M365 Bootcamp Agenda

DAY 1

CENTRAL STANDARD TIME

Sales Track

10:00 - 10:45 AM	Understand the Partner Opportunity in SMB across Teams and Security
10:45 - 11:45 AM	Go deeper into learning how to build a Teams practice
11:45 AM - 12:15 PM	*Lunch*
12:15 - 1:15 PM	Best practices in building a security practice
1:15 - 2:00 PM	Opportunity with Windows 7 and Office 2010 EOS
2:00 - 2:15 PM	*Break*
2:15 - 2:45 PM	Deep dive into how to pivot Teams and Security conversations to be valued base
2:45 - 3:15 PM	How to handle objections
3:15 - 3:30 PM	How to license customers effectively in SMB
3:30 - 3:45 PM	Wrap Up: Questions and takeaways

DAY 2

CENTRAL STANDARD TIME

Technical Track

10:00 - 10:45 AM	Teams Fundamentals Overview of Microsoft Teams, including architecture
10:45 - 11:15 AM	SMB Fundamentals Understand the partner opportunity in SMB, across Teams and Security
11:15 - 11:45 AM	Moving Customers to the Cloud Deep dive into Office 2010 and Windows 7 End of Support
11:45 AM - 12:15 PM	*Lunch*
12:15 - 1:15 PM	Advanced Security & Compliance Overview of Advanced Security, including O365 ATP, AIP and lab activity with Azure MFA and Lab Activity Lab deep dive into O365 ATP, AIP and Azure MFA
1:15 - 2:15 PM	Device Management 2 Deep dive into Device Management, Hybrid AADJ, and Autopilot and Lab Activity Deep dive lab on Autopilot, WIP, and Security Baselines
2:15 - 2:30 PM	*Break*
2:30 - 3:30 PM	Teams Calling and Meeting Overview of Microsoft Teams Meetings and Calling capabilities
3:30 - 3:45 PM	Wrap Up: Questions and takeaways

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