



Microsoft 365 Copilot News & Information

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Partner Training & Enablement (Copilot)

TD SYNnex

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Changes announced by Microsoft

AS OF DECEMBER 1, 2024

New Annual Commit, Monthly billing option (Annual/Monthly) is available for:

- Microsoft 365 Copilot, Copilot for Sales, and Copilot for Service
 - Customers will have a choice, to order: Annual/Annual or the new Annual/Monthly
- Price for Annual/Monthly will be 5% higher than the current Annual/Annual subscription
- The Annual/Annual up front price for...
 - Microsoft 365 Copilot
 - Copilot for Sales
 - Copilot for Service...will remain unchanged.

Annual/Monthly^{CSP} prices
are increasing 5%
starting April 1st

Microsoft AI Cloud Partner Program (MAICPP)

New benefits became available this year (January 22), for Partner Launch, Success Core, Success Expanded, and Solutions Partner designation and specialization packages.

✨ If you have one of these benefit packages, you should plan to [log into Microsoft Partner Center to access and redeem](#) your new internal use licenses (found in the benefits workspace).

Partner Success Expanded Benefits package, includes:

- **Microsoft 365 Copilot x2 licenses**
- Copilot for Sales, Copilot for Finance, Copilot for Service, each x2
- Microsoft 365 Business Premium x35
- \$4,000 Azure bulk credit
- Entra ID Plan 2, Defender for Endpoint Plan 2, each x35
- Power BI Premium, Dynamics 365, and more!

Solutions Partner Benefits package includes, (Modern Work solutions partner designation is a prerequisite for this one):

- **Microsoft 365 Copilot x5 licenses**
- Microsoft 365 E5 x200
- Visual Studio Enterprise subscriptions x25
- And much more!

[Click here to subscribe](#) to our “What's New With MAICPP” **newsletter** via LinkedIn, and stay up to date with the latest MAICPP news.

** Free offer is for TD SYNnex US partners only. Maximum of 50 licenses per end customer and while supplies last.*



Microsoft 365 for Copilot Acceleration Incentive

Free AvePoint Policies & Insights

Attend a TD SYNnex Copilot training (webinar, bootcamp, briefing or clinic) between Jan 1st and June 30th, and earn free 3-month AvePoint Policies & Insights subscriptions for your Copilot ready customers to assess their environments.*

To prepare for Copilot, customers need a data strategy focused on security, data classification, and security labels. AvePoint Policies & Insights creates an AI-ready environment, enhancing efficiency and security.

After attending a TD SYNnex Copilot training, add your name to the link below for a promotional SKU in Stellr, and you'll receive an email on accessing your free subscriptions.

<> Watch the video, www.youtube.com/watch?v=kgbnQvL-sFc

[Start Here](#)



Copilot Readiness Assessment

The Microsoft Copilot Readiness Assessment helps organizations prepare for integrating AI-driven workflows into Microsoft 365. It ensures users are ready for AI by assessing an End Customer's Entra ID, SharePoint, Teams, and OneDrive to identify areas needing improvement before a full deployment.

Our Services



Comprehensive Assessment

Evaluate your current Entra ID, SharePoint, Teams, and OneDrive to identify areas that need remediation.



Training

Training sessions aim to equip IT Administrators and end-users with the necessary skills to effectively use Copilot tools.



Remediation Report

Receive a detailed report outlining the necessary steps to prepare for Copilot deployment.



Follow-On Remediation

Option to reengage with us for remediation services



What's Next?

Avepoint Tool

This offering utilizes the Avepoint Policies and Insights tool. Resellers must purchase and provide access to this tool as a prerequisite.

Order Process

To order this service, provide a signed copy of the Statement of Work and a Purchase Order.

To Get Started: ServiceBD@tdsynnex.com

ServiceSolv

Our ServiceSolv team is available to help you with a **Copilot Readiness Assessment!**

AFTER you get your free copy of **AvePoint Policies and Insights**, contact our ServiceSolv team to perform the assessment for you.

Got questions? Want to get started?:

Contact ServiceSolv directly by email; refer to the 'Copilot Readiness Assessment'.

servicebd@tdsynnex.com



To get started do 1 of the following

- **Send an email to** copilot@tdsynnex.com and let us know you want to sign-up for CCE training (a 'train-the-trainer' session)
- **Scan the QR code** and complete the sign-up form



[Or click here](#)

A Microsoft 365 Copilot demo environment from TD SYNnex!

- **The TD SYNnex Copilot CloudLab Experience (CCE)** offers a distinctive opportunity for partners to receive expert-guided training and access to a demo tenant, setup with a Microsoft 365 Copilot license.
- **The real value** of this immersive experience, is that you will be able to invite your end customers in to "test drive" Copilot across various Microsoft 365 apps, showcasing the real-world business benefits of Microsoft 365 Copilot.
- **Certification training:** This is a required 2-hour 'train-the-trainer' session for partners and you only need to attend once, to learn the basics of how to schedule and use the CCE.
- **After completing the training** and receiving certification from TD SYNnex, you will be able to book the CCE and provide demos to your end user customers in the CCE as needed.

CSP promotions to help you empower your customers!

NEW

Upsell to Business Premium

M365 BP 15% Promo

New to BP customers, up to 300 seats
*North America

January 6th – April 1st

Upsell to M365 E3

M365 E3 15% Promo

New to M365 E3 customer, max 2400 seats

NEW

E5 Compliance Mini Bundle 50% Promo

M365 E3, July 1st – June 30th
E5 Compliance Mini Bundle, Feb 2025-Feb 2026

Upsell to M365 E5

M365 E5 15% Promo

New to M365 E5 customers, max 2400 seats

January 1st – June 30th

M365 Copilot

NEW

IURs available

For select benefits packages

EXTENDED

M365 Copilot 15% Promo

For >10 seats up to max of 300 seats

NEW

Available on Annual Monthly

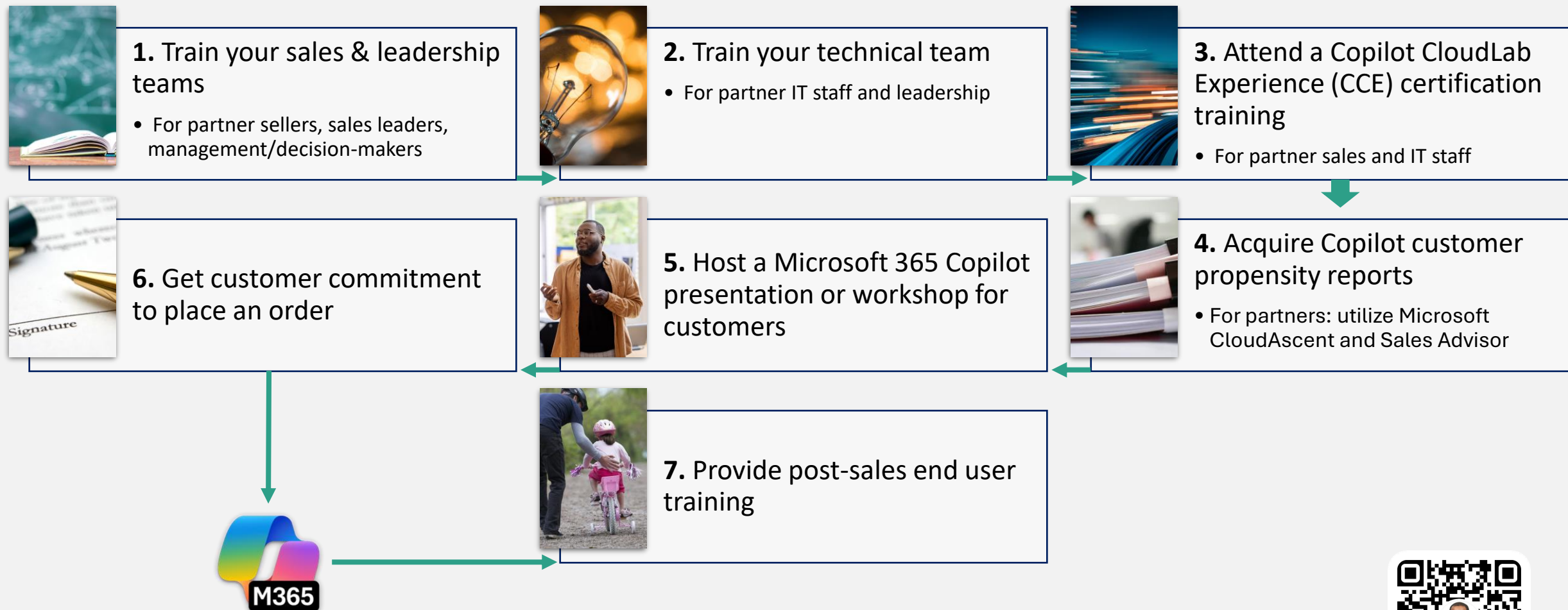
Launched Jan 22

Extended until April 1st

Launched Dec 1st

Email copilot@tdsynnex.com

Selling Microsoft 365 Copilot in 7 steps



To dive into the details of this, [click here](#) to schedule a 30-minute consultation with Andrew Brathwaite @ TD SYNEX

Partners must have an active TD SYNEX account ID



Next steps?

Contact the TD SYNEX Copilot team at copilot@tdsynnex.com to find out more about why and how to sell Microsoft 365 Copilot solutions.

Or contact Andrew Brathwaite directly!



[Scan the QR code or click this link](#)

Email: andrew.brathwaite@tdsynnex.com