



Microsoft Monthly Newsletter

May 2026



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May 2026

Microsoft Agent 365 and Microsoft 365 E7 the new Frontier Worker Suite

On March 9, Microsoft announced **Microsoft 365 E7: The Frontier Suite, including Agent 365**, generally available on May 1, 2026. Partners that will win in today's era equip their employees with AI embedded in the flow of work, custom agents, and full control with definable governance, security, and compliance solutions. The new M365 E7 suite delivers AI, security and identity in a single platform, empowering partners to build monetizable practices for Frontier Firm enablement.

Microsoft Agent 365

- Positioned as the control plane for agents
- Core capabilities include the ability to observe, govern, and secure AI agents at scale
- Designed for agents that act on behalf of users, offering premium observability, security, and governance for agents when users are licensed and interacting with them.
- Pricing: \$15 per user/month
- General Availability: May 1, 2026

Microsoft 365 E7 – The Frontier Worker Suite

- New enterprise SKU combining:
 - Microsoft 365 E5
 - Entra Suite
 - Microsoft 365 Copilot Enterprise
 - Agent 365
- Designed as a single platform for AI, security, and identity
- Microsoft 365 E7 bundle price: \$99 per month
 - \$18 savings (15% discount) compared to the component costs
- General Availability: May 1, 2026

Introductory Promotions

- Microsoft 365 E7
 - 10% off for 10+ seats
 - 15% off for 100+ seats

[For more information, read Microsoft's Announcement Blog](#)

Copilot Cowork

On March 9, 2026, Microsoft announced Copilot Cowork, a new execution-first capability in Microsoft 365 that helps turn intent into action. Copilot Cowork allows users to delegate real work—like calendar cleanup, meeting preparation, research, and multi-step project coordination—and have Copilot carry it forward across



Outlook, Teams, Excel, and files. Powered by Work IQ, Cowork stays grounded in a customer’s real work context while providing checkpoints and approvals, so partners and customers remain fully in control. This marks a shift from AI that responds to prompts to AI that actively helps get work done

Copilot Cowork is **available now through the Microsoft 365 [Frontier program](#)**, but there’s **no public GA date yet** for all partners with M365 Copilot licenses.

[For more information, read Microsoft’s Announcement Blog](#)

Become a Microsoft Copilot Frontier Partner

The **Copilot Frontier Program** is for partners ready to lead with AI. Frontier Partners get early access to new Copilot and agent capabilities, allowing them to experiment, build solutions, and guide customers before features reach general availability.

Frontier Partners position themselves as AI leaders—co-innovating with Microsoft and helping customers work faster and smarter.

[Learn more about Frontier](#)

Microsoft Price Increase July 2026

Microsoft Announced on December 4, 2025, the following list price changes that will go into effect on July 1, 2026. Please note the changes will apply globally with local market adjustments for our commercial products and nonprofit pricing will be adjusted in line with commercial pricing. Nonprofit pricing will be adjusted in line with commercial pricing, as it is tied to commercial rates through a fixed percentage discount.

Category	SKU	Old price	% Increase	\$ Increase	New price
Microsoft 365 Enterprise	ME3	\$36	8%	\$3	\$39
	ME5	\$57	5%	\$3	\$60
Microsoft 365 E3 components	OE3	\$23	13%	\$3	\$26
	EMS E3	\$10.60	13%	\$1.40	\$12
	Windows E3	\$6.63	15%	\$1	\$7.63
	Entra P1	\$6	16%	\$1	\$7
	M365 Apps	\$12	20%	\$2	\$14
Microsoft 365 E5 components	OE5	\$38	8%	\$3	\$41
	Defender Suite	\$12	-	-	\$12
	Purview Suite	\$12	-	-	\$12
	EMS E5	\$16.40	10%	\$1.60	\$18
	Windows E5	\$11.80	9%	\$1	\$12.80



	Entra P2	\$9	11%	\$1	\$10
Per device SKUs	Windows Enterprise	\$5.84	31%	\$1.79	\$7.63
	M365 Apps	\$36	17%	\$6	\$42
SMB	Business Basic	\$6	16%	\$1	\$7
	Business Standard	\$12.50	12%	\$1.50	\$14
	Business Premium	\$22	-	-	\$22
	Apps for Business	\$8.25	21%	\$1.75	\$10
FLW	MF1	\$2.25	33%	\$0.75	\$3
	MF3	\$8	25%	\$2	\$10
US Gov	Various	Various	Maintain uplift	Maintain uplift	Various

For more information read the Microsoft Blog [here](#).

Microsoft 365 Copilot Updates

Microsoft has introduced new promotions, extended offers, and added billing flexibility for Microsoft 365 Copilot, making it easier for partners to sell Copilot across SMB and mid-market customers.

Key Updates This

- New Copilot promotions
- Copilot Business promotional offers extended through June 30, 2026
- Removal of the “new-to-offer” restriction for Copilot Business promotions
- Month-to-Month billing option now available for Copilot Business and bundles beginning March 1, 2026

Microsoft 365 Copilot Business

Designed for small and medium sized businesses with up to 300 users and no seat minimum, Microsoft 365 Copilot Business delivers the same AI-powered experience as Enterprise Copilot at an SMB-friendly price.

Pricing

- Annual Annual: \$21 per user per month
- Annual Annual Promotional: \$18 per user per month available through June 30, 2026
- Annual Monthly: \$22.05 per user per month
- Monthly Monthly: \$25.20 per user per month available March 1, 2026

Partners who lock in annual commitments can save up to 20 percent compared to monthly billing. Customers who purchase before June 30, 2026, can take advantage of the promotional rate of \$18 per user per month.



Microsoft 365 Business plus Copilot Bundles

These bundles combine Microsoft 365 Business plans with Copilot into a single purchase, making AI adoption seamless for SMB customers. Promotional pricing is available for customers committing to 10 to 300 seats.

Business Basic plus Copilot

- Annual Annual: \$27 per user per month
- Annual Monthly: \$29.10 per user per month
- Monthly Monthly: \$32.40 per user per month available March 1, 2026

Business Standard plus Copilot

- Annual Annual: \$33.50 per user per month
- Annual Annual Promotional: \$22 per user per month available through June 30, 2026
- Annual Monthly: \$36.10 per user per month
- Monthly Monthly: \$40.20 per user per month available March 1, 2026

Business Premium plus Copilot

- Annual Annual: \$43 per user per month
- Annual Annual Promotional: \$32 per user per month available through June 30, 2026
- Annual Monthly: \$46.30 per user per monthly
- Monthly Monthly: \$51.60 per user per month available March 1, 2026

Annual commitments offer up to 20 percent savings. Promotional pricing for Business Standard and Business Premium requires a minimum of 10 seats.

Purview Suite for Business Premium Promotion

- \$5 per user per month reduced from \$10
- Promotion runs December 1, 2025, through June 30, 2026
- Discounted pricing locks in for a full year

Copilot Promotions Available Now

Copilot for All 30 Percent Promotion

- This promotion applies to Copilot deals with 300 to 1,499 seats. Customers must reach at least 80 percent Information Worker coverage, with remaining users covered via Copilot Chat.
- Promotion runs February 19 through June 30, 2026.

Scale Up 20% Promotion Expanded

- All customers purchasing 100 or more Microsoft 365 Copilot seats via CSP are now eligible.
- Promotion dates: February 19 - June 30, 2026

Copilot Business and Copilot Business Bundle Offer Extension

- Promotional pricing for Microsoft 365 Copilot Business and Copilot Business bundles has been extended through June 30, 2026. Customers can upgrade now and renew at the same promotional price. As of February 5, the redemption limit of once per customer tenant has been removed. A customer may now use the promotion more than once so long as it occurs during the active promotional period.





Month-to-Month Billing Option

Beginning March 1, 2026, Copilot Business and Copilot Business bundles offer a Month-to-Month billing option with a 20% price uplift.

Monthly billing is not available for Microsoft 365 Copilot and does not qualify for promotional pricing.

For more information, read the [Pax8 blog!](#)

Copilot Customer Enablement Zensai Promotion

Pax8 is offering a limited-time promotion to support customer enablement with Copilot. Partners who purchase 10 or more licenses on a net new subscription of *Copilot Business*, *M365 Copilot Nonprofit*, or the *Copilot Business + Business Premium Bundle* will receive an equal number of Zensai licenses at no cost. Zensai is an annual commitment billed monthly, and the benefit will appear as a credit memo on the partner invoice. The promotion runs until June 30 or while funds last.

Eligibility Process

To qualify for the promotion, partners must complete these steps in order:

1. Purchase a net new subscription of eligible Microsoft licenses (Copilot Business, M365 Copilot Nonprofit, or Copilot Business + Business Premium Bundle).
2. Enroll in the promotion by submitting the enrollment form.
3. Match the Microsoft license count by purchasing the same number of Zensai licenses within 30 days of the initial Microsoft purchase.

Review the [FAQ](#) or [Enroll Today!](#)

Microsoft Extended Service Terms

Announced on November 1, 2025, in [Partner Center](#), Microsoft will remove the free grace period for non-renewed subscriptions starting May 4, 2026. Please note that this timeline has been pushed back from April 1, 2026, to May 4, 2026. Through this change, Microsoft will launch the Extended Service Term (EST) and supporting features, which will apply to license-based services across all channels

*Eligible subscriptions are defined as:

- Purchased or renewed on or after April 1, 2025, AND
- With an expiration date on or after May 4, 2026, AND
- Are set to Auto renew off

Pax8 will not be offering EST at this time. As a reminder, by default, Pax8 has auto renew set to *on* for every purchase. If Pax8 partners do not want to renew they can schedule a cancellation for time of renewal or cancel in the seven-day window post renewal.



Microsoft Skilling

Free Microsoft Certification Training Now Available in Pax8 Academy

Pax8 partners can now access 46 free Microsoft training courses in Pax8 Academy, designed to help you build skills, earn certifications, and grow your Microsoft practice.

What's Included:

- Free, on-demand Microsoft courses exclusively for Pax8 partners
- Certification-aligned training that fully prepares you for Microsoft exams
- Learning paths across Azure, Microsoft 365, Security, Power Platform, AI, Copilot, Power BI, and SMB sales
- Popular certifications include AZ-900, AZ-104, AZ-305, AZ-500, MS-700, SC-900, AI-900, PL-300, PL-900, and more.

Get Started! [Log in to Pax8 Academy](#) to begin your training today and explore available certification opportunities.

Free Microsoft Certification Vouchers!

Stay ahead and keep your credentials active with Microsoft's. Pax8 is offering free Certification Vouchers to our partners. Terms and Conditions apply. Request a voucher here: [Pax8 Microsoft Certification Voucher Request – Fill out form](#)

Free Instructor Led Microsoft AI New Certification Courses

We're excited to offer Pax8 partners a new series of **Microsoft AI certification courses**, delivered live in an interactive group format and supported by Pax8 and Microsoft.

These courses help partners accelerate their journey from **MSP to MIP**, building practical, business-ready AI expertise backed by Microsoft certifications. Each course includes **two live, three-hour sessions**. **Attendance on both days is required** to receive an exam voucher.

AB-731: Microsoft AI Transformation Leader

Focus: Driving AI transformation across organizations

Course Dates (both days required):

- **EDT:** May 12 & May 14 | 11:00 AM – 2:00 PM
- **CET:** May 12 & May 14 | 2:00 PM – 5:00 PM

[Register: Microsoft AI Transformation Leader \(AB-731\)](#)

From Microsoft: Level Up with Copilot Skilling On Demand in Pax8 Academy

This Pax8-curated learning journey is designed to guide partners through the transformation from MSP to MIP—helping you confidently adopt, monetize, and scale Microsoft Copilot. Built specifically for the Pax8



ecosystem, this path combines sales readiness, technical fundamentals, and security best practices so you can deploy Copilot responsibly, demonstrate real business value to customers, and create repeatable, profitable AI-driven services. From landing the Copilot conversation to securing and scaling it across SMB customers, this journey gives you the practical skills needed to lead in the age of agentic AI.

[Start Learning Today!](#)

Microsoft New Beta Certifications

◆ [AI-901 \(beta\)](#): Learn how to implement AI solutions using Microsoft Foundry across common workloads like generative AI, speech, vision, and information extraction.

◆ [AI-103 \(beta\)](#): Build and deploy scalable AI apps and agents on Azure using generative AI, multimodal development, and responsible AI practices.

◆ [AB-620 \(beta\)](#): Design and manage secure, enterprise-ready agents in Microsoft Copilot Studio that automate tasks and integrate with real business systems.

From MSP to MIP — Microsoft Agent Build Lab (Beyond Pre-Day)

June 7, 2026 | 12:00–4:00 PM MT

Join this exclusive, free, instructor-led, hands-on lab designed for partner practitioners building and operating AI solutions. Learn how agents work with Microsoft Copilot to automate tasks, orchestrate processes, and scale real service delivery—moving beyond demos to production-ready implementations. Attendees gain applied agent skills, a clear AI skilling roadmap, and eligibility for Microsoft certification exam vouchers.

Register through [Beyond registration](#)

Microsoft Partner University Retiring

Partner University will be retired on June 15, 2026. Assessments completed prior to this date will remain valid and will continue to count towards skilling scores for Solutions Partner Designations (SPD) and Specializations until June 15, 2027. For more details, see [What is happening with Partner University \(PU\)?](#)

Move Fast with AI Powered Insights, a new Partner Upsell and Proposal Planning Platform

New from Pax8! Use the Partner Upsell and Proposal Planning platform to get personalized AI-powered sales recommendations, proactive proposals, customer bill of materials and self-service guidance to help spot opportunities, move faster and grow your business.

[Start using the tool and unlock insights today](#)



Copilot Partner and End Customer Training offer

Pax8 is hosting Copilot partner and end-customer training sessions designed to help partners drive real adoption and long-term value for their customers. As Microsoft continues to emphasize readiness and responsible AI use, these sessions focus on practical, role-based Copilot scenarios across Microsoft 365, helping customers build confidence from day one. Partner-led training reduces adoption risk, increases usage, and strengthens your position as a trusted AI advisor—beyond just selling licenses.

To learn how to leverage Pax8-hosted Copilot training in your customer conversations, talk to your Pax8 sales representative.

Microsoft AOS-G/GCC-High Update

Microsoft is now requiring a Work or School Account ID (WSA ID) for order processing. A WSA ID is an organizational account managed in Microsoft Entra ID. It is in the form of user@company.com or user@company.onmicrosoft.com.

WSA ID enforcement ensures that only verified credentials are used to access Volume Licensing assets and admin roles and reduces risk of unauthorized access from accounts.

The roles that require WSA are – Notices Contact (NTC) and Online Services Manager (OSM).

If a valid WSA ID is not provided in the Pax8 Marketplace during order checkout for AOS-G/GCC-High licensing, order delays are possible.

For more information, please review the [Microsoft documentation](#).

Dynamics 365 Contact Center Promo

A 40% discount is available for Dynamics 365 Contact Center through June 30, 2026.

Key details:

- This is a Commercial CSP promotion.
- There are no seat minimums.
- Government (GOV) and Education (EDU) tenants are excluded.
- This offer cannot be combined with other promotions.

For additional information or clarification, please contact your Pax8 account team.



Retirement of Standalone SharePoint Online and OneDrive for Business Plans

Microsoft is evolving its cloud storage and collaboration portfolio and has announced the retirement of standalone SharePoint Online (SPO) plan 1 and plan 2 and OneDrive for Business (ODB) plan 1 and plan 2 offerings.

Partners should begin identifying impacted customers and preparing transition plans early. Microsoft is expanding storage options and providing an extended runway to support smooth customer migrations. Cloud Ascent will be updated by the end of February to help partners pinpoint affected tenants.

Key Dates to Know

- Retirement announcement: Late January 2026
- End of sale: June 2026 (no new tenants after May 31; renewals only)
- End of life: January 2027 (no renewals).
- Partners will need to cancel their subscriptions after this date.
- End of service: December 2029 (all standalone plans fully retired)

Please reach out to your Pax8 Account Manager to discuss customer migration options and help assess storage, migration, and data optimization needs to ensure continuity and a smooth transition.]

Events and Enablement

Microsoft Monthly Update Webinar

Pax8 and Microsoft are teaming up again in 2026 to help you gain big wins throughout the year by simplifying Microsoft. Each month, we'll review critical updates, share key details, and go over actions you should take to generate success in 2026. Think of this as your all-in-one Microsoft explainer.

Here's What You'll Learn:

- Essential global Microsoft Program updates
- Stay up to date with AI and Microsoft Copilot
- Global Microsoft need-to-know dates and deadlines
- Microsoft solution area updates (Azure, Dynamics, and Modern Workplace)
- Pax8 and Microsoft partner action items (key takeaways)

[Register today!](#)

TECHnically Unraveled

Microsoft expert Kristen Fehrenbach demystifies and simplifies complex features and functionality of Microsoft cloud products to help businesses and individuals better utilize these powerful tools to improve



productivity and streamline operations. With rotating co-hosts, they discuss Modern Workplace, Azure, Power Platform, and more in this weekly show.

To view previous episodes and to watch live every Thursday at 2:00 p.m. U.S. Mountain Time, click [here](#).

Pax8 Copilot Chronicles – New Video Series

Introducing Pax8 Copilot Chronicles, a new YouTube playlist delivering consistent, bite-sized content to help you sell and support Microsoft Copilot Business and Copilot Chat.

This series includes:

- Practical tips and tricks
- Clear overviews of Copilot Business and Copilot Chat
- Guidance on bringing Copilot to market with customers

Perfect for sharing with your partners or customers to build confidence, spark conversations, and accelerate adoption.

[Watch the Pax8 Copilot Chronicles](#)

From MSP to MIP — Microsoft Agent Build Lab (Beyond Pre-Day)

June 7, 2026 | 12:00–4:00 PM MT

Join this exclusive, free, instructor-led, hands-on lab designed for partner practitioners building and operating AI solutions. Learn how agents work with Microsoft Copilot to automate tasks, orchestrate processes, and scale real service delivery—moving beyond demos to production-ready implementations. Attendees gain applied agent skills, a clear AI skilling roadmap, and eligibility for Microsoft certification exam vouchers.

Register through [Beyond registration](#)

North America Events

Bootcamps

20-21 May

[Business Applications Bootcamp](#)

9:00 am - 2:00 pm

U.S. | Virtual

July 29-30

[Azure Bootcamp](#)

9:00 am - 2:00 pm

U.S. | Virtual



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- Designed as a single platform for AI, security, and identity
- Microsoft 365 E7 bundle price: \$99 per month*
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Introductory Promotions

- Microsoft 365 E7
 - 10% off for 10+ seats
 - 15% off for 100+ seats

* Local currency pricing will be reflected in the Pax8 Marketplace once generally available.

[For more information, read Microsoft's Announcement Blog](#)



Copilot Cowork

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	EMS E5	\$16.40	10%	\$1.60	\$18
	Windows E5	\$11.80	9%	\$1	\$12.80
	Entra P2	\$9	11%	\$1	\$10
Per device SKUs	Windows Enterprise	\$5.84	31%	\$1.79	\$7.63
	M365 Apps	\$36	17%	\$6	\$42
SMB	Business Basic	\$6	16%	\$1	\$7



	Business Standard	\$12.50	12%	\$1.50	\$14
	Business Premium	\$22	-	-	\$22
	Apps for Business	\$8.25	21%	\$1.75	\$10
FLW	MF1	\$2.25	33%	\$0.75	\$3
	MF3	\$8	25%	\$2	\$10
US Gov	Various	Various	Maintain uplift	Maintain uplift	Various

For more information read the Microsoft Blog [here](#).

Microsoft 365 Copilot Updates

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Key Updates This

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Designed for small and medium sized businesses with up to 300 users and no seat minimum, Microsoft 365 Copilot Business delivers the same AI-powered experience as Enterprise Copilot at an SMB-friendly price.

Pricing

- Annual Annual: \$21 per user per month
- Annual Annual Promotional: \$18 per user per month available through June 30, 2026
- Annual Monthly: \$22.05 per user per month
- Monthly Monthly: \$25.20 per user per month available March 1, 2026

* Local currency pricing will be reflected in the Marketplace.

Partners who lock in annual commitments can save up to 20 percent compared to monthly billing. Customers who purchase before June 30, 2026, can take advantage of the promotional rate of \$18 per user per month.

Microsoft 365 Business plus Copilot Bundles

These bundles combine Microsoft 365 Business plans with Copilot into a single purchase, making AI adoption seamless for SMB customers. Promotional pricing is available for customers committing to 10 to 300 seats.



Business Basic plus Copilot

- Annual Annual: \$27 per user per month
- Annual Monthly: \$29.10 per user per month
- Monthly Monthly: \$32.40 per user per month available March 1, 2026

Business Standard plus Copilot

- Annual Annual: \$33.50 per user per month
- Annual Annual Promotional: \$22 per user per month available through June 30, 2026
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Business Premium plus Copilot

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- Annual Annual Promotional: \$32 per user per month available through June 30, 2026
- Annual Monthly: \$46.30 per user per month
- Monthly Monthly: \$51.60 per user per month available March 1, 2026

* Local currency pricing will be reflected in the Marketplace.

Annual commitments offer up to 20 percent savings. Promotional pricing for Business Standard and Business Premium requires a minimum of 10 seats.

Purview Suite for Business Premium Promotion

- \$5 per user per month reduced from \$10
- Promotion runs December 1, 2025, through June 30, 2026
- Discounted pricing locks in for a full year

* Local currency pricing will be reflected in the Marketplace.

Copilot Promotions Available Now

Copilot for All 30 Percent Promotion

- This promotion applies to Copilot deals with 300 to 1,499 seats. Customers must reach at least 80 percent Information Worker coverage, with remaining users covered via Copilot Chat.
- Promotion runs February 19 through June 30, 2026.

Scale Up 20 Percent Promotion Expanded

- All customers purchasing 100 or more Microsoft 365 Copilot seats via CSP are now eligible.
- Promotion dates: February 19 - June 30, 2026

Copilot Business and Copilot Business Bundle Offer Extension

Promotional pricing for Microsoft 365 Copilot Business and Copilot Business bundles has been extended through June 30, 2026. Customers can upgrade now and renew at the same promotional price. As of February 5th, the redemption limit of once per customer tenant has been removed. A customer may now use the promotion more than once so long as it occurs during the active promotional period.



Month to Month Billing Option

Beginning March 1, 2026, Copilot Business and Copilot Business bundles offer a Month-to-Month billing option with a 20 percent price uplift.

Monthly billing is not available for Microsoft 365 Copilot and does not qualify for promotional pricing.

For more information, read the [Pax8 blog!](#)

Copilot Customer Enablement Zensai Promotion

Pax8 is offering a limited-time promotion to support customer enablement with Copilot. Partners who purchase 10 or more licenses on a net new subscription of *Copilot Business*, *M365 Copilot Nonprofit*, or the *Copilot Business + Business Premium Bundle* will receive an equal number of Zensai licenses at no cost. Zensai is an annual commitment billed monthly, and the benefit will appear as a credit memo on the partner invoice. The promotion runs until March 31 or while funds last.

Eligibility Process

To qualify for the promotion, partners must complete these steps in order:

1. Purchase a net new subscription of eligible Microsoft licenses (*Copilot Business*, *M365 Copilot Nonprofit*, or *Copilot Business + Business Premium Bundle*).
2. Enroll in the promotion by submitting the enrollment form.
3. Match the Microsoft license count by purchasing the same number of Zensai licenses within 30 days of the initial Microsoft purchase.

Review the [FAQ](#) or [Enroll Today!](#)

Microsoft 365 Copilot Chat experience changes

Microsoft is updating the Copilot Chat (free) experience in Word, Excel, and PowerPoint. These changes do not impact customers with a paid Microsoft 365 Copilot license.

What's changing

- **Customers with 2,000+ Microsoft 365 seats:** Copilot Chat will no longer be available in Word, Excel, PowerPoint, or OneNote for users without a Microsoft 365 Copilot license.
- **Customers with fewer than 2,000 seats:** Copilot Chat will remain available in Word, Excel, and PowerPoint. Access may be temporarily limited during periods of high demand.

What's not changing

- Secure, web-grounded chat in the Microsoft 365 Copilot app
- Copilot in Outlook (email and calendar)
- No changes for users with a paid Microsoft 365 Copilot license



Microsoft Extended Service Terms (EST)

As previously announced on November 1, 2025 in [Partner Center](#), Microsoft will remove the free grace period for non-renewed subscriptions starting May 4, 2026. Please note that this timeline has been pushed back from April 1, 2026, to May 4, 2026. Through this change, Microsoft will launch the Extended Service Term (EST) and supporting features, which will apply to license-based services across all channels

*Eligible subscriptions are defined as:

- Purchased or renewed on or after April 1, 2025, AND
- With an expiration date on or after May 4, 2026, AND
- Are set to Auto renew off

Pax8 will not be offering EST at this time. As a reminder, by default, Pax8 has auto renew set to *on* for every purchase. If Pax8 partners do not want to renew they can schedule a cancellation for time of renewal or cancel in the 7-day window post renewal.

Microsoft Skilling

Free Microsoft Certification Training Now Available in Pax8 Academy

Pax8 partners can now access 26 free Microsoft training courses in Pax8 Academy, designed to help you build skills, earn certifications, and grow your Microsoft practice.

What's Included:

- Free, on-demand Microsoft courses exclusively for Pax8 partners
- Certification-aligned training that fully prepares you for Microsoft exams
- Learning paths across Azure, Microsoft 365, Security, Power Platform, AI, Copilot, Power BI, and SMB sales
- Popular certifications include AZ-900, AZ-104, AZ-305, AZ-500, MS-700, SC-900, AI-900, PL-300, PL-900, and more.

Get Started! [Log in to Pax8 Academy](#) to begin your training today and explore available certification opportunities.

Free Microsoft Certification Vouchers!

Stay ahead and keep your credentials active with Microsoft's. Pax8 is offering free Certification Vouchers to our partners. Terms and Conditions apply. Request a voucher here: [Pax8 Microsoft Certification Voucher Request – Fill out form](#)



Microsoft Launches AI New Certification Courses

AI Business Professional

Learn how to apply AI solutions to business challenges and drive innovation.

[Start Here](#)

AI Transformation Leader

Master strategies for leading AI adoption and transformation across organizations.

[Start Here](#)

Agentic AI Business Solutions Architect

As an AI-first solution architect, you lead the transformation of enterprise operations by envisioning and implementing AI-powered architecture.

[Start Here](#)

Microsoft 365 Certified: Copilot and Agent Administration Fundamentals

Demonstrate how to support, secure, and protect an AI-enabled Microsoft 365 environment

[Start Here](#)

Microsoft Exams Retiring March 31, 2026

Microsoft is retiring the MS-900: Microsoft 365 Fundamentals exam on March 31, 2026. After this date, the exam will no longer be available to take, though any earned certification will remain on your transcript.

Recommended Replacement:

AB-900: Microsoft Copilot Fundamentals, which Microsoft is positioning as the successor to MS-900.

Please note:

- At present, AB-900 (the guided replacement exam for MS-900) is not counting toward the Modern Work designation.
- Microsoft has confirmed that AB-900 will be added to count towards designation. However, there's no confirmed timeline yet, as some engineering work is still required.
- For partners who earn the certification before retirement, it will continue to count toward Modern Work skilling points through March 31, 2027.
- Partners can choose whether MS-900 or AB-900 is the better fit based on their timeline and progress toward the designation.

Microsoft New Beta Certifications

- [Microsoft Certified: Implementing Data Engineering Solutions Using Azure Databricks \(beta\) - Certifications | Microsoft Learn](#)
- [Microsoft Certified: SQL AI Developer Associate \(beta\) - Certifications | Microsoft Learn](#)

Dynamics 365 Contact Center Promo

A 40% discount is available for Dynamics 365 Contact Center through June 30, 2026.



Key details:

- This is a Commercial CSP promotion.
- There are no seat minimums.
- Government (GOV) and Education (EDU) tenants are excluded.
- This offer cannot be combined with other promotions.

For additional information or clarification, please contact your Pax8 account team.

Retirement of Standalone SharePoint Online and OneDrive for Business Plans

Microsoft is evolving its cloud storage and collaboration portfolio and has announced the retirement of standalone SharePoint Online (SPO) plan 1 and plan 2 and OneDrive for Business (ODB) plan 1 and plan 2 offerings.

Partners should begin identifying impacted customers and preparing transition plans early. Microsoft is expanding storage options and providing an extended runway to support smooth customer migrations. Cloud Ascent will be updated by the end of February to help partners pinpoint affected tenants.

Key Dates to Know

- Retirement announcement: Late January 2026
- End of sale: June 2026 (no new tenants after May 31; renewals only)
- End of life: January 2027 (no renewals).
 - Partners will need to cancel their subscriptions after this date.
- End of service: December 2029 (all standalone plans fully retired)

Please reach out to your Pax8 Account Manager to discuss customer migration options and help assess storage, migration, and data optimization needs to ensure continuity and a smooth transition.

Small and Midsize Business Management Specialization Requirements

For partners holding the Business Applications Solution Partner designation, Microsoft updated the Small and Midsize Business Management Specialization performance requirements effective March 27.

What's changed?

New performance requirements

- 15 new Business Central deployments with 5+ monthly active users (TTM)
- 15% MAU growth
 - Minimum 50 MAU across the customer base within a 23-month period
 - CPOR association is required

Previous performance requirements

- 10 new Business Central deployments with 5+ monthly active users (TTM)



- 35% MAU growth
 - Minimum 50 MAU across the customer base within a 23-month period
 - CPOR association was required

What this means for partners

- Partners who meet both the current and new requirements will see no change at renewal
- Partners who meet the current requirements but not the new ones will receive a six-month extension to meet the updated criteria

If you're tracking progress toward this specialization or have questions about CPOR association or MAU measurement, reach out to your Pax8 Microsoft team for support.

For more information read the [Microsoft Blog](#).

Events and Enablement

Microsoft Monthly Update Webinar

Pax8 and Microsoft are teaming up again in 2026 to help you gain big wins throughout the year by simplifying Microsoft. Each month, we'll review critical updates, share key details, and go over actions you should take to generate success in 2026. Think of this as your all-in-one Microsoft explainer.

Here's What You'll Learn:

- Essential global Microsoft Program updates
- Stay up to date with AI and Microsoft Copilot
- Global Microsoft need-to-know dates and deadlines
- Microsoft solution area updates (Azure, Dynamics, and Modern Workplace)
- Pax8 and Microsoft partner action items (key takeaways)

[Register today!](#)

TECHnically Unraveled

Microsoft expert Kristen Fehrenbach demystifies and simplifies complex features and functionality of Microsoft cloud products to help businesses and individuals better utilize these powerful tools to improve productivity and streamline operations. With rotating co-hosts, they discuss Modern Workplace, Azure, Power Platform, and more in this weekly show.

To view previous episodes and to watch live every Thursday at 2:00 p.m. U.S. Mountain Time, click [here](#).



Pax8 Copilot Chronicles – New Video Series

Introducing Pax8 Copilot Chronicles, a new YouTube playlist delivering consistent, bite-sized content to help you sell and support Microsoft Copilot Business and Copilot Chat.

This series includes:

- Practical tips and tricks
- Clear overviews of Copilot Business and Copilot Chat
- Guidance on bringing Copilot to market with customers

Perfect for sharing with your partners or customers to build confidence, spark conversations, and accelerate adoption.

[Watch the Pax8 Copilot Chronicles](#)

North America Events

Bootcamps

April 15-16

[Copilot Bootcamp](#)

9:00 am - 2:00 pm

U.S. | Virtual

May 20-21

[Business Applications Bootcamp](#)

9:00 am - 2:00 pm

U.S. | Virtual

June 29-30

[Azure Bootcamp](#)

9:00 am - 2:00 pm

U.S. | Virtual

Copilot Level Up Events: Accelerate Your AI Advantage

Microsoft Copilot is transforming productivity across industries, and these in-person **Copilot Level Up** events—hosted by Pax8 and Microsoft experts—give you the hands-on experience needed to stay ahead. You'll explore the latest Copilot advancements, learn how different sectors are using AI to streamline operations, and gain practical strategies to drive adoption, articulate value, and bundle Copilot with complementary solutions.

Whether you're an IT provider, consultant, or business leader, this event equips you to confidently position Copilot and deliver real business outcomes.

Upcoming Copilot Level Up Dates

[8 May](#)

Copilot Level Up





9:00 am – 3:00 pm
Toronto, ON



March 2026

Microsoft Agent 365 and Microsoft 365 E7 the new Frontier Worker Suite

On March 9, 2026, Microsoft announced **Microsoft 365 E7: The Frontier Suite, including Agent 365**, generally available on May 1, 2026. Partners that will win in today's era equip their employees with AI embedded in the flow of work, custom agents, and full control with definable governance, security, and compliance solutions. The new M365 E7 suite delivers AI, security and identity in a single platform, empowering partners to build monetizable practices for Frontier Firm enablement.

Microsoft Agent 365

- Positioned as the control plane for agents
- Core capabilities include the ability to observe, govern, and secure AI agents at scale
- Designed for agents that act on behalf of users, offering premium observability, security, and governance for agents when users are licensed and interacting with them.
- Pricing: \$15* per user/month
- General Availability: May 1, 2026

Microsoft 365 E7 – The Frontier Worker Suite

- New enterprise SKU combining:
 - Microsoft 365 E5
 - Entra Suite
 - Microsoft 365 Copilot Enterprise
 - Agent 365
- Designed as a single platform for AI, security, and identity
- Microsoft 365 E7 bundle price: \$99* per month
 - \$18* savings (15% discount) compared to the component costs
- General Availability: May 1, 2026

Introductory Promotions

- Microsoft 365 E7
 - 10% off for 10+ seats
 - 15% off for 100+ seats

* Local currency pricing will be reflected in the Pax8 Marketplace once generally available.

[For more information, read the Microsoft Announcement Blog](#)



Copilot Cowork

On March 9, 2026, Microsoft announced Copilot Cowork, a new execution-first capability in Microsoft 365 that helps turn intent into action. Copilot Cowork allows users to delegate real work—like calendar cleanup, meeting preparation, research, and multi-step project coordination—and have Copilot carry it forward across Outlook, Teams, Excel, and files. Powered by Work IQ, Cowork stays grounded in a customer’s real work context while providing checkpoints and approvals, so partners and customers remain fully in control. This marks a shift from AI that responds to prompts to AI that actively helps get work done

Copilot Cowork is currently being tested with a limited set of customers in Research Preview, and will be more broadly available in the [Frontier program](#) in late March 2026.

[For more information, read the Microsoft Announcement Blog](#)

Microsoft Price Increase July 2026

Microsoft Announced on December 4, 2025, the following list price changes that will go into effect on July 1, 2026. Please note the changes will apply globally with local market adjustments for our commercial products and nonprofit pricing will be adjusted in line with commercial pricing. Nonprofit pricing will be adjusted in line with commercial pricing, as it is tied to commercial rates through a fixed percentage discount.

Category	SKU	Old price	% Increase	\$ Increase	New price
Microsoft 365 Enterprise	ME3	\$36	8%	\$3	\$39
	ME5	\$57	5%	\$3	\$60
Microsoft 365 E3 components	OE3	\$23	13%	\$3	\$26
	EMS E3	\$10.60	13%	\$1.40	\$12
	Windows E3	\$6.63	15%	\$1	\$7.63
	Entra P1	\$6	16%	\$1	\$7
	M365 Apps	\$12	20%	\$2	\$14
Microsoft 365 E5 components	OE5	\$38	8%	\$3	\$41
	Defender Suite	\$12	-	-	\$12
	Purview Suite	\$12	-	-	\$12
	EMS E5	\$16.40	10%	\$1.60	\$18
	Windows E5	\$11.80	9%	\$1	\$12.80
	Entra P2	\$9	11%	\$1	\$10
Per device SKUs	Windows Enterprise	\$5.84	31%	\$1.79	\$7.63
	M365 Apps	\$36	17%	\$6	\$42
SMB	Business Basic	\$6	16%	\$1	\$7



	Business Standard	\$12.50	12%	\$1.50	\$14
	Business Premium	\$22	-	-	\$22
	Apps for Business	\$8.25	21%	\$1.75	\$10
FLW	MF1	\$2.25	33%	\$0.75	\$3
	MF3	\$8	25%	\$2	\$10
US Gov	Various	Various	Maintain uplift	Maintain uplift	Various

For more information read the Microsoft Blog [here](#).

Copilot Updates

Microsoft has introduced new promotions, extended offers, and added billing flexibility for Microsoft 365 Copilot, making it easier for partners to sell Copilot across SMB and mid-market customers.

Key Updates This Month

- New Copilot promotions
- Copilot Business promotional offers extended through June 30, 2026
- Removal of the “new-to-offer” restriction for Copilot Business promotions
- Month-to-Month billing option now available for Copilot Business and bundles beginning March 1, 2026

Microsoft 365 Copilot Business

Designed for small and medium sized businesses with up to 300 users and no seat minimum, Microsoft 365 Copilot Business delivers the same AI-powered experience as Enterprise Copilot at an SMB-friendly price.

Pricing

- Annual Annual: \$21 per user per month
- Annual Annual Promotional: \$18 per user per month available through June 30, 2026
- Annual Monthly: \$22.05 per user per month
- Monthly Monthly: \$25.20 per user per month available March 1, 2026

* Local currency pricing will be reflected in the Marketplace.

Partners who lock in annual commitments can save up to 20 percent compared to monthly billing. Customers who purchase before June 30, 2026, can take advantage of the promotional rate of \$18 per user per month.

Microsoft 365 Business plus Copilot Bundles

These bundles combine Microsoft 365 Business plans with Copilot into a single purchase, making AI adoption seamless for SMB customers. Promotional pricing is available for customers committing to 10 to 300 seats.



Business Basic plus Copilot

- Annual Annual: \$27 per user per month
- Annual Monthly: \$29.10 per user per month
- Monthly Monthly: \$32.40 per user per month available March 1, 2026

Business Standard plus Copilot

- Annual Annual: \$33.50 per user per month
- Annual Annual Promotional: \$22 per user per month available through June 30, 2026
- Annual Monthly: \$36.10 per user per month
- Monthly Monthly: \$40.20 per user per month available March 1, 2026

Business Premium plus Copilot

- Annual Annual: \$43 per user per month
- Annual Annual Promotional: \$32 per user per month available through June 30, 2026
- Annual Monthly: \$46.30 per user per month
- Monthly Monthly: \$51.60 per user per month available March 1, 2026

* Local currency pricing will be reflected in the Marketplace.

Annual commitments offer up to 20 percent savings. Promotional pricing for Business Standard and Business Premium requires a minimum of 10 seats.

Purview Suite for Business Premium Promotion

- \$5 per user per month reduced from \$10
- Promotion runs December 1, 2025, through June 30, 2026
- Discounted pricing locks in for a full year

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Copilot Promotions Available Now

[Copilot for All 30 Percent Promotion](#)

This promotion applies to Copilot deals with 300 to 1,499 seats. Customers must reach at least 80 percent Information Worker coverage, with remaining users covered via Copilot Chat.

Promotion runs February 19 through June 30, 2026

Scale Up 20 Percent Promotion Expanded

All customers purchasing 100 or more Microsoft 365 Copilot seats via CSP are now eligible.

Promotion dates: February 19 - June 30, 2026

[Copilot Business and Copilot Business Bundle Offer Extension](#)

Promotional pricing for Microsoft 365 Copilot Business and Copilot Business bundles has been extended through June 30, 2026. Customers can upgrade now and renew at the same promotional price. As of February



5th, the redemption limit of once per customer tenant has been removed. A customer may now use the promotion more than once so long as it occurs during the active promotional period.

Month to Month Billing Option

Beginning March 1, 2026, Copilot Business and Copilot Business bundles offer a Month-to-Month billing option with a 20 percent price uplift.

Monthly billing is not available for Microsoft 365 Copilot and does not qualify for promotional pricing.

For more information, read the [Pax8 blog!](#)

Pax8 Promotions to Accelerate Copilot Adoption

Pax8 has partnered with Microsoft to accelerate our Partners' earning potential through the Microsoft AI Optimization (MAIO) Program! The program allows enrolled Partners to unlock earnings based on their sales of Copilot between December 17, 2025 - March 31, 2026.

This includes any new seats added in M365 Copilot Business, M365 Copilot Enterprise and M365 Copilot Nonprofit from the date of Partner's enrollment through the end of the promotional period

The tiers are as follows:

Seat Count	Unlocked Earnings
50 Seats	\$150
100 Seats	\$200
150 Seats	\$300
200 Seats	\$350
250 Seats	\$400
300 Seats	\$450
350 Seats	\$500
400 Seats	\$550
500+ Seats	\$600

* Equivalent local currency rates for the following tiers

The Program can be stacked with the Microsoft Introductory discounts where applicable

[Enroll Today!](#)



Copilot Customer Enablement Zensai Promotion

Pax8 is offering a limited-time promotion to support customer enablement with Copilot. Partners who purchase 10 or more licenses on a net new subscription of *Copilot Business*, *M365 Copilot Nonprofit*, or the *Copilot Business + Business Premium Bundle* will receive an equal number of Zensai licenses at no cost. Zensai is an annual commitment billed monthly, and the benefit will appear as a credit memo on the partner invoice. The promotion runs until March 31 or while funds last.

Eligibility Process

To qualify for the promotion, partners must complete these steps in order:

1. Purchase a net new subscription of eligible Microsoft licenses (Copilot Business, M365 Copilot Nonprofit, or Copilot Business + Business Premium Bundle).
2. Enroll in the promotion by submitting the enrollment form.
3. Match the Microsoft license count by purchasing the same number of Zensai licenses within 30 days of the initial Microsoft purchase.

Review the [FAQ](#) or [Enroll Today!](#)

Microsoft Extended Service Terms

Announced on November 1, 2025 in [Partner Center](#), Microsoft will remove the free grace period for non-renewed subscriptions starting May 4, 2026. Please note that this timeline has been pushed back from April 1, 2026, to May 4, 2026. Through this change, Microsoft will launch the Extended Service Term (EST) and supporting features, which will apply to license-based services across all channels.

*Eligible subscriptions are defined as:

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Pax8 will not be offering EST at this time. We'll share more updates as we approach May 4. As a reminder, by default, Pax8 has auto renew set to *on* for every purchase. If Pax8 partners do not want to renew they can schedule a cancellation for time of renewal or cancel in the 7-day window post renewal.

MFA Enforcement for Partner center API Begins April 1

To strengthen security across the Partner Center ecosystem, Microsoft will enforce multifactor authentication (MFA) across all Partner Center APIs starting **April 1, 2026**. After this date, any API calls made without MFA will be blocked.

All APIs are already MFA-enabled and ready for testing. Partners should update their systems ahead of the enforcement date to:

- Prevent service disruptions



- Enhance security and protect against 99% of identity-based attacks
- Ensure alignment with Partner Center security requirements

This API enforcement follows the MFA requirements introduced for the Partner Center portal in September 2025.

For more information, review the [Partner Center Announcement](#).

Expanded Microsoft Partner Benefits Are Here

Microsoft has rolled out new and enhanced benefits across the Microsoft AI Cloud Partner Program—designed to help partners build smarter, secure faster, and go to market more effectively.

As of February 13, 2026, all partners with an active benefits package, Solutions Partner designation, or specialization automatically receive these upgrades—no action required.

What's new for partners

- More Azure credits to support solution development, testing, and innovation
- Expanded Copilot benefits, including additional Microsoft 365 Copilot capacity packs, Copilot Studio, and select Dragon Copilot access
- Stronger security capabilities with Microsoft Defender Suite, Microsoft Entra Suite, and Microsoft Intune Suite
- Partner Marketing Center Pro, an AI-powered hub to quickly find, customize, and launch GTM campaigns

These updates are built to accelerate AI adoption, security readiness, and go-to-market execution—helping partners deliver more value, faster.

Next step: Review the [updated benefits guide](#) to see what's new for 2026 and start taking advantage of your refreshed entitlements

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Free Microsoft Certification Vouchers!

Stay ahead and keep your credentials active with Microsoft. Pax8 is offering free Certification Vouchers to our partners. Terms and Conditions apply. Request a voucher here: [Pax8 Microsoft Certification Voucher Request – Fill out form](#)

SMB Sales Ready: Sell Microsoft with Confidence Microsoft Hosted Event

Join this focused partner event to sharpen your SMB sales strategy and confidently position Microsoft Security, AI, and Business Applications. Gain practical sales plays, customer-ready messaging, and real-world scenarios aligned to SMB priorities like security, productivity, and growth.

Session highlights include Security & Compliance, Microsoft 365 & Copilot, and Dynamics 365 Business Central.

March 17–20, 2026 | PST & IST

[Register now](#) to drive more impactful SMB conversations and pipeline grow

Microsoft Launches AI New Certification Courses

AI Business Professional

Learn how to apply AI solutions to business challenges and drive innovation.

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AI Transformation Leader

Master strategies for leading AI adoption and transformation across organizations.

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- Partners can choose whether MS-900 or AB-900 is the better fit based on their timeline and progress toward the designation.

Microsoft Skilling Hub

The Microsoft Skilling Hub is a free resource designed to help partners build technical and business expertise. It now includes certification preparation courses, making it easier than ever to get ready for your next Microsoft certification. Explore curated learning paths and [sign up today](#).

Operationalizing Machine Learning and Generative AI Solutions Beta Certification

Microsoft launched the new beta certification *Operationalizing Machine Learning and Generative AI Solutions* in early March 2026, validating skills to run production-ready AI on Azure. The certification focuses on MLOps and GenAIOps, covering automation, model lifecycle management, and monitoring using Azure Machine Learning, Microsoft Foundry, and CI/CD tools—ideal for AI engineers, data scientists, and DevOps professionals supporting enterprise AI workloads.

[Learn more here!](#)

Check Your Co-Op Funds from H1 Performance

Co-op funds may now be available in Partner Center based on H1 incentive performance. If you earned Microsoft rebates, it's time to check whether you have Co-op funds ready to claim.

How to check your Co-op balance

1. Log into Partner Center
2. Open the Incentives app
3. Select Co-op management
4. Click the eye icon to view Program view



You'll be able to see whether you have any Co-op funds available to claim.

If you'd like help with best-practice usage or submitting strong Co-op claims, the Pax8 team is here to support you every step of the way.

Not earning Microsoft rebates yet?

If you're not currently receiving Microsoft rebates, reach out to Pax8. Our goal is to help every partner access available incentives—creating a more level playing field with consistent margins to support:

- Net-new customer acquisition
- Reduced customer churn
- Stronger long-term growth

Reach out to your Pax8 team to explore rebate eligibility and start maximizing your Microsoft incentives.

MCI Earnings Update

Microsoft duplicated MCI Earnings the week of February 13, 2026. Microsoft has stated the corrections should post by Friday, February 20, 2026. Please reach out to your account manager with any questions.

Business Central Customer Zero

Pax8 will be following a small group of partners as they embark on a journey from QuickBooks to Dynamics 365 Business Central. In case you did not know, as Microsoft Partners, you should have access to Business Central licenses in your Benefits Package!

Watch for updates and stories from their transition, designed to inspire, inform, and help you unlock new opportunities for you and your business with Business Central.

Want in on a future cohort? Or are you ready to start the conversation today?

Apply here: <https://www.cognitoforms.com/Pax8ProServices/BeyondBeforeWeMeet>

Unlock New Opportunities with Business Central Immersion Briefings

Pax8 will host and deliver Business Central Immersion Briefings on your behalf—helping you uncover customer needs and generate warm leads.

Why Participate?

- \$500 incentive for organizing a session
- Access to potential opportunities Pax8 will help advance
- Showcase AI-powered accounting and stand out from the competition



How It Works:

Start by joining Dynamics Decoded or reviewing a [recorded session through Academy](#) to learn more. Invite 5–10 customers to a 90-minute virtual session, complete the [Partner Registration Form](#), and Pax8 handles the speaker, logistics, and Teams link.

Dynamics 365 Contact Center Promo

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Key details:

- This is a Commercial CSP promotion.
- There are no seat minimums.
- Government (GOV) and Education (EDU) tenants are excluded.
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Key Dates to Know

- Retirement announcement: Late January 2026
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- End of life: January 2027 (no renewals).
 - Partners will need to cancel their subscriptions after this date.
- End of service: December 2029 (all standalone plans fully retired)

Please reach out to your Pax8 Account Manager to discuss customer migration options and help assess storage, migration, and data optimization needs to ensure continuity and a smooth transition.

Extended discount on Microsoft Purview Suite for Microsoft 365 Copilot Customers



Microsoft has extended the 50% discount on Microsoft Purview Suite (formerly E5 Compliance) for customers with Microsoft 365 Copilot licenses through June 30, 2026.

Originally launched in February 2025, this promotion supports organizations adopting Copilot by reducing cost and helping address security and governance requirements. The offer applies to net-new Purview Suite licenses for customers who meet Purview prerequisites and have existing or new Microsoft 365 Copilot licenses.

There are no restrictions on combining this promotion with discounts for other products. Impacted audience: CSP direct-bill authorized partners and SSPs.

For more information, view the [Partner Center Announcement](#).

Events and Enablement

Microsoft Monthly Update Webinar

Pax8 and Microsoft are teaming up again in 2026 to help you gain big wins throughout the year by simplifying Microsoft. Each month, we'll review critical updates, share key details, and go over actions you should take to generate success in 2026. Think of this as your all-in-one Microsoft explainer.

Here's What You'll Learn:

- Essential global Microsoft Program updates
- Stay up to date with AI and Microsoft Copilot
- Global Microsoft need-to-know dates and deadlines
- Microsoft solution area updates (Azure, Dynamics, and Modern Workplace)
- Pax8 and Microsoft partner action items (key takeaways)

[Register today!](#)

TECHnically Unraveled

Microsoft expert Kristen Fehrenbach demystifies and simplifies complex features and functionality of Microsoft cloud products to help businesses and individuals better utilize these powerful tools to improve productivity and streamline operations. With rotating co-hosts, they discuss Modern Workplace, Azure, Power Platform, and more in this weekly show.

To view previous episodes and to watch live every Thursday at 2:00 p.m. U.S. MT click [here](#).



Pax8 Copilot Chronicles – New Video Series

Introducing Pax8 Copilot Chronicles, a new YouTube playlist delivering consistent, bite-sized content to help you sell and support Microsoft Copilot Business and Copilot Chat.

This series includes:

- Practical tips and tricks
- Clear overviews of Copilot Business and Copilot Chat
- Guidance on bringing Copilot to market with customers

Perfect for sharing with your partners or customers to build confidence, spark conversations, and accelerate adoption.

[Watch the Pax8 Copilot Chronicles](#)

SMB Sales Ready: Sell Microsoft with Confidence Microsoft Hosted Event

Join this focused partner event to sharpen your SMB sales strategy and confidently position Microsoft Security, AI, and Business Applications. Gain practical sales plays, customer-ready messaging, and real-world scenarios aligned to SMB priorities like security, productivity, and growth.

Session highlights include Security & Compliance, Microsoft 365 & Copilot, and Dynamics 365 Business Central.

March 17–20, 2026 | PST & IST

[Register now](#) to drive more impactful SMB conversations and pipeline grow

Upcoming Copilot workshops for Nonprofits

Pax8 is excited to offer a 1.5-hour enablement session designed for partners and your nonprofit clients to get the most out of Microsoft 365 Copilot. In these sessions, you will learn how to start using Copilot as your AI assistant. Unleash the power of Copilot as we show you how Copilot can be utilized in nonprofit use cases such as fundraising, donor management, volunteer coordination, and program management. See the details below to register:

Monday, 30 March, 2026 9am MT ([Register here](#))

Use [this email template](#) to invite your nonprofit customers!

North America Events

Bootcamps

March 25-26, 2026

[Modern Workplace Bootcamp](#)

8:00 am - 6:00 pm





Denver, CO

April 8-9, 2026

[AI Bootcamp](#)

8:00 am - 6:00 pm

Chicago, IL

April 15-16, 2026

[Copilot Bootcamp](#)

9:00 am - 2:00 pm

U.S. | Virtual

May 20-21, 2026

[Business Applications Bootcamp](#)

9:00 am - 2:00 pm

U.S. | Virtual

Americas Security Partner Enablement Sessions:

Monday, March 9, 2026 **(Level Up Event)**

<https://events.teams.microsoft.com/event/54d27091-6d45-4493-b60d-1a3160f3697e@d747311f-f098-4814-8432-ed58c58d2a9b>

Monday, March 16, 2026

<https://events.teams.microsoft.com/event/ba3470ef-c8cc-4552-a0cb-aea2c8699988@d747311f-f098-4814-8432-ed58c58d2a9b>

Americas Pax8 Security Immersion Briefings Now Available for Your Customers

Pax8, in partnership with Tech Plus Talent, is now offering Security Immersion Briefings you can deliver to customers without hosting the session yourself. These 90-minute, interactive experiences walk customers through real-world threats, modern defense strategies, and the power of the Microsoft integrated security stack across Defender and Purview.

This is a great way to deepen customer trust, strengthen your advisory role, and build a pipeline for security upgrades—all while showcasing your security expertise with no facilitation required.

[Complete the form and nominate your customers.](#)

Americas Pax8 Copilot Immersion Briefings Now Available

Pax8, in partnership with Tech Plus Talent, will deliver **Copilot Immersion Briefings** on your behalf—helping you uncover customer needs and generate interest in Microsoft 365 Copilot. These hands-on sessions introduce real-world Copilot scenarios, demonstrate workflow transformation, and spark adoption without requiring you to facilitate the session yourself.



Partners should invite customers already using Microsoft solutions and eager to explore Copilot. A minimum of **five customer nominations** is required to participate.

[Complete the form and nominate your customers.](#)

Copilot Level Up Events: Accelerate Your AI Advantage

Microsoft Copilot is transforming productivity across industries, and these in-person **Copilot Level Up** events—hosted by Pax8 and Microsoft experts—give you the hands-on experience needed to stay ahead. You'll explore the latest Copilot advancements, learn how different sectors are using AI to streamline operations, and gain practical strategies to drive adoption, articulate value, and bundle Copilot with complementary solutions. Whether you're an IT provider, consultant, or business leader, this event equips you to confidently position Copilot and deliver real business outcomes.

Upcoming Copilot Level Up Dates

March 11, 2026

[Copilot Level Up](#)

9:00 am – 3:00 pm

Irvine, CA

May 6, 2026

[Copilot Level Up](#)

9:00 am – 3:00 pm

Toronto, ON

August 6, 2026

[Copilot Level Up](#)

9:00 am – 3:00 pm

Boston, MA

November 18, 2026

[Copilot Level Up](#)

9:00 am – 3:00 pm

Montreal, QC

Partner Enablement Session: Protecting Nonprofits with Microsoft 365 Security

Nonprofit organizations are increasingly targeted by cyber threats—often without the security staff or budget to respond. Join our upcoming **Pax8 Partner Enablement Session** to learn how partners can deliver strong, scalable security for nonprofit customers using **Microsoft 365 Business Premium**.

In this session, we'll cover:

- Today's top nonprofit security challenges
- How Microsoft 365 provides a secure foundation
- **New! Purview and Defender Suites for Business Premium**



- Nonprofit pricing, offers, and partner opportunities

Partners will leave with practical guidance to help nonprofit clients stay secure while remaining focused on their mission.

March 16, 2026 | 8:00–9:00 AM PT

Register now to save your spot: [Microsoft Virtual Events Powered by Teams](#)