experience for partner invitation acceptance

Applicable to: All CSP partners and Advisors using Partner Center

Category: Security and Compliance

The customer experience for accepting a reseller relationship invitation from a Cloud Solution Provider partner using the "Request a reseller relationship" feature is changing, starting September 3, 2019.

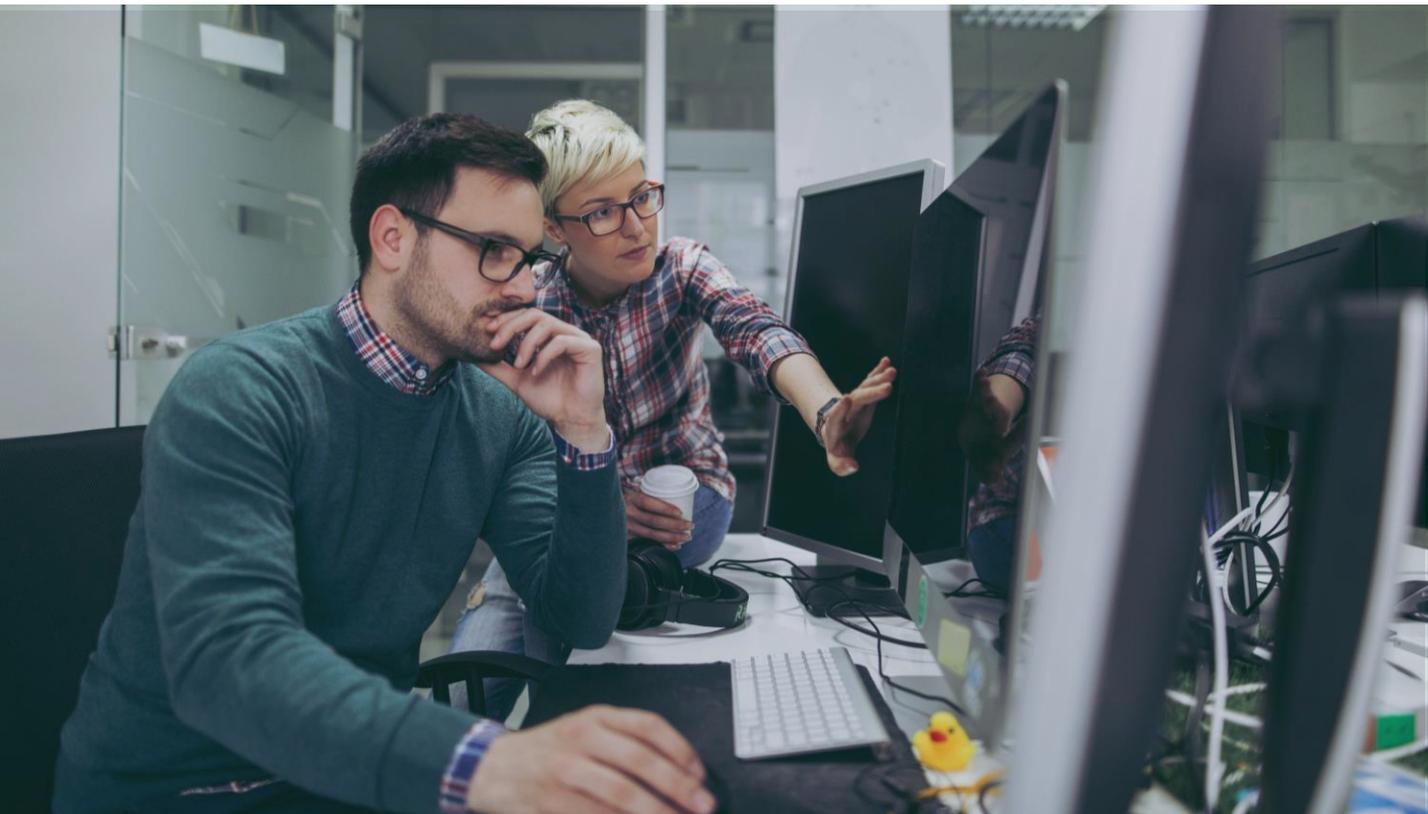
Instead of directing customers to the Microsoft Store for Business to accept the relationship, it will direct customers to the Microsoft 365 Admin Center. This change applies to the Partner Center "Request a reseller relationship" feature, as well as the Partner Center API link returned when calling "Retrieve a relationship request URL".

Next Steps

By September 30th, all partners must transition their systems and processes to the new [Microsoft 365 Admin Center experience](#) and be able to convey the new experience as necessary with new customers going through the partner invitation acceptance process.

Additional Resources:

Go [here](#) to find related API, customer experience overview, Partner Center Learn More articles, and more on the CSP Program Updates Resource Gallery.



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