



CRUI

Conferenza dei Rettori
delle Università Italiane

Enterprise Skills Initiative (ESI) 2020-2021

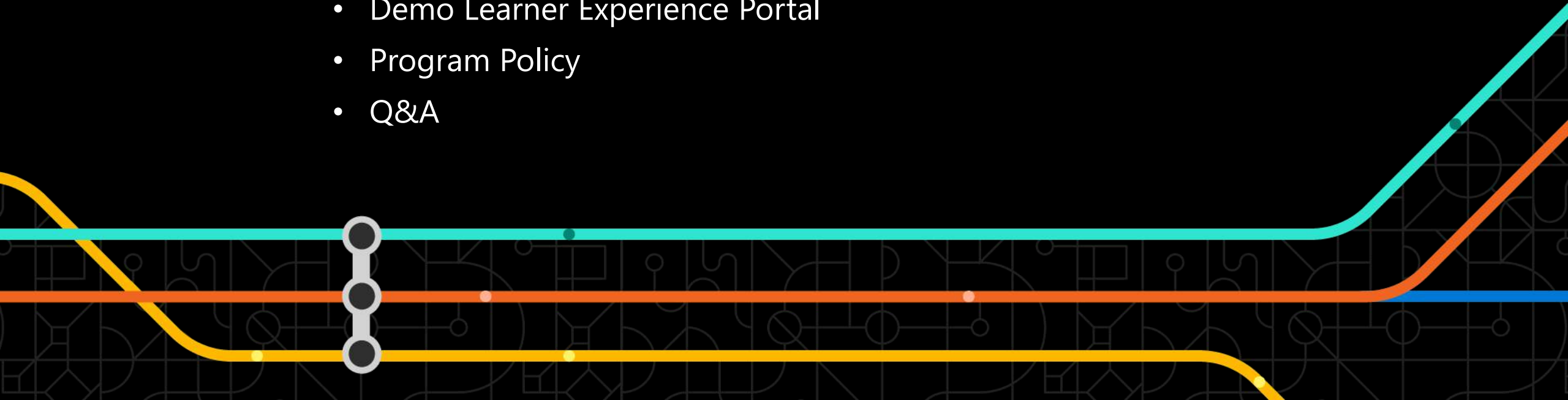
Il programma Microsoft di formazione e certificazione
disponibile per gli Enti aderenti alla Convenzione CRUI

Mariangela Orme

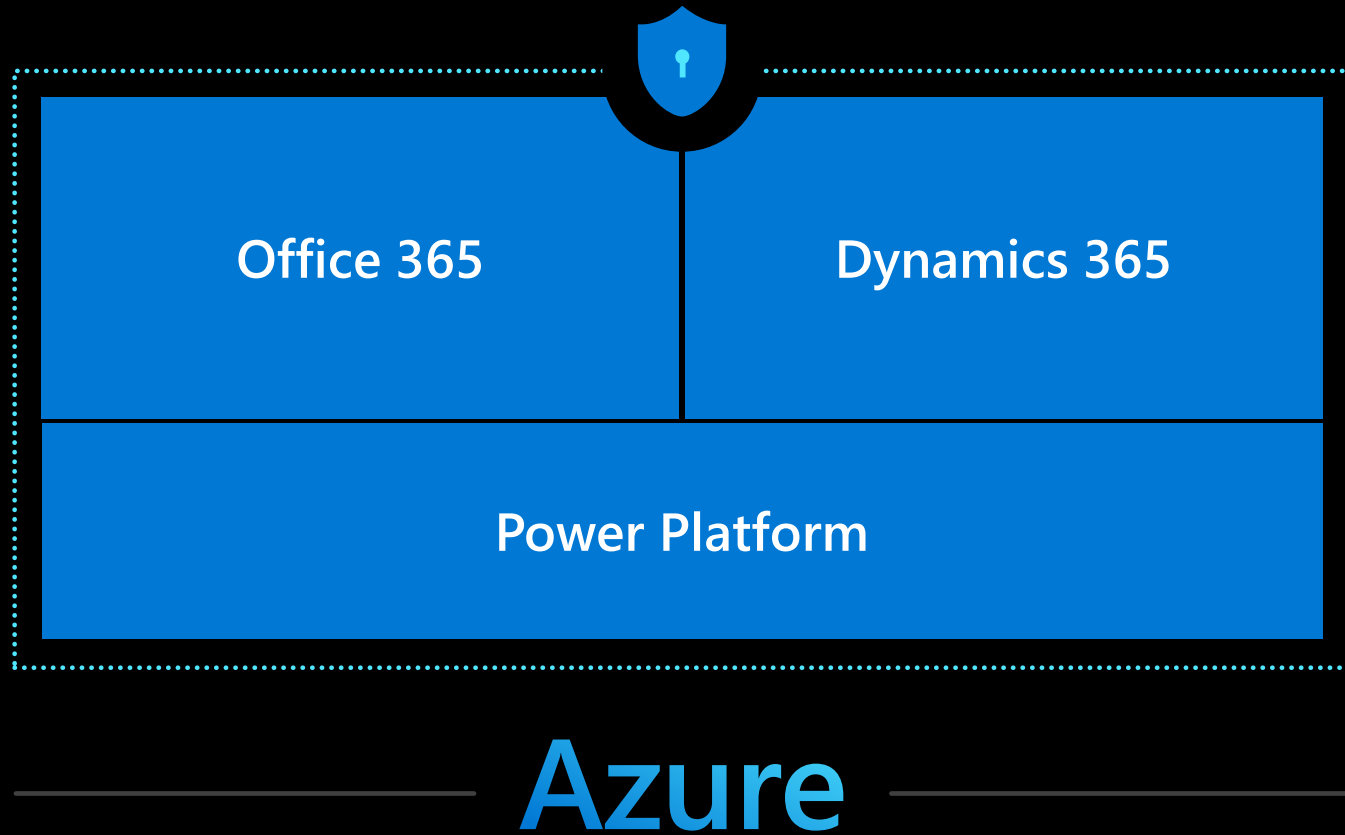
MARIANGELA.ORME@MICROSOFT.COM

Obiettivo di oggi

- Introduzione
- Il programma «Enterprise Skills Initiative» ESI per CRUI
 - Contenuti e learning benefit
- I Learning Partner nel programma ESI
- Azure e i percorsi di Formazione e Certificazione
- Demo Learner Experience Portal
- Program Policy
- Q&A



Microsoft Cloud



What is Azure?



Edge Devices

Azure Stack Hub

Azure Stack Edge

Azure Sphere

Azure Kinect

HoloLens



Serverless

Web

Mobile

Mixed Reality

Containers

Events + Integration

Databases

Analytics

AI + Machine Learning

Internet of Things

Media



Infrastructure

Compute

Networking

Storage

Security

Identity



Tools

Visual Studio

GitHub

Power Apps

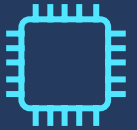
Power BI

Tech intensity



Tech capability

To be successful in today's economy, you need to digitally transform



Tech adoption

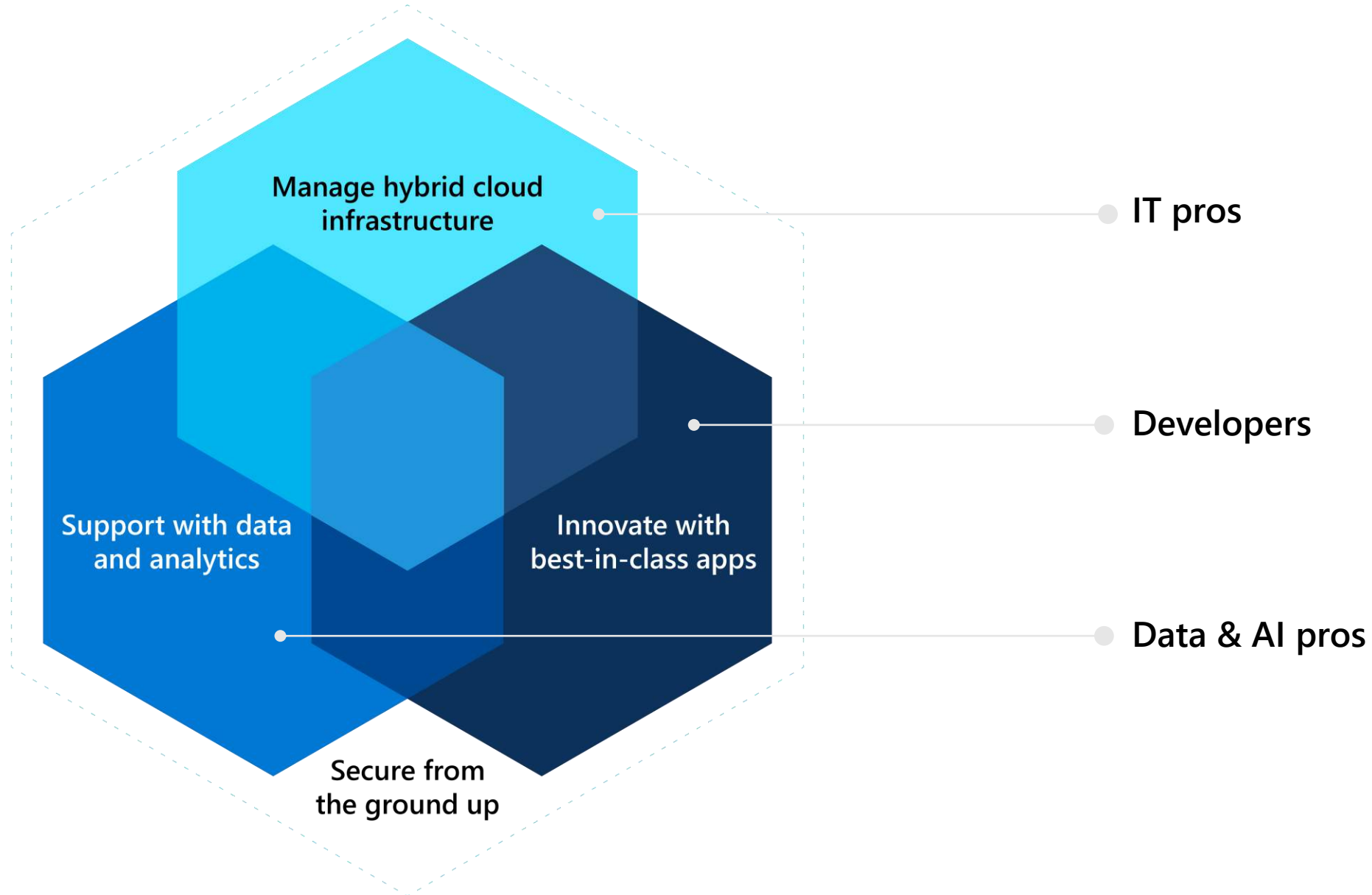
The more familiar you are with a product, the more you use it



Tech confidence

Skills build confidence; confidence drives productivity, innovation and growth

Azure certifications build skills intensity



Azure skills and certifications can boost grads' salary potential

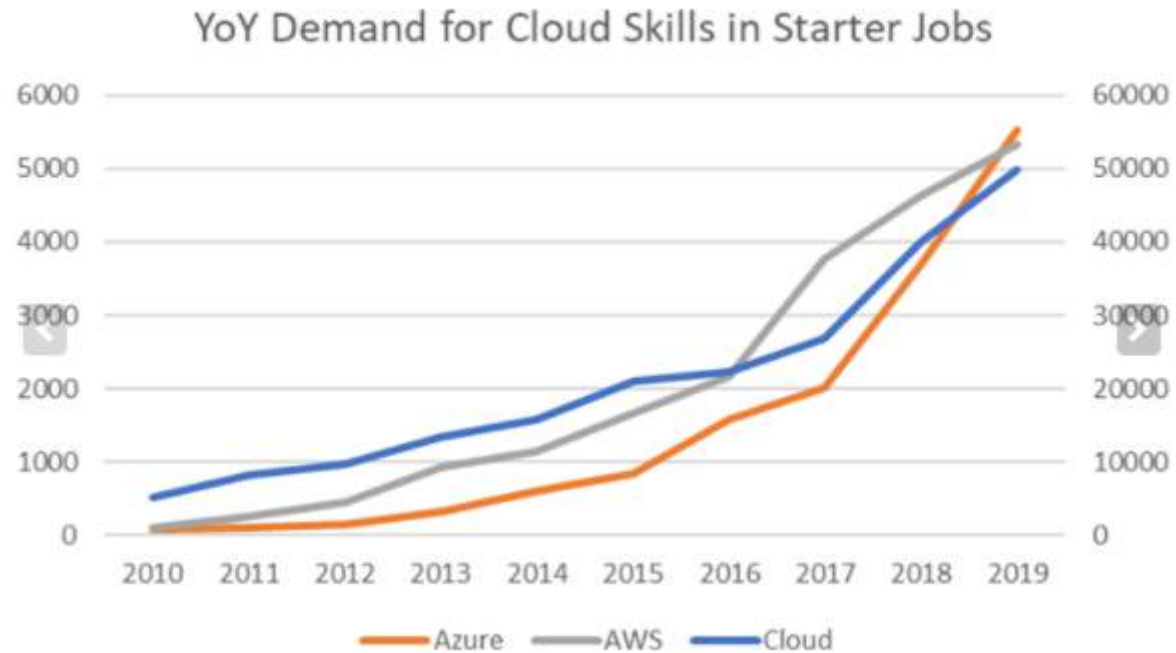


Figure 1. Year-over-year demand trends for cloud skills. (Source: Analytics compiled through Labor Insights from Burning Glass, evaluating jobs in the United States requiring zero to two years of experience and skills in Azure, AWS, or the cloud in general.)

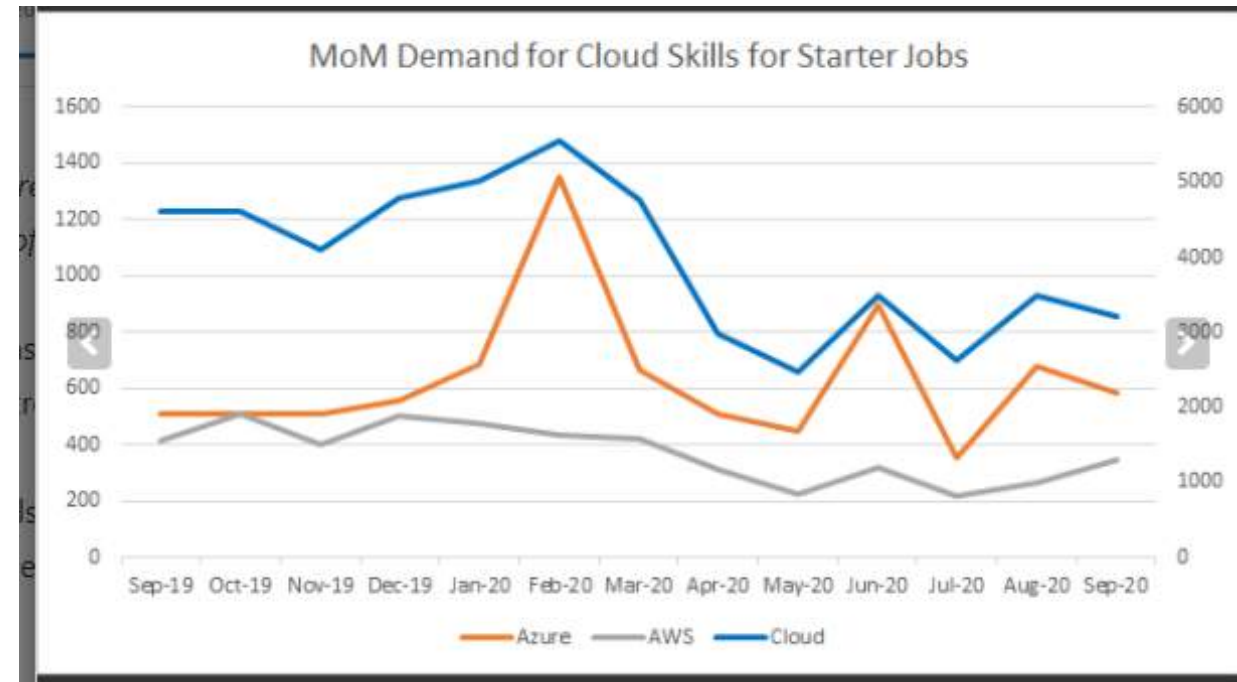
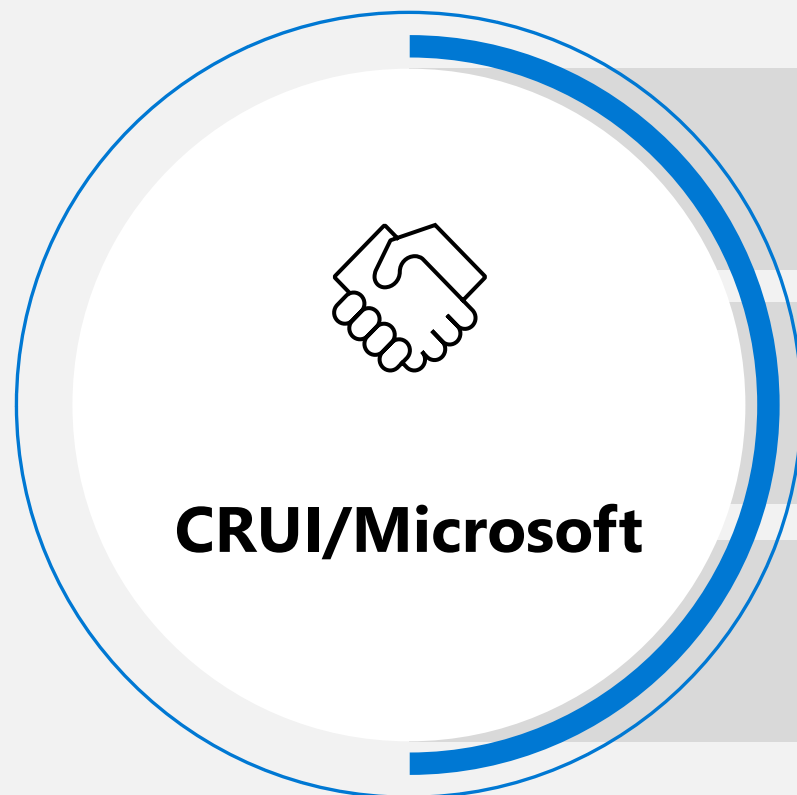


Figure 2. Month-over-month (MoM) demand trends for cloud skills for the past year. (Source: Analytics compiled through Labor Insights from Burning Glass, evaluating jobs in the United States requiring zero to two years of experience and skills in Azure, AWS, or the cloud in general.)

Il programma Enterprise Skills Initiative per CRUI

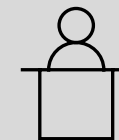
Programma dedicato allo sviluppo di competenze tecniche attraverso un'esperienza di formazione e certificazione digitale



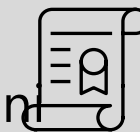
Costruire competenze per guidare la trasformazione digitale in Cloud



Esperienza di formazione digitale-first



Garantire la formazione tecnica con risorse gratuite e scontate per costruire piani di training e di certificazione

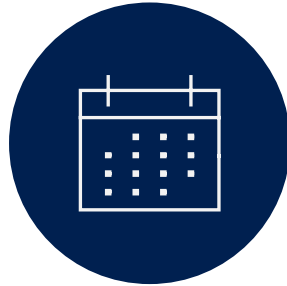


Gli elementi del Programma ESI



Formazione completa

esperienze attraverso il self-study, giornate di formazione virtuale, la formazione avanzata con istruttore e la preparazione agli esami



Catalogo di Corsi

iscrizione aperta agli enti aderenti alla convenzione CRUI

lezioni erogate in oltre 10 lingue



Facile accesso

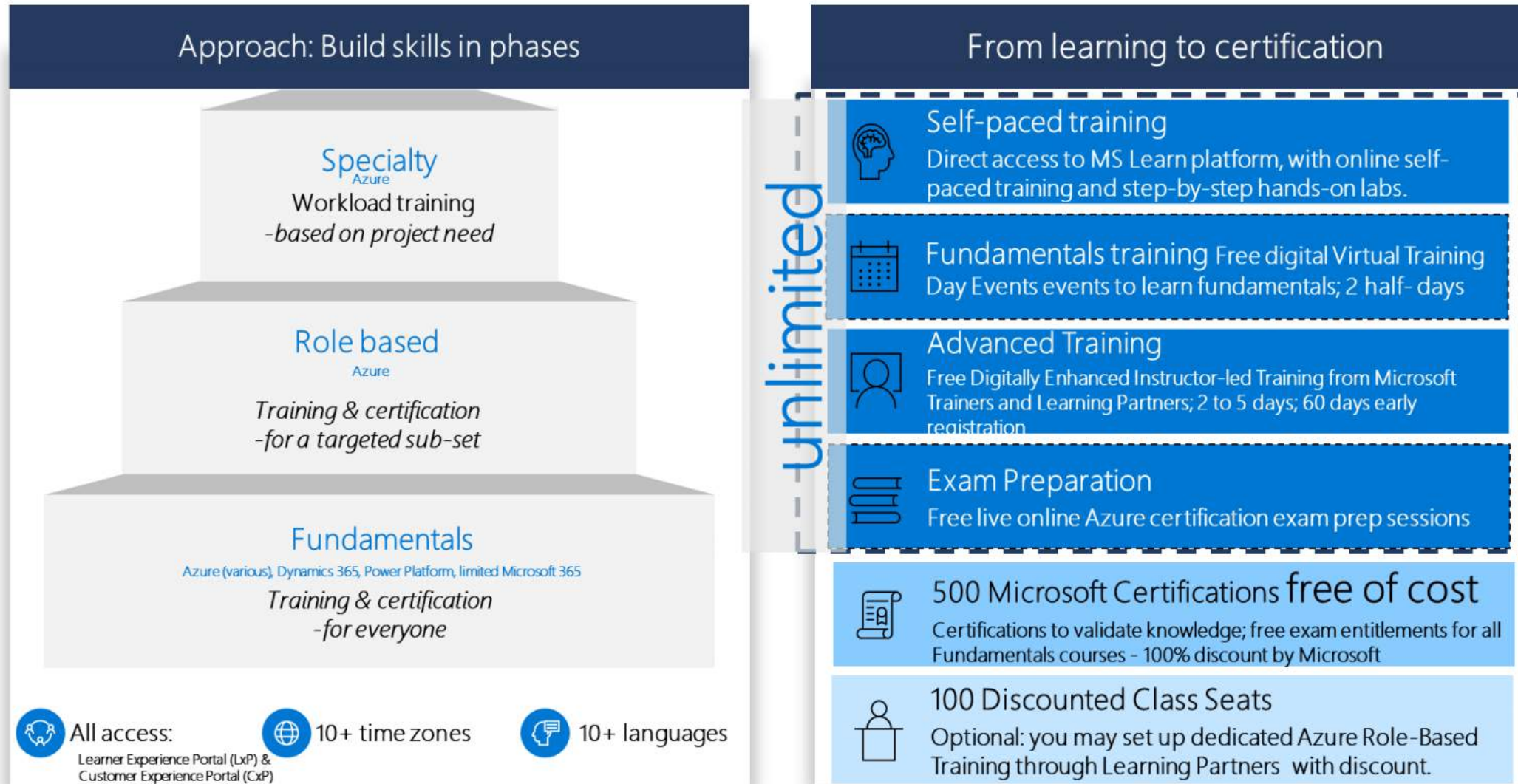
i benefit del programma sono accessibili tramite un portale «learner Experience Portal» dedicato



Certificazione semplificata

tramite l'esperienza Microsoft "Get Certified"

ESI per CRUI – I Learning Benefits nel programma ESI



Opportunità di Formazione messe a disposizione da Microsoft Learning Partner

When working with a Learning Partner, access:

- Deep technical training using content created by Microsoft
- Virtual or **in-person** trainings delivered by Microsoft Certified Trainers
- **Customized learning plans** delivered in **local languages**

World-class training across the complete learning journey

Assess

- Pre-assessments
- First look clinics
- Mentoring & consulting

Learn and prepare

- Certification preparation
- Role-based training
- Bootcamps, cloud workshops, hackathons, hands-on labs

Validate

- Microsoft Certifications
- Post-assessments



Up to 100 Discounted Class Seats

Optional: you may set up dedicated Azure Role-Based Training through Learning Partners



Multiple Training Modalities

In Person, Virtual, Hybrid, Accelerated & Extended deliveries



Extensive Public Schedule

Multiple modalities: Classroom, virtual, hybrid, public & private classes



Dedicated Classes

Private delivery options



Language Support

Local language delivery supported



Additional Skilling Services*

Test Centers, Test Prep, Skills Assessments, Talent Development, Digital Transformation Services



Customer & Partner Engagement

Ongoing projects and skilling engagements, relationships with HR, CLO, procurement roles

Sconto già attivo (*)

Per iscrizioni contattate direttamente il vostro Learning Partner di fiducia

Tariffe Migration Workshop e Fundamentals 2 days *

USD\$300 per Studente

Tariffe Role-based e specialty training fee*

USD\$600 per Studente

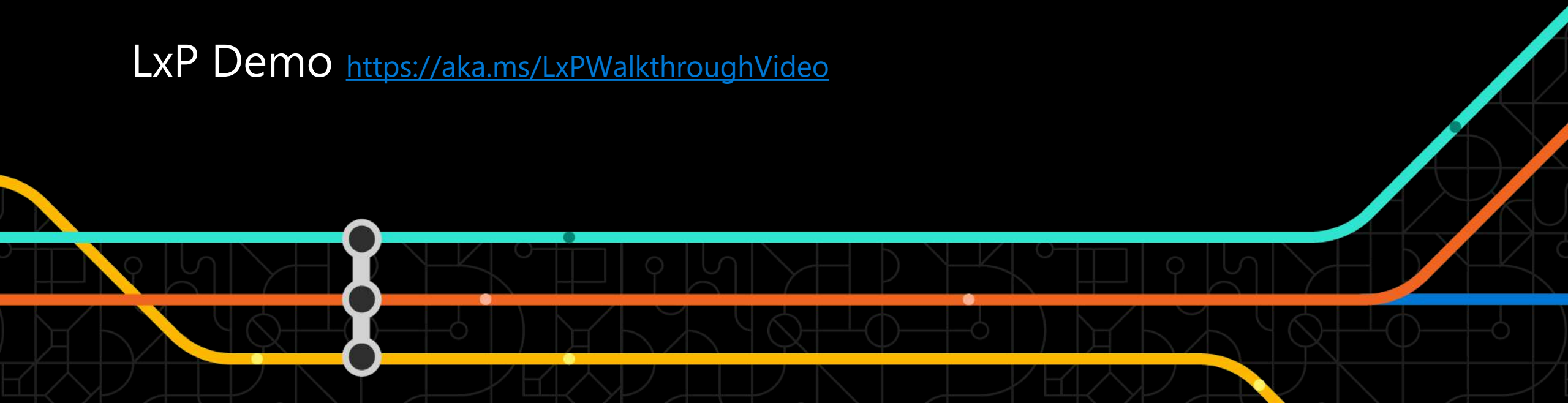
- [Fast Lane](mailto:Danilo.Spina@flane.it) – Danilo Spina <Danilo.Spina@flane.it>
- [PCS Net](mailto:ludovicos@pcs.it) - Ludovico Soccorsi <ludovicos@pcs.it>
- [Pipeline \(LLPA\)](mailto:ivan.patria@pipeline.it) - Ivan Patria <ivan.patria@pipeline.it>

**Verificate con il vostro Learning Partner eventuali tariffe aggiuntive*

() I Discounted Class Seat devono essere consumati entro il 4/4/201. Dopo questa data tutti i DCS non utilizzati scadranno*

Come accedere ai benefit ESI-CRUI II «Learner Experience Portal» LxP

LxP Demo <https://aka.ms/LxPWalkthroughVideo>



Come accedere ai learning benefit: LxP Overview

LxP <https://esi.microsoft.com>

LxP Demo <https://aka.ms/LxPWalkthroughVideo>



Iscrizione agli esami di certificazione 100% gratuiti direttamente tramite il tile "Microsoft Certifications"



Iscrizione ai corsi Microsoft gratuiti in programma, accesso al catalogo dei corsi Learning Partner, iscrizione alle sessioni di preparazione agli esami di Certificazione.



Accesso ai moduli self-paced disponibili su MS Learn

The screenshot displays the 'Learning for Administrator' dashboard with the tagline 'Learn what you want, when you want.' It features six learning tiles arranged in a 2x3 grid:

- Microsoft Learn:** 'LEARN ON YOUR OWN'. Description: 'Explore a topic in-depth through guided learning paths and interactive, hands-on modules.' Action: 'Explore'.
- Microsoft Training Days:** 'LEARN THE FUNDAMENTALS'. Description: 'Sign up for digital events with live moderators supporting attendee questions.' Action: 'Explore'.
- Microsoft-Delivered Courses:** 'INSTRUCTOR-LED TRAINING'. Description: 'Enroll in role-based and specialty instructor-led virtual training delivered by Microsoft Certified Trainers.' Action: 'Explore'.
- Learning Partner Training:** 'INSTRUCTOR-LED TRAINING'. Description: 'Enroll in discounted instructor-led training, delivered by authorized Microsoft Learning Partners, at a reduced cost.' Action: 'Register'.
- Exam Preparation:** 'PREPARE FOR AN EXAM'. Description: 'Exam Prep sessions provide practical details on how best to prepare for your Microsoft Certification exams.' Action: 'Explore'.
- Microsoft Certifications:** 'GET CERTIFIED'. Description: 'Advance your career, earn recognition, and validate your technical knowledge through accredited Microsoft Certifications.' Action: 'Schedule'.

Customer Name	Dominio
AREA SCIENCE PARK	areasciencepark.it
Bologna Business School	bbs.unibo.it
CINECA	cineca.it
CIRA - Centro italiano ricerche aerospaziali	cira.it
Consortium GARR	garr.it
D.RE.A.M. FabLab - Città della Scienza	cittadellascienza.it
EUI - Istituto universitario europeo	eui.eu
FBK - Fondazione Bruno Kessler	fbk.eu
Fondazione CRUI	fondazionecru.it
Fondazione Human Technopole	humantechnopole.it
Fondazione LINKS	linksfoundation.com
FONDAZIONE POLICLINICO UNIVERSITARIO A. GEMELLI	policlinicogemelli.it
GSSI - Gran Sasso Science Institute	gssi.it
INAF - Istituto Nazionale di Astrofisica	inaf.it
INFN - Istituto Nazionale di Fisica Nucleare	infn.it
INVALSI	invalsi.it
Istituto Italiano di Tecnologia	iit.it
Istituto Superiore di Sanità	iss.it
John Cabot University	johncabot.edu
Libera Università di Bolzano	unibz.it
LUISS - Libera Università Internazionale degli Studi Sociali "Guido Carli"	luiss.it
Politecnico di Bari	poliba.it
Politecnico di Milano	polimi.it
Politecnico di Torino	polito.it

In caso di problemi tecnici nell'accesso
contattare

[ESI support -](#)

<https://esisupport.microsoft.com/>

L'accesso al portale <https://esi.microsoft.com> è attivo per i seguenti domini (2)

Università degli Studi di Catania	unict.it
Università degli Studi di Firenze	unifi.it
Università degli Studi di Foggia	unifg.it
Università degli Studi di Genova	unige.it
Università degli studi di Macerata	unimc.it
Universita' degli Studi di Napoli Parthenope	uniparthenope.it
Università degli Studi di Padova	unipd.it
Università degli Studi di Palermo	unipa.it
Università degli Studi di Parma	unipr.it
Università degli Studi di Pavia	unipv.it
Università degli Studi di Roma Foro Italico	uniroma4.it
Università degli Studi di Roma Tor Vergata	uniroma2.eu
Università degli Studi di Salerno	unisa.it
Università degli Studi di Siena	unisi.it
Università degli Studi di Trieste	units.it
Università degli Studi di Udine	uniud.it
Università degli studi di Verona	univr.it
Università degli studi Internazionali di Roma	unint.eu
Università del Salento	unisalento.it
Università della Valle d'Aosta	univda.it
Università di Bologna	unibo.it
Università di Camerino	unicam.it
Università di comunicazione e lingue IULM	iulm.it
Università di Pisa	unipi.it
Università di Roma La Sapienza	uniroma1.it
Università di Torino	unito.it
Università di Urbino Carlo Bo	uniurb.it
Università per Stranieri di Siena	unistrasi.it

Università degli Studi di Napoli Federico II	unina.it
Universita' degli Studi di Napoli Parthenope	uniparthenope.it
Università degli Studi di Padova	unipd.it
Università degli Studi di Palermo	unipa.it
Università degli Studi di Parma	unipr.it
Università degli Studi di Pavia	unipv.it
Università degli Studi di Perugia	unipg.it
Università degli Studi di Roma Foro Italico	uniroma4.it
Università degli Studi di Roma Tor Vergata	uniroma2.eu
Università degli Studi di Salerno	unisa.it
Università degli Studi di Siena	unisi.it
Università degli Studi di Trento	unitn.it
Università degli Studi di Trieste	units.it
Università degli Studi di Udine	uniud.it
Università degli studi di Verona	univr.it
Università degli studi Internazionali di Roma	unint.eu
Università del Salento	unisalento.it
Università della Valle d'Aosta	univda.it
Università di Bologna	unibo.it
Università di Camerino	unicam.it
Università di comunicazione e lingue IULM	iulm.it
Università di Milano-Bicocca	unimib.it
Università di Modena e Reggio Emilia	unimore.it
Università di Pisa	unipi.it
Università di Roma La Sapienza	uniroma1.it
Università di Torino	unito.it
Università di Urbino Carlo Bo	uniurb.it
Università Iuav di Venezia	iuav.it
Università per Stranieri di Siena	unistrasi.it
Università Politecnica delle Marche	univpm.it

It's our learning journey



Primo passo: identificare il "Job Role"

Fundamentals

Foundational skills – *for everyone*

Role-based

Technical skills for a job – *for a targeted sub-set*

Specialty

Deep technical skills – *based on project needs*

Create your learning plan with these experiences



Self-paced

Begin with learning paths on Microsoft Learn, available as a free online resource



Fundamentals training

Attend free local training events to learn fundamentals or advanced workloads



Advanced Instructor-led training

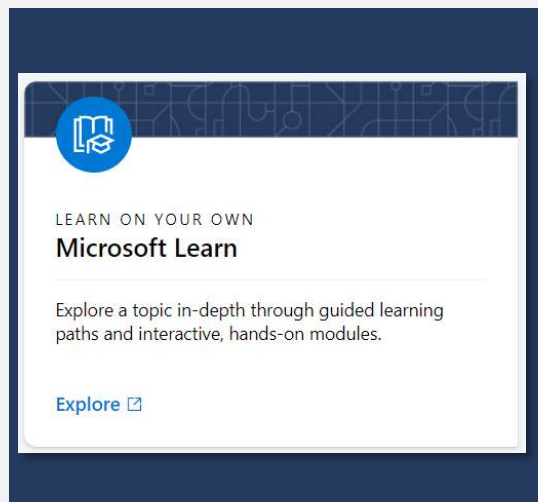
Discover personalized deep training, delivered in-person or virtually by Microsoft Certified Trainers



Certification

Validate knowledge to solve real business problems

Esperienze di apprendimento illimitate da un punto di accesso unico - ESI Learner Experience Portal LxP



LEARN ON YOUR OWN
Microsoft Learn

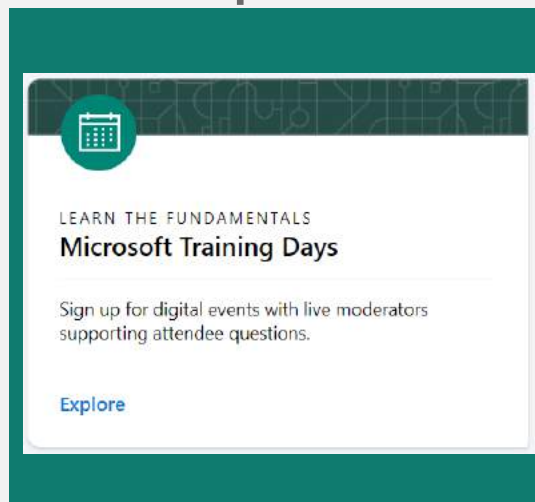
Explore a topic in-depth through guided learning paths and interactive, hands-on modules.

[Explore](#)

Microsoft Learn

Link diretto alla pagina MS Learn con formazione online strutturata per ruolo o prodotto

Online learning paths



LEARN THE FUNDAMENTALS
Microsoft Training Days

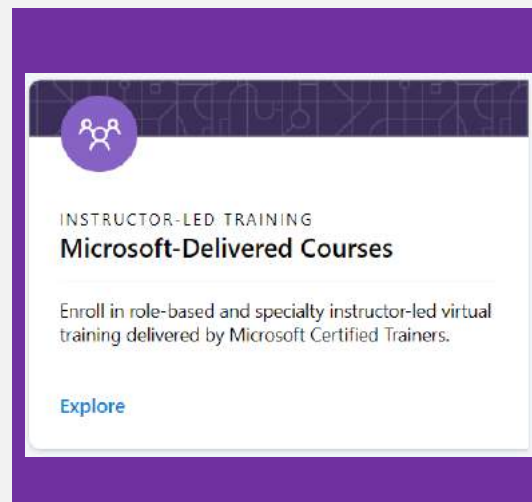
Sign up for digital events with live moderators supporting attendee questions.

[Explore](#)

Microsoft Training Days

Corsi in aula virtuale con istruttori MS aperti a una platea allargata

Fundamentals training



INSTRUCTOR-LED TRAINING
Microsoft-Delivered Courses

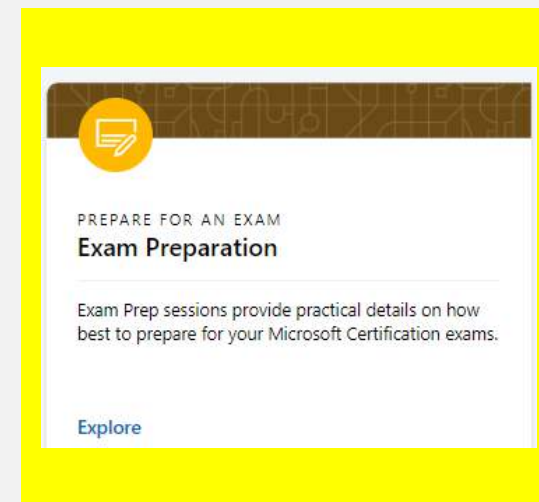
Enroll in role-based and specialty instructor-led virtual training delivered by Microsoft Certified Trainers.

[Explore](#)

Microsoft-Delivered Courses

Corsi di formazione avanzati erogati da Microsoft Certified Trainers

Advanced training



PREPARE FOR AN EXAM
Exam Preparation

Exam Prep sessions provide practical details on how best to prepare for your Microsoft Certification exams.

[Explore](#)

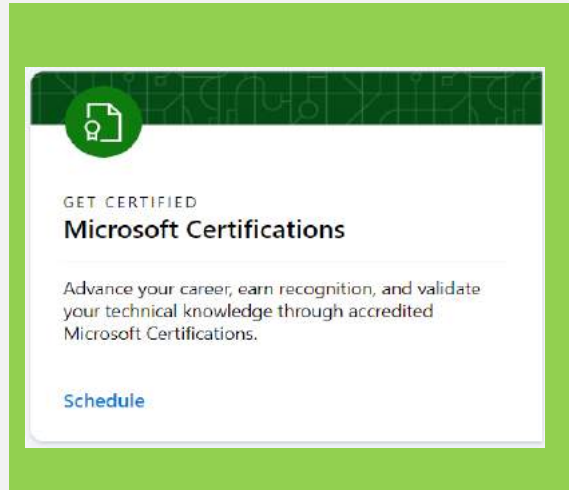
Exam Prep

Sessioni dedicate alla preparazione degli esami - erogate da MCT

Certification training

L'iscrizione a tutti i corsi è illimitata, in modalità «**first-in first-served**»

Gli altri Learning benefit nel programma (limitati)



Certificazioni

Fino a **500** esami di certificazione Fundamentals e Avanzate



Learning Partner Training

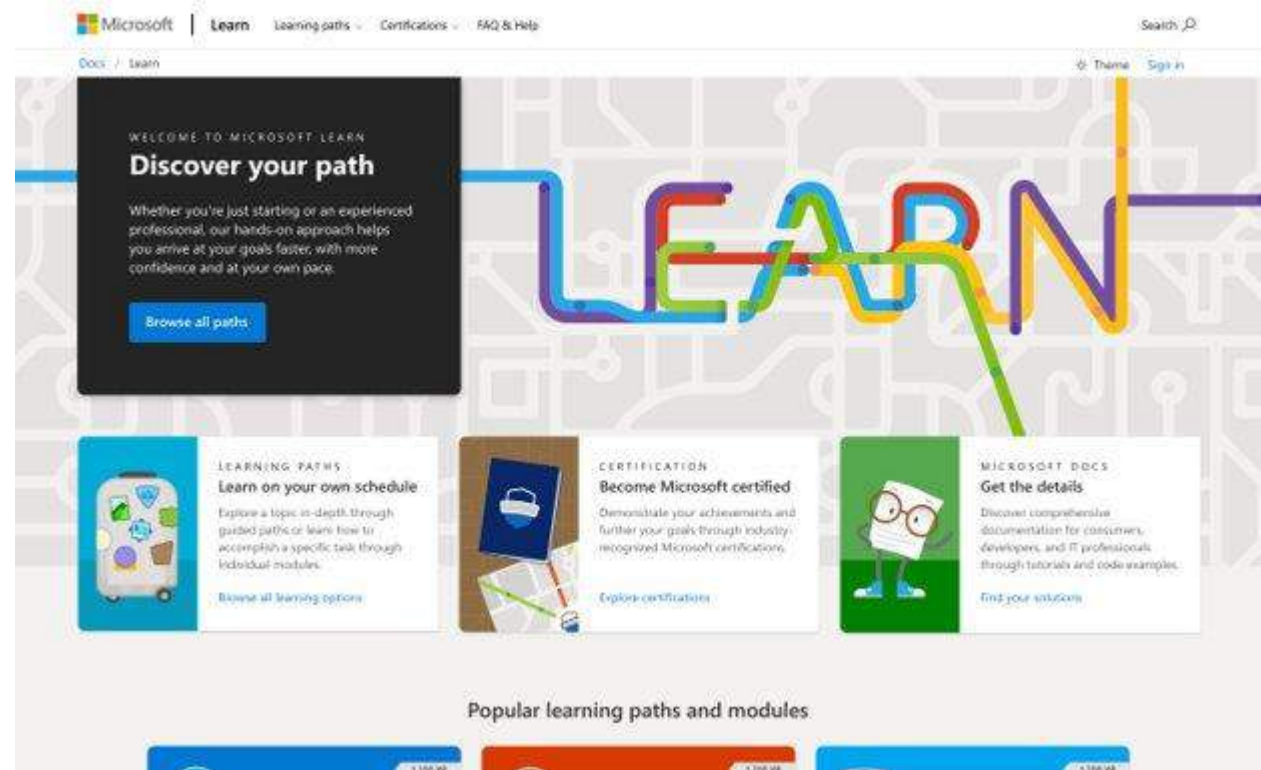
Fino a **100** posti scontati in totale utilizzabili per i corsi in Italiano o private organizzati dai Learning Partner in ESI



Self-paced training – Unlimited Access

Free online access to MS Learn platform, with self-paced training and step-by-step hands-on labs.

Microsoft Learn tile



- Guided microlearning by product/service, difficulty, job role, etc
- Videos, tutorials, and hands-on learning
- Role-based learning paths to prepare for certification
- Students dedicated [Learning Paths](#)



Fundamentals training **Unlimited Access**

Free digital events to learn fundamentals

Microsoft Virtual Training Days tile

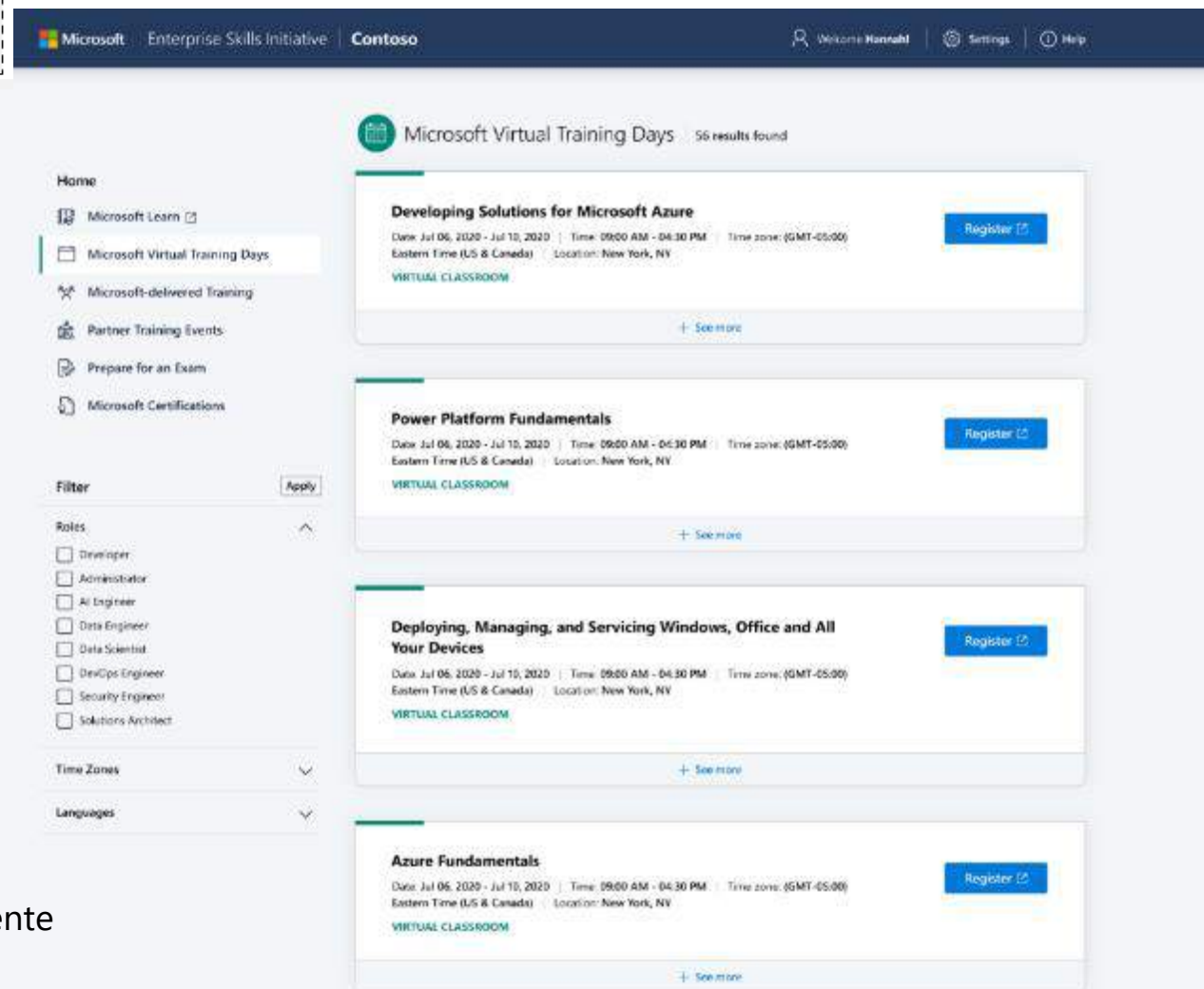
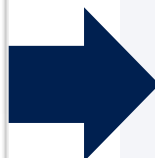


TRAINING EVENTS

Microsoft Virtual Training Days

Sign up for digital events combining pre-recorded presentations with live moderators supporting attendee questions.

[Explore](#)



The screenshot shows the Microsoft Virtual Training Days website. The header includes the Microsoft logo, Enterprise Skills Initiative, and Contoso. The main content area displays a list of training events with details such as dates, times, and locations. The events listed are:

- Developing Solutions for Microsoft Azure**: Date: Jul 06, 2020 - Jul 10, 2020 | Time: 09:00 AM - 04:30 PM | Time zone: (GMT-05:00) Eastern Time (US & Canada) | Location: New York, NY. [Register](#)
- Power Platform Fundamentals**: Date: Jul 06, 2020 - Jul 10, 2020 | Time: 09:00 AM - 04:30 PM | Time zone: (GMT-05:00) Eastern Time (US & Canada) | Location: New York, NY. [Register](#)
- Deploying, Managing, and Servicing Windows, Office and All Your Devices**: Date: Jul 06, 2020 - Jul 10, 2020 | Time: 09:00 AM - 04:30 PM | Time zone: (GMT-05:00) Eastern Time (US & Canada) | Location: New York, NY. [Register](#)
- Azure Fundamentals**: Date: Jul 06, 2020 - Jul 10, 2020 | Time: 09:00 AM - 04:30 PM | Time zone: (GMT-05:00) Eastern Time (US & Canada) | Location: New York, NY. [Register](#)

Each event card includes a "VIRTUAL CLASSROOM" link and a "+ See more" button. The left sidebar contains navigation links: Home, Microsoft Learn, Microsoft Virtual Training Days, Microsoft-delivered Training, Partner Training Events, Prepare for an Exam, and Microsoft Certifications. Below these are filter sections for Roles (Developer, Administrator, AI Engineer, Data Engineer, Data Scientist, DevOps Engineer, Security Engineer, Solutions Architect), Time Zones, and Languages.



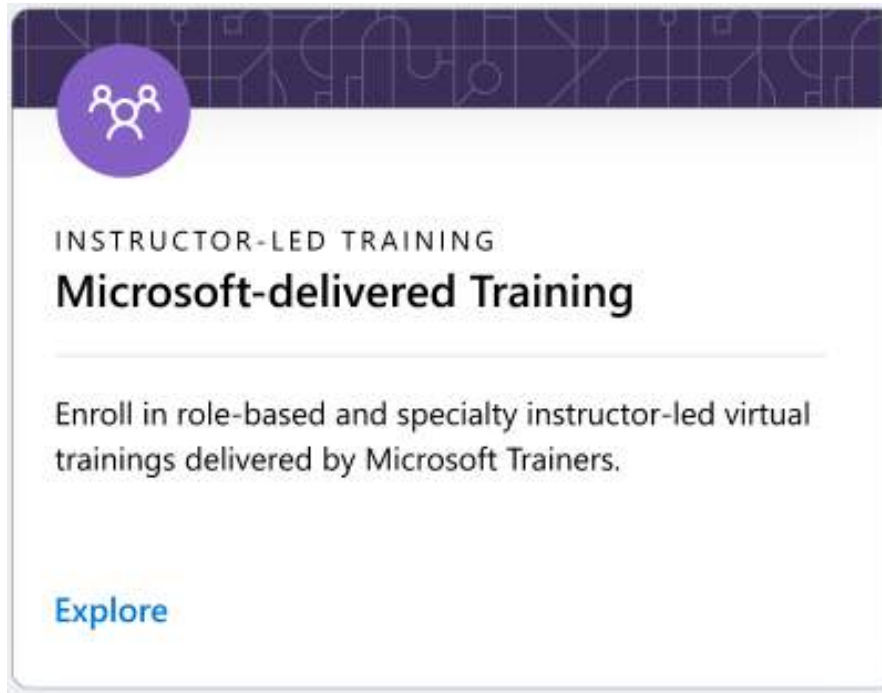
- Iscrizioni illimitate (first-in first served)
- Training via Teams live – interazione via chat col docente
- Azure Fundamentals in Italiano
- Data, AI e altri Fundamentals in inglese

Tutti i partecipanti ricevono uno sconto per sostenere l'esame gratuitamente



Advanced Role-Based Training - Unlimited
Access, 60 days advanced registration Free Digitally
Enhanced Instructor-led Training from Microsoft Trainers and
Learning Partners

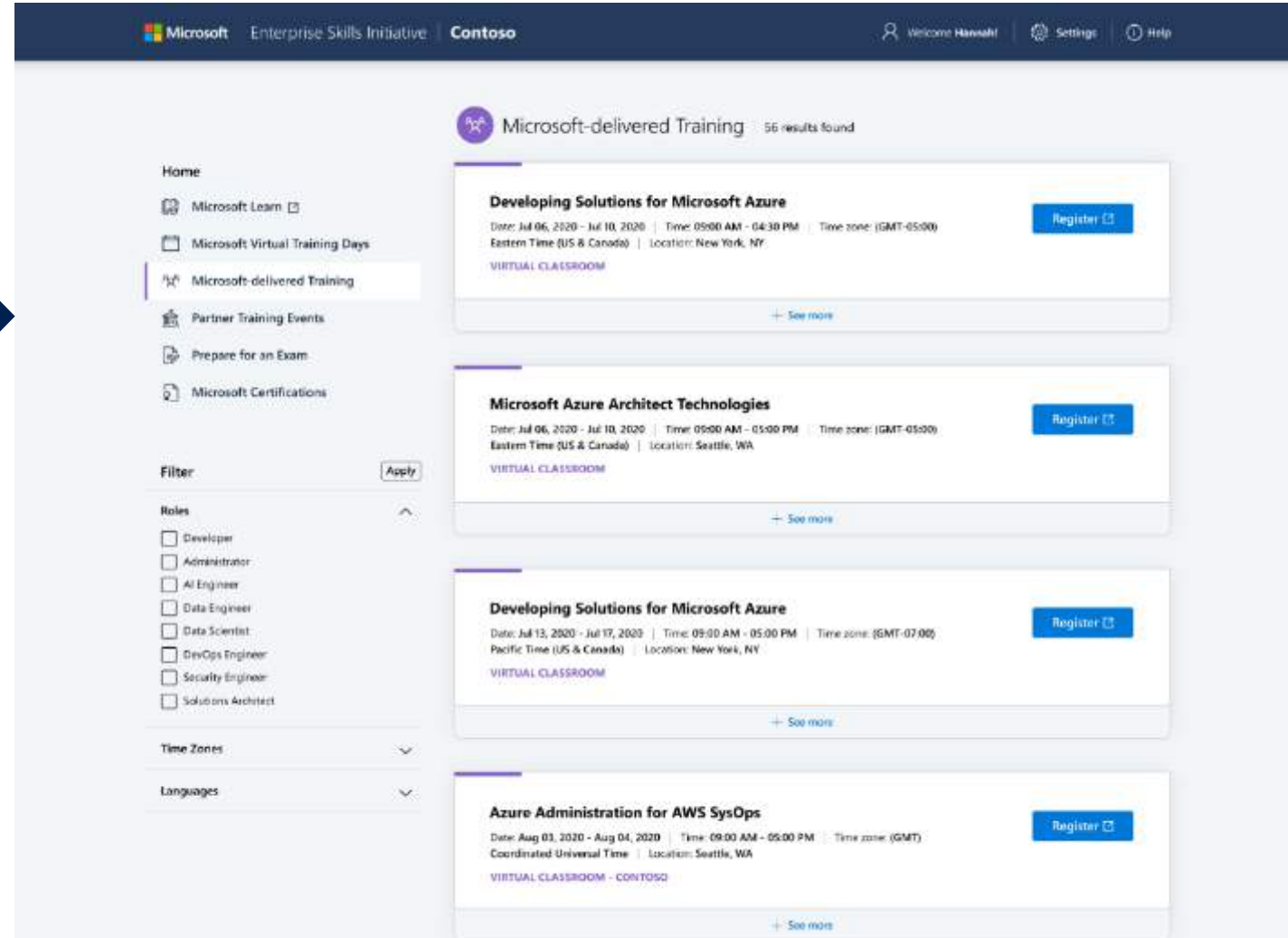
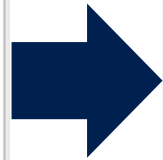
-Microsoft-delivered Training tile



INSTRUCTOR-LED TRAINING
Microsoft-delivered Training

Enroll in role-based and specialty instructor-led virtual trainings delivered by Microsoft Trainers.

[Explore](#)



Microsoft Enterprise Skills Initiative Contoso

Welcome Hannah! Settings Help

Microsoft-delivered Training 56 results found

- Developing Solutions for Microsoft Azure**
Date: Jul 06, 2020 - Jul 10, 2020 | Time: 09:00 AM - 04:30 PM | Time zone: (GMT-05:00) Eastern Time (US & Canada) | Location: New York, NY
[Register](#)
VIRTUAL CLASSROOM
[+ See more](#)
- Microsoft Azure Architect Technologies**
Date: Jul 06, 2020 - Jul 10, 2020 | Time: 09:00 AM - 05:00 PM | Time zone: (GMT-05:00) Eastern Time (US & Canada) | Location: Seattle, WA
[Register](#)
VIRTUAL CLASSROOM
[+ See more](#)
- Developing Solutions for Microsoft Azure**
Date: Jul 13, 2020 - Jul 17, 2020 | Time: 09:00 AM - 05:00 PM | Time zone: (GMT-07:00) Pacific Time (US & Canada) | Location: New York, NY
[Register](#)
VIRTUAL CLASSROOM
[+ See more](#)
- Azure Administration for AWS SysOps**
Date: Aug 03, 2020 - Aug 04, 2020 | Time: 09:00 AM - 05:00 PM | Time zone: (GMT) Coordinated Universal Time | Location: Seattle, WA
[Register](#)
VIRTUAL CLASSROOM - CONTOSO
[+ See more](#)

Home

- Microsoft Learn
- Microsoft Virtual Training Days
- Microsoft-delivered Training**
- Partner Training Events
- Prepare for an Exam
- Microsoft Certifications

Filter [Apply](#)

Roles

- ☐ Developer
- ☐ Administrator
- ☐ AI Engineer
- ☐ Data Engineer
- ☐ Data Scientist
- ☐ DevOps Engineer
- ☐ Security Engineer
- ☐ Solutions Architect

Time Zones [v](#)

Languages [v](#)



- Training dal vivo via Teams
- Azure Pass per esercitazioni (100\$)
- Sessioni in Italiano e in altre lingue
- Verificare la disponibilità di posti prima di condividere i link per le iscrizioni

Prossime Sessioni in programma – pubblicate su LxP

Microsoft Virtual Training Days

Event name	Official Start Date/Time	Official End Date/Time	Registration URL
AZ-900- Microsoft Azure Fundamentals	03/12/2020 09:30	04/12/2020 12:00	Register HERE

Microsoft-delivered Training

Event name	Official Start Date/Time	Official End Date/Time	Registration URL
AZ-900-2day Microsoft Azure Fundamentals (2 Day)	10/12/2020 09:00	11/12/2020 17:00	Register HERE
AZ-304 Microsoft Azure Architect Design	01/12/2020 09:00	04/12/2020 17:00	Register HERE
AZ-204 Developing Solutions for Microsoft Azure	14/12/2020 09:00	18/12/2020 17:00	Register HERE



500 Microsoft Certifications free of cost

Certifications to validate knowledge; free exam entitlements for all Fundamentals courses - 100% discount by Microsoft



STAY AHEAD

Microsoft Certifications

Advance your career, earn recognition, and validate your technical knowledge and ability in current and future industry job roles.

[Explore](#)



Enable Learners to view and register for **100% free exam** certifications with no need for vouchers or codes

Microsoft Certifications

The screenshot shows the Microsoft Learn portal interface. At the top, there's a navigation bar with the Microsoft logo, 'Enterprise Skills Initiative', and 'Contoso'. Below this, a sidebar on the left lists navigation options: Home, Microsoft Learn, Microsoft Virtual Training Days, Microsoft-delivered Training, Partner Training Events, Prepare for an Exam, and Microsoft Certifications (which is highlighted). The main content area is titled 'Microsoft Certifications' and shows '2 results found'. It features an illustration of a person working at a desk. Below the illustration, there are two certification cards: 'Microsoft Certified: Azure Fundamentals' and 'Microsoft Certified: Azure Administrator Associate'. Each card has a 'Get Started' button. At the bottom, there's a link for 'Need accommodations?'.



Up to 100 Discounted Class Seats

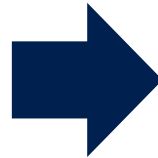
Optional: you may set up dedicated Azure Role-Based Training through Learning Partners



DISCOUNTED PARTNER TRAINING
Partner Training Events

Enroll in role-based and specialty instructor-led training delivered by authorized Microsoft Learning Partners at a significant discount.

[Explore](#)



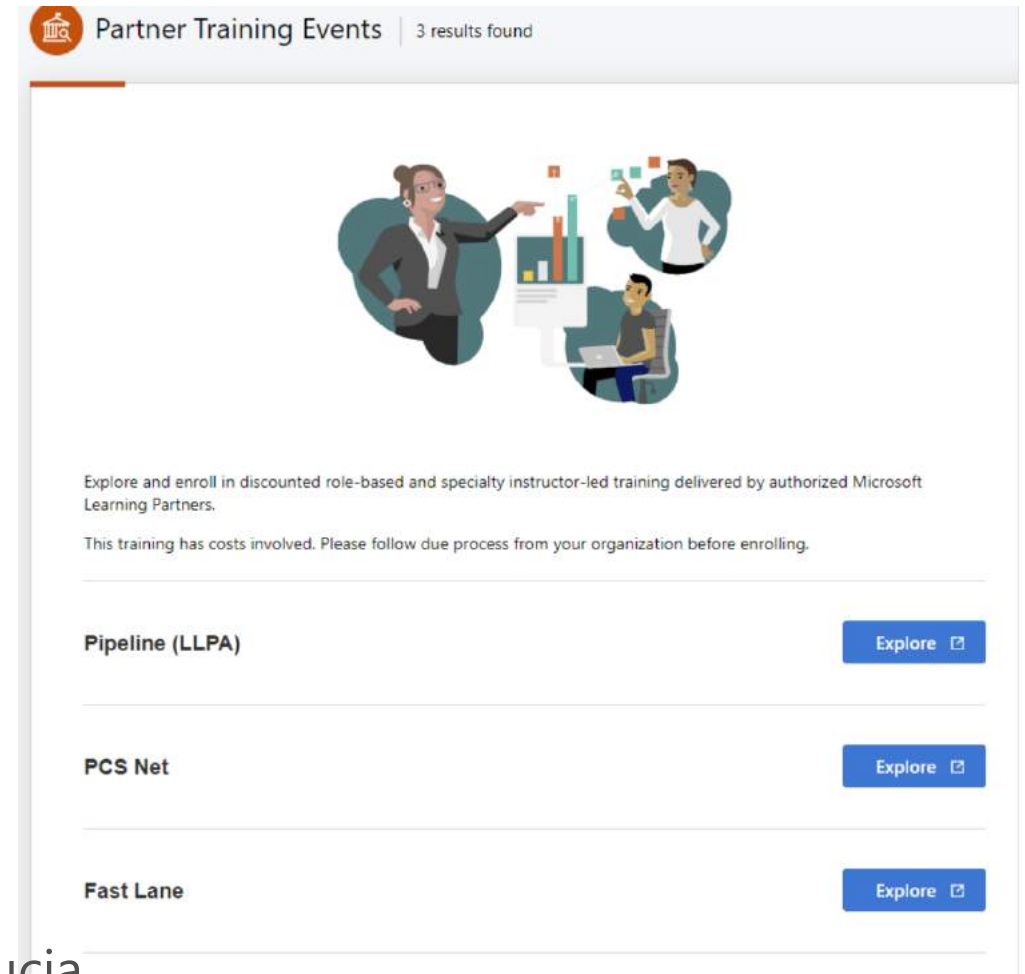
**Tariffe Migration
Workshop e
Fundamentals 2 days ***

USD\$300 per Studente


**Tariffe Role-based e specialty
training fee***

USD\$600 per Studente

Partner Training Events tile



Partner Training Events | 3 results found



Explore and enroll in discounted role-based and specialty instructor-led training delivered by authorized Microsoft Learning Partners.

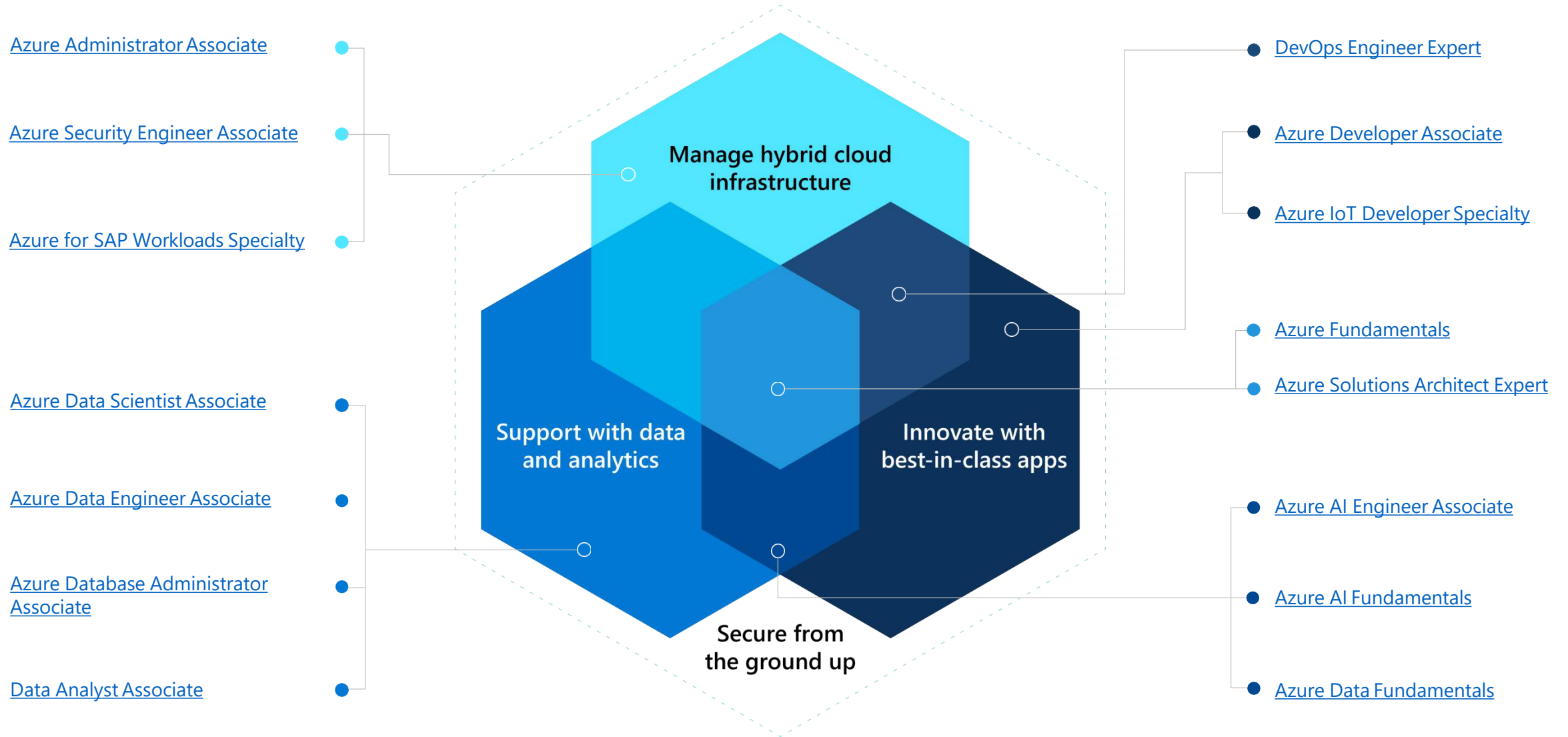
This training has costs involved. Please follow due process from your organization before enrolling.

Pipeline (LLPA)	Explore
PCS Net	Explore
Fast Lane	Explore

Per info contattate direttamente il vostro partner di fiducia

- [Fast Lane](#) – Danilo Spina <Danilo.Spina@flane.it>
- [PCS Net](#) - Ludovico Soccorsi <ludovicos@pcs.it>
- [Pipeline \(LLPA\)](#) - Ivan Patria <ivan.patria@pipeline.it>

I "Job Role" nel mondo Azure



Snapshot of Microsoft Azure training and certifications

Fundamentals

Foundational understanding of technology

Azure Fundamentals
AZ-900

Azure Data Fundamentals
DP-900

Azure AI Fundamentals
AI-900

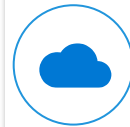
Dynamics 365
Fundamentals

Microsoft 365

PowerPlatform
Fundamentals

Role-based

Technical skills required to perform a job



Apps & Infra



Data & AI

Associate

Azure Administrator
AZ-104

Azure Developer
AZ-204

Azure Security Engineer
AZ-500

Azure Data Scientist
DP-100

Azure AI Engineer
AI-100

Azure Data Engineer
DP-200 & DP-201

Azure Database
Administrator
DP-300

Azure Data Analyst
DA-100

Expert

Azure DevOps Engineer
AZ-400

Azure Solution Architect
AZ-303 & AZ-304

Specialty

Azure for SAP Workloads
AZ-120

Azure IoT Developer
AZ-220

Migrate SQL Workloads to
Azure
(DP-050)

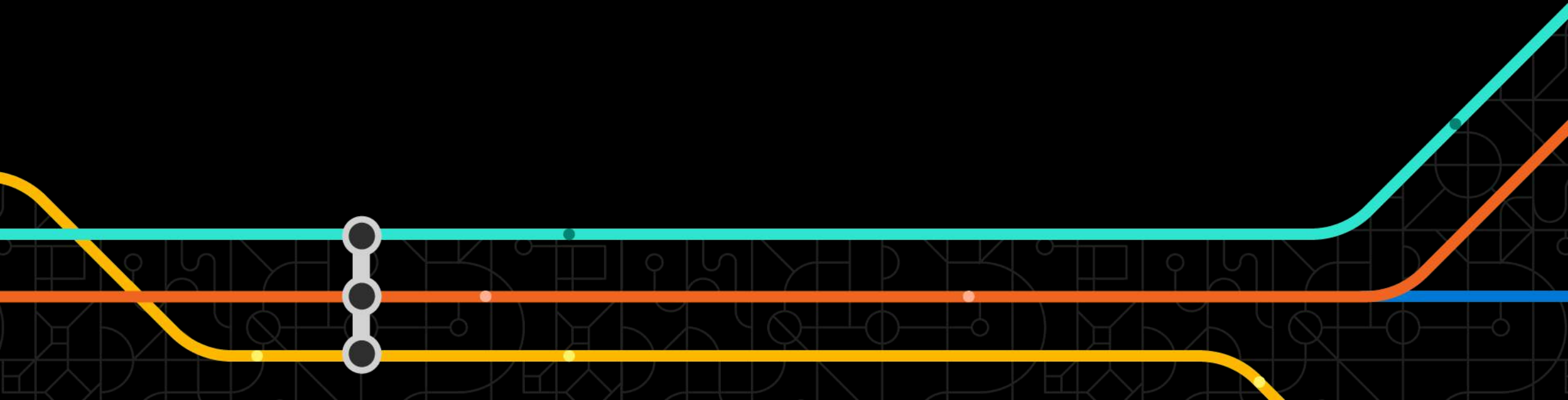
Migrate NoSQL Workloads to
Azure Cosmos DB
(DP-060)

Migrate Open Source Data
Workloads to Azure
(DP-070)

Migrate Application Workloads
to Azure
(WS-050)

Migration workshops - no certification

ESI Program Policy



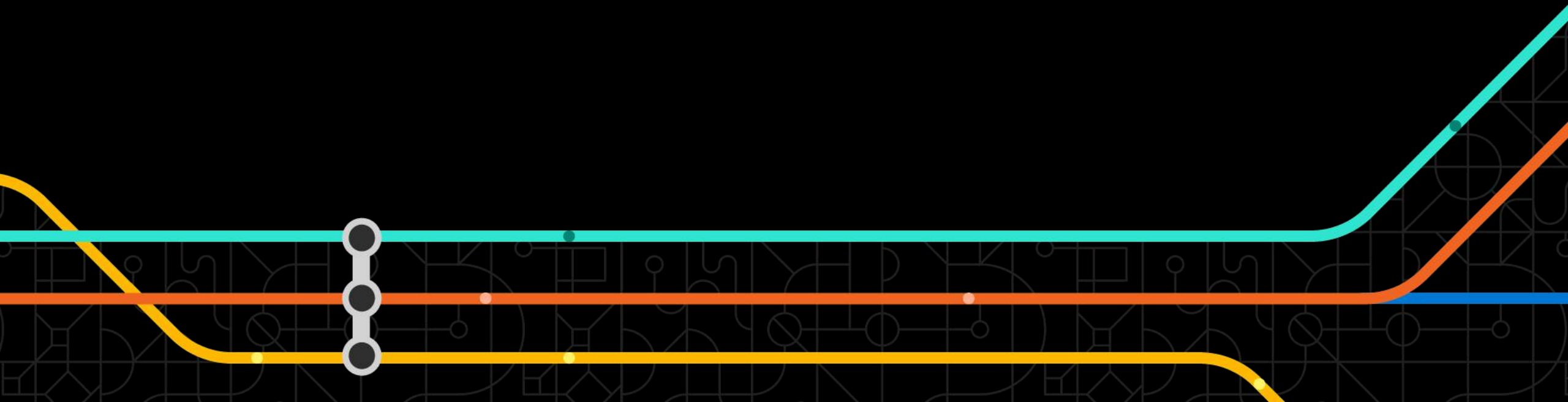
Program policies

- ⇒ The ESI program policies are not binding agreements but are guidelines to help promote a positive training experience.
- **Participation period.** The Enterprise Skills Initiative (ESI) FY21 program benefits are only valid through June 30, 2021, and won't extend beyond this date.
- **DCS usage.** Companies have 150 days from the date they accept the offer to consume their allotted Discounted Class Seats (DCS). After 150 days, any unused DCS expire.
- **DCS rates.** The Enterprise Skills Initiative (ESI) may change student subsidy rates for Discounted Class Seats (DCS) during the participation period. Prior to scheduling and participating in training, companies should check the student subsidy rate with their Learning Partner.
- **DCS expiration.** The Enterprise Skills Initiative (ESI) reserves the right to expire Discounted Class Seats (DCS) during the participation period, based on ESI program capacity. Any DCS remaining on June 30, 2021, will expire.
- **ESI program changes.** The Enterprise Skills Initiative (ESI) reserves the right to modify the program policies, as budgetary or company strategy requires. If we make changes to the policies, we'll notify participating companies.
- **Confidentiality.** Program participation is considered confidential and shouldn't be shared with any parties not involved with this offer.
- **Excessive registration.** We encourage learners to register only for sessions they plan to attend rather than submit multiple registrations at once for the same class dates. However, this doesn't prevent them from registering for more than one course title or from registering again for a previously completed course.
- **Walk-ins.** A walk-in is a learner who attends a class without registering. Walk-ins aren't permitted in Advanced Role-based (ARB) classes delivered by Microsoft.
- **Microsoft instructor-led training (ILT) cancellation and no-shows.** Learners who need to cancel their registration should do so at least five business days in advance of the class start date. A learner who registers for a class but doesn't attend is considered a no-show. We ask that companies keep their no-shows and late cancellations to less than 10 percent. Otherwise, the ESI program reserves the right to withdraw them from the program.

- **ESI-initiated cancellation.** The Enterprise Skills Initiative (ESI) reserves the right to cancel or modify instructor-led training (ILT) classes, without penalty to the learner or customer. In these instances, cancellation decisions will be made with as much advance notice to registered learners as circumstances allow.
- **Learner conduct.** Trainers can limit the participation of learners who engage in rude, disruptive, or otherwise inappropriate behavior and could ask them to leave the class.
- **Unauthorized content use.** The Enterprise Skills Initiative (ESI) provides program content to learners for their individual use. Learners aren't permitted to share, distribute, copy, or record this program content, which includes, but isn't limited to:
 - Courseware and slideware.
 - Live Teams and class interactions (such as audio, video, and chat components).
 - Email communications.
 - Platforms, URLs, email aliases, and other contact info.

Learners who violate this policy might be asked to leave the class. We reserve the right to withdraw companies and partners from the ESI program, if their learners consistently violate this policy.

MS Learn for Students & Educators



Microsoft Learn for Students

[MS Learn for Students](#)

[Students Learning Paths](#)

https://docs.microsoft.com/en-us/learn/roles/student

Microsoft | Docs Documentation Learn Q&A Code Samples

Learn Products Roles Learn TV Certifications FAQ & Help

LEVEL 6 10250/11299 XP

MICROSOFT LEARN FOR STUDENTS

Build tech skills for the future

Master new concepts at your speed and on your schedule. Start here to develop practical skills through fun, interactive modules and paths. Plus, educators can get access to Microsoft classroom materials and curriculum.

[Browse all paths for students](#)

COLLECTIONS

Learn with university courses

Explore courses from universities like UC Berkeley, Carnegie Mellon University, and University of Oxford to expand your cloud skills.

[Browse university collections](#)

LEARN TOGETHER

Developing apps for Microsoft Teams

Join us for a free two-hour livestream event for developers by developers. Let's talk app dev for Microsoft Teams.

[Plan to attend for free](#)

PROGRAMS

Are you an educator?

Teach your students technical skills with curriculum and education materials provided by Microsoft.

[Explore details](#)

Learn a new programming language

LEARNING PATH

Explore space with Python and Visual Studio Code; inspired by Netflix's Over the Moon

23 min ★★★★★ 4.8 (696)

MODULE

Introduction to Python for space exploration

3 hr 51 min

LEARNING PATH

Take your first steps with C#

3 hr 51 min

Microsoft Learn for Educator

Microsoft Learn for Educators

04/30/2020 • 4 minutes to read • 🗣️

🔔 Important

Educators! Visit the **Microsoft Educator Center** for free training and resources in the classroom.

As an educator, you play a pivotal role in empowering students for future success by enabling and supporting you with this mission. **Microsoft Learn for Educators** takes learning paths and supporting instructor-led training materials into the classroom at colleges, universities, community colleges, polytechnics, and secondary school curriculum and teaching materials aligned to industry-recognized Microsoft Certified student's existing degree path and validate the skills needed to be successful across

Microsoft is here to support you on this journey! The details below outline the Microsoft online and/or in-classroom delivery as well as step-by-step access instructions.

Curriculum and teaching materials

Microsoft fundamentals curriculum provides foundational-level knowledge of Microsoft services. They are ideal for students starting or thinking about a career in technology for instructor-led and blended learning models and can be delivered remotely or through Learn online learning paths, which are collections of training modules, that are different components.

Microsoft Learn for Educators provides access to a curriculum of Official Microsoft Azure data, Azure AI, and Power Platform fundamentals. Each course covers Microsoft lessons based on real-world scenarios and practice exercises. Supporting resources

- **Online training:** Self-paced online learning paths and modules via Learn
- **Microsoft Official Curriculum:** Full course, module content (including lab exercises)
- **Course datasheet:** Course overview, outline, and learning objectives
- **Educator teaching guide:** General course information to prepare for teaching

Microsoft Azure Fundamentals

This course provides foundational-level knowledge of Microsoft Azure cloud services and cloud computing concepts. Learning focus areas include cloud computing services and models of Infrastructure as a Service (IaaS), Platform as a Service (PaaS), and Software as a Service (SaaS). It covers Microsoft Azure services and solutions including security, privacy, compliance, trust, pricing, and support services available. Completion of the course prepares students for the **AZ-900: Microsoft Azure Fundamentals** certification exam.

Download the course datasheet [here](#).

Microsoft Power Platform Fundamentals

This course trains on the business value and capabilities of Power Platform. The course will cover building a Power BI dashboard, creating simple Power Apps canvas app experiences, connecting data with a Common Data Service for apps, and automating a workflow process with Power Automate. Completion of the course prepares students for the **PL-900: Microsoft Power Platform Fundamentals** certification exam.

Download the course datasheet [here](#).

Azure AI Fundamentals

This course trains on demonstrating knowledge of common Machine Learning (ML) and Artificial Intelligence (AI) workloads and how to implement them on Azure. The course will cover foundational knowledge of AI workloads, principles of ML, and features of computer vision and conversational AI related to Microsoft Azure services. Completion of this course prepares students for the **AI-900: Microsoft Azure AI Fundamentals** certification exam and can be used to prepare, but is not a prerequisite for additional Azure role-based certifications including the *Microsoft Certified: Azure Data Scientist Associate* or *Microsoft Certified: Azure AI Engineer Associate*.

Download the course datasheet [here](#).

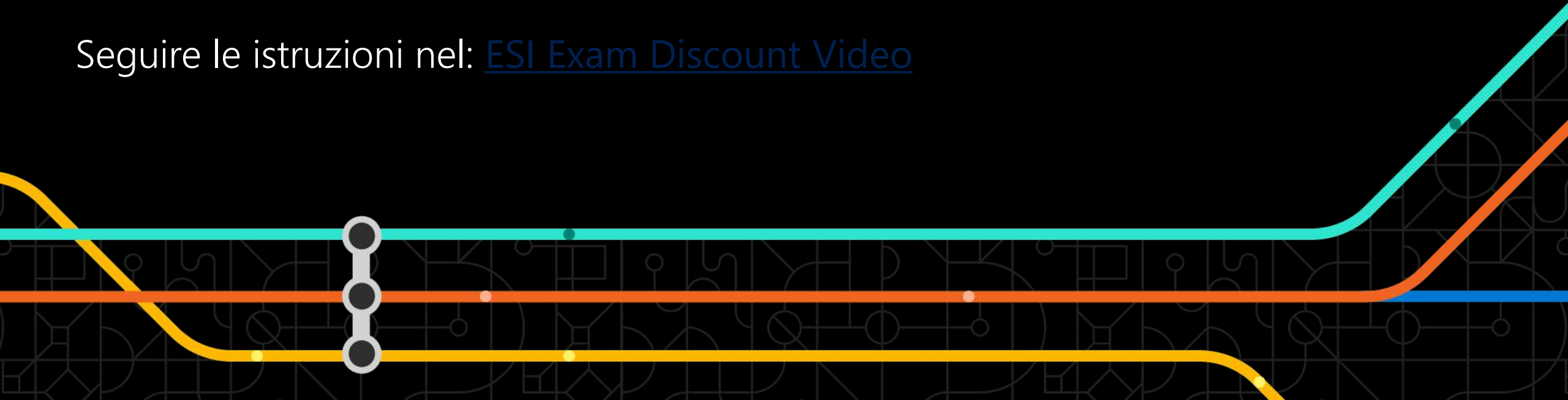
Microsoft Azure Data Fundamentals

Curriculum and teaching materials

Material access instructions

Come ottenere lo sconto per gli esami di Certificazione

Seguire le istruzioni nel: [ESI Exam Discount Video](#)



LxP – Get Certified Flow

STAY AHEAD

Microsoft Certifications

Advance your career, earn recognition, and validate your technical knowledge and ability in current and future industry job roles.

Explore

Contoso

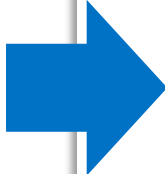
Microsoft Certifications 2 results found

Microsoft Certified: Azure Fundamentals

Get Started

Microsoft Certified: Azure Administrator Associate

Get Started



Microsoft Learning

Your dashboard

Back home

MCID 007
Mary Doe
mary.doe@hotmail.com

Certification Profile

Exam Discounts

Certification Profile

Exam PL-900: Microsoft Power Platform Fundamentals [Change](#)

Please verify that your information is up-to-date.

Legal name

Mary Elizabeth Doe

Job Title *

Select...

Address 1 *

Main Street

Address 2

Address 3

City *

Seattle

Country *

United States

State *

Washington

Postal code *

98112

Country code *

Select...

Area code *

Phone number *

Ext

Email *

mary.doe@hotmail.com

Preferred language *

Select...

☐ I would like to hear from Microsoft about products, services, and events, including the latest solutions, tips, and exclusive offers.

☐ I would like to hear from Microsoft Partners, or Microsoft on their behalf, about their products, services, and events. Share or use my details with Microsoft partners.

☐ I have read and agree to the [Terms of Use and Privacy & Cookies](#) statement. *

Save & Continue

Learner clicks “Get Started” to access the Certification Registration flow

ESI Exam Discount Video

LxP – Get Certified Flow

Microsoft Learning

Your dashboard

Back home

MCID 007
Mary Doe
mary.doe@hotmail.com

Certification Profile

Exam Discounts

Certification Profile

Exam PL-900: Microsoft Power Platform Fundamentals [Change](#)

Please verify that your information is up-to-date.

Legal name *
Mary Elizabeth Doe

Job Title *
Select...

Address 1 *
Main Street

Address 2

Address 3

City *
Seattle

Country *
United States

State *
Washington

Postal code *
98112

Country code *
Select...

Area code *
Phone number *
Ext

Email *
mary.doe@hotmail.com

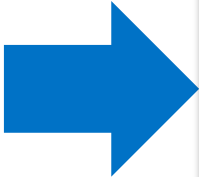
Preferred language *
Select...

☐ I would like to hear from Microsoft about products, services, and events, including the latest solutions, tips, and exclusive offers.

☐ I would like to hear from Microsoft Partners, or Microsoft on their behalf, about their products, services, and events. Share or use my details with Microsoft partners.

☐ I have read and agree to the [Terms of Use and Privacy & Cookies statement](#).

Save & Continue



Microsoft Learning

Your dashboard

Back home

MCID 007
Mary Doe
mary.doe@hotmail.com

Certification Profile

Exam Discounts

Exam discounts for [Exam PL-900: Microsoft Power Platform Fundamentals](#) [Change](#)

50% Microsoft Ignite attendance
Expires 7/10/2021

Claim

The discount will be reflected at the end of the checkout process.

60% Microsoft Build attendance
Expires 7/10/2021

Claim

The discount will be reflected at the end of the checkout process.

Exam discounts are also available to employees of some organizations and to attendees of some events. To confirm your eligibility, **enter your organizational account** (e.g. alias@company.com) or a **email that you used to register for an event** (e.g. alias@msn.com).

Select **Verify account** to see if you are eligible for an exam discount.

mary.doe@contoso.com

Verify account

Schedule exam

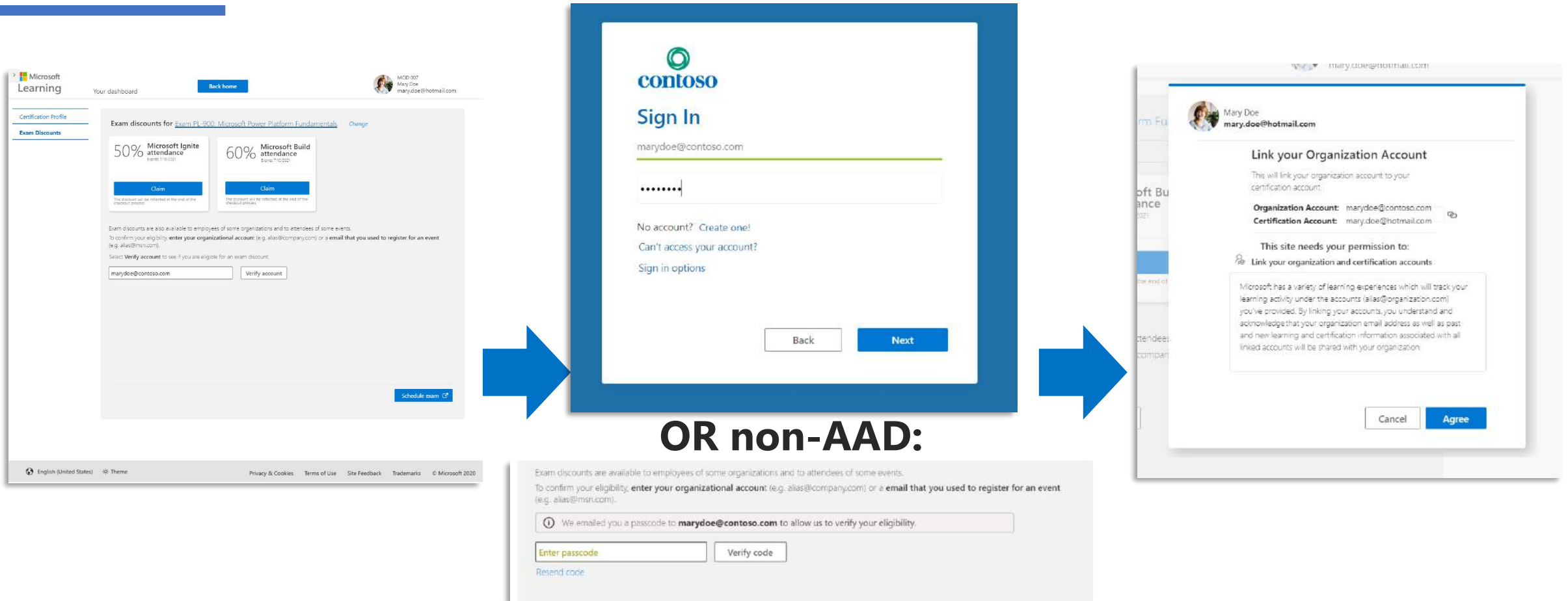
English (United States) Theme

Privacy & Cookies Terms of Use Site Feedback Trademarks © Microsoft 2020



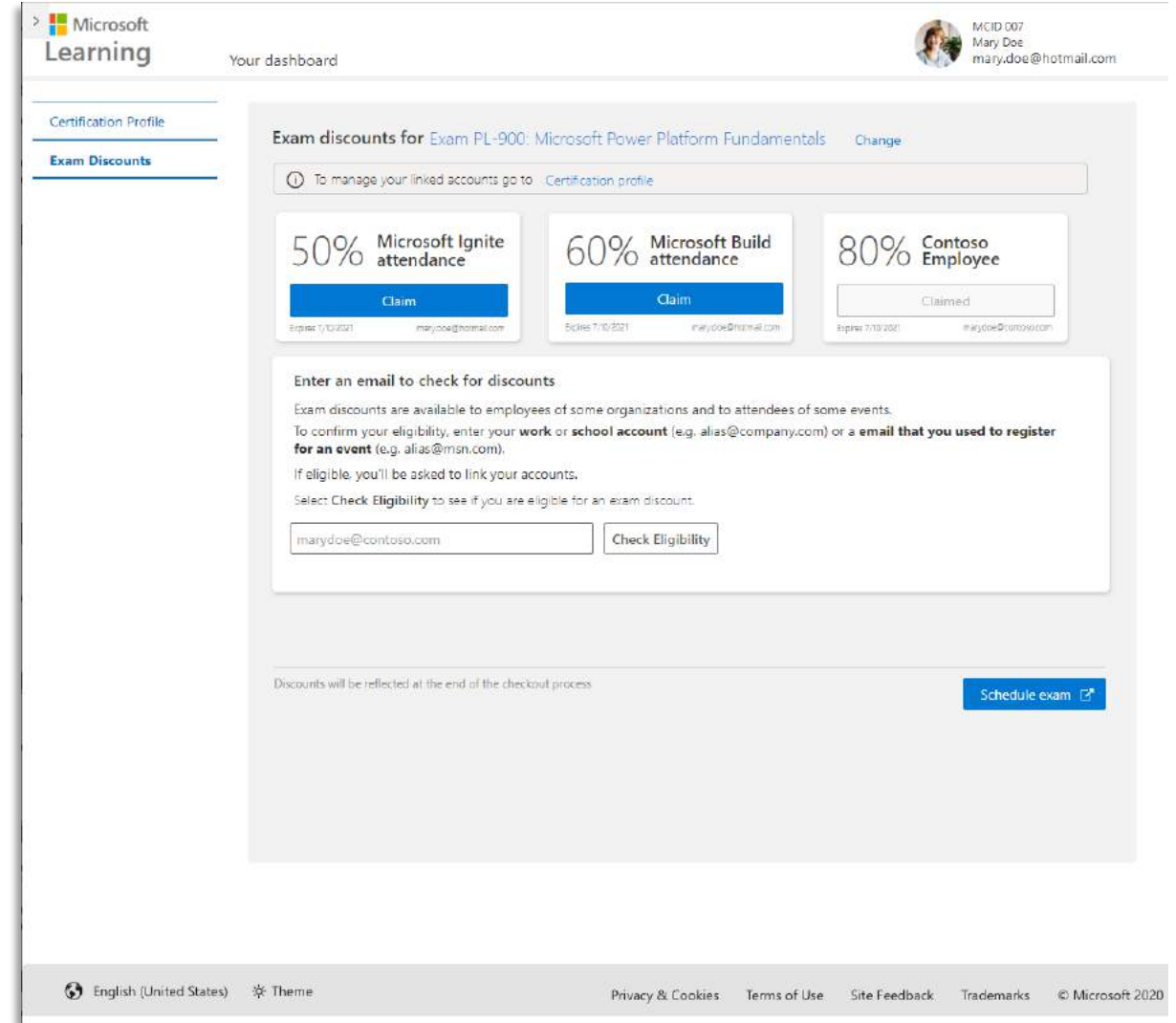
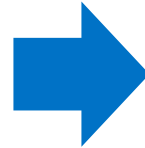
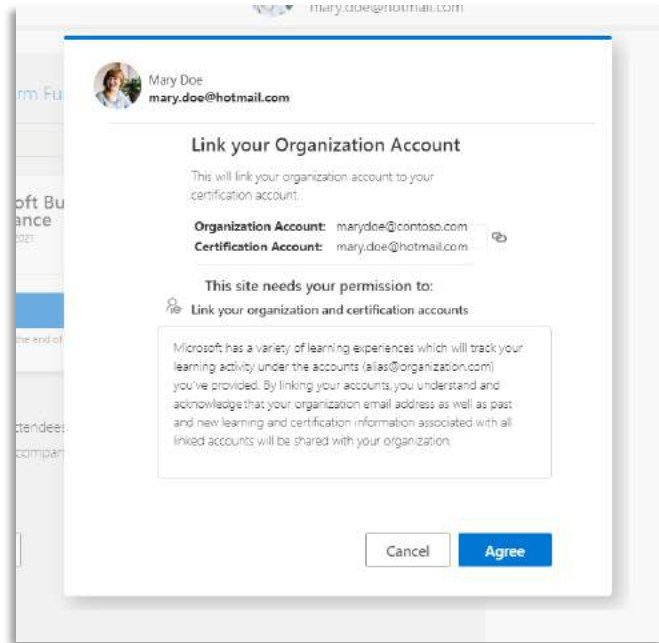
Learner fills out Certification Profile information and clicks "Save & Continue"

LxP – Get Certified Flow



1. Learner enters work email address and clicks "Verify Account"
2. If AAD account, learner is prompted to Sign In with AAD credentials
3. If NON-AAD, Learner will be prompted to receive a confirmation email and enter code

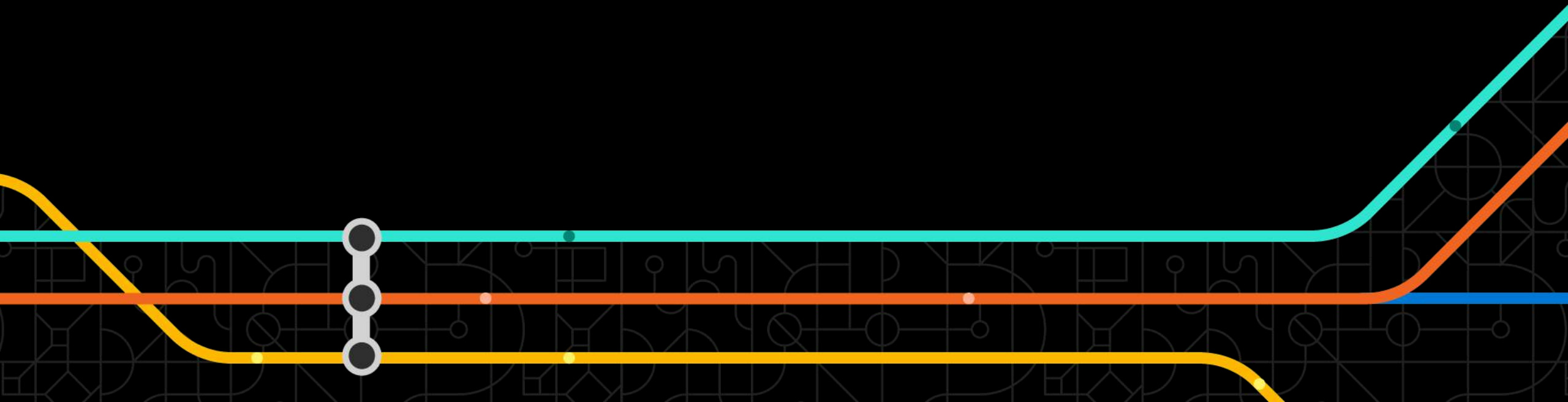
LxP – Get Certified Flow



Once the learner has linked their accounts, they are able to claim their company discount (for ESI learners this will be a 100% exam discount)

After the learner has clicked "Claim," they can click "Schedule exam" and navigate out to PearsonVue to schedule their free exam

Azure e i percorsi di Certificazione indirizzati dal programma ESI



Microsoft Azure certifications

Role-based

Expand your technical skill set

▼ Associate

- Azure Administrator
- Azure Developer
- Azure Security Engineer
- Azure Data Scientist
- Azure AI Engineer
- Azure Data Engineer
- Azure Database Administrator
- Data Analyst

▼ Expert

- Azure Solutions Architect
- DevOps Engineer

Specialty

Deepen your technical skills and manage industry solutions

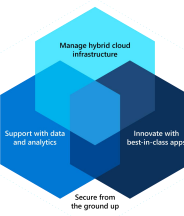
- Azure for SAP Workloads
- Azure IoT Developer

Fundamentals

Master the basics

- Azure Fundamentals
- Azure AI Fundamentals
- Azure Data Fundamentals

Azure certifications for IT pros



Azure Administrator Associate

Implements, manages, and monitors an organization's Azure environment

- Manages Azure identities and governance
- Implements and manages storage
- Deploys and manages Azure compute resources
- Configures and manages virtual networking
- Monitors and backs up Azure resources

Azure Security Engineer Associate

Implements security controls and threat protection, manages identity and access, and protects data, applications, and networks in cloud and hybrid environments as part of an end-to-end infrastructure

- Manages identity and access
- Implements platform protection
- Manages security operations
- Secures data and applications

Azure for SAP Workloads Specialty

Architects or engineers for Azure for SAP Workloads have extensive experience and knowledge of the SAP system landscape and industry standards that are specific to the long-term operation of an SAP solution on Azure

- Migrates SAP Workloads to Azure
- Designs an Azure solution to support SAP workloads
- Builds and deploys Azure for SAP workloads
- Validates Azure infrastructure for SAP workloads
- Operationalizes Azure SAP architecture

DevOps Engineer Expert

Works with people, processes, and technologies to continuously deliver business value

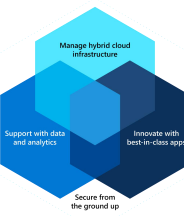
- Develops an instrumentation strategy
- Develops a Site Reliability Engineering (SRE) strategy
- Develops a security and compliance plan
- Manages source control
- Facilitates communication and collaboration
- Defines and implements continuous integration
- Defines and implements a continuous delivery and release management strategy

Azure Solutions Architect Expert

Designs and implements solutions that run on Azure, including aspects like compute, network, storage, and security

- Implements and monitors an Azure infrastructure
- Implements management and security solutions
- Implements solutions for apps
- Implements and manages data platforms
- Designs monitoring
- Designs identity and security
- Designs data storage
- Designs business continuity
- Designs infrastructure

Azure certifications for developers



Azure Developer Associate

Designs, builds, tests, and maintains cloud applications and services

- Develops Azure compute solutions
- Develops for Azure Storage
- Implements Azure security
- Monitors, troubleshoots, and optimizes Azure solutions
- Connects to and consumes Azure services and third-party services

Azure IoT Developer Specialty

Develops cloud and edge components of an Azure IoT solution

- Implements the Azure IoT solution infrastructure
- Provisions and manages devices
- Implements Edge
- Processes and manages data
- Monitors, troubleshoots, and optimizes IoT solutions
- Implements security

Azure AI Engineer Associate

Uses Cognitive Services, machine learning, and knowledge mining to architect and implement Microsoft AI solutions involving natural language processing, speech, computer vision, and conversational AI

- Analyzes solution requirements
- Designs AI solutions
- Implements and monitors AI solutions

DevOps Engineer Expert

Works with people, processes, and technologies to continuously deliver business value

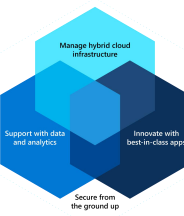
- Develops an instrumentation strategy
- Develops a Site Reliability Engineering (SRE) strategy
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- Implements solutions for apps
- Implements and manages data platforms
- Designs monitoring
- Designs identity and security
- Designs data storage
- Designs business continuity
- Designs infrastructure

Azure certifications for data & AI pros



Azure Data Engineer Associate

Designs and implements the management, monitoring, security, and privacy of data solutions using the full stack of Azure data services

- Implements data storage solutions
- Manages and develops data processing
- Monitors and optimizes data solutions
- Designs Azure data storage solutions
- Designs data processing solutions
- Designs for data security and compliance

Azure Database Administrator Associate

Implements and manages cloud and on-premises relational databases built on top of Microsoft SQL Server and Azure data services

- Plans and implements data platform resources
- Implements a secure environment
- Monitors and optimizes operational resources
- Optimizes query performance
- Performs automation of tasks
- Plans and implements a high availability and disaster recovery (HADR) environment
- Performs administration by using T-SQL

Data Analyst Associate

Helps businesses to maximize the value of their data assets using Microsoft Power BI

- Prepares the data
- Models the data
- Visualizes the data
- Analyzes the data
- Deploys and maintains deliverables

Azure Data Scientist Associate

Implements and runs machine learning workloads on Azure Machine Learning

- Sets up an Azure Machine Learning workspace
- Runs experiments and trains models
- Optimizes and manages models
- Deploys and consumes models

Azure AI Engineer Associate

Uses Cognitive Services, machine learning, and knowledge mining to architect and implement Microsoft AI solutions involving natural language processing, speech, computer vision, and conversational AI

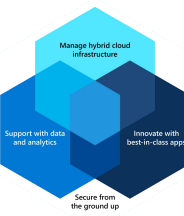
- Analyzes solution requirements
- Designs AI solutions
- Implements and monitors AI solutions

Azure Solutions Architect Expert

Designs and implements solutions that run on Azure, including aspects like compute, network, storage, and security

- Implements and monitors an Azure infrastructure
- Implements management and security solutions
- Implements solutions for apps
- Implements and manages data platforms
- Designs monitoring
- Designs identity and security
- Designs data storage
- Designs business continuity
- Designs infrastructure

Get the right foundations



Azure Fundamentals

Validates foundational knowledge of cloud services and how those services are provided with Azure

- Describes cloud concepts
- Describes core Azure services
- Describes security, privacy, compliance, and trust
- Describes Azure pricing service-level agreements and lifecycles

Azure AI Fundamentals

Validates foundational knowledge of machine learning and artificial intelligence concepts and related Azure services

- Describes AI workloads and considerations
- Describes fundamental principles of machine learning on Azure
- Describes features of computer vision workloads on Azure
- Describes features of conversational AI workloads on Azure

Azure Data Fundamentals

Validates foundational knowledge of core data concepts and how they are implemented using Azure data services

- Describes core data concepts
- Describes how to work with relational data on Azure
- Describes how to work with nonrelational data on Azure
- Describes an analytics workload on Azure

Power Platform Fundamentals*

Validates understanding of core capabilities of Microsoft Power Platform—business value, core product, building Power Apps, connecting data sources, automating, and creating Power BI dashboards

- Understands the business value of Microsoft Power Platform
- Understands the Core Components of Microsoft Power Platform
- Demonstrates the business value of Power BI
- Demonstrates the business value of Power Apps
- Demonstrates the business value of Power Automate

**This certification is part of the Business Applications portfolio and is a great foundation for data analysts and Azure developers*

Certification benefits our business



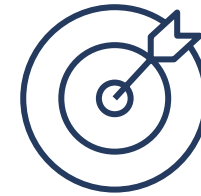
Employees are more productive in their role

60% of IT decision-makers believe that skills gaps cost their employees between three and eight hours per week.¹



Role-based certifications are more valuable

IT professionals who've achieved a relevant role-based certification perform on average 26% better than their uncertified colleagues with the same responsibilities.²



Simplified talent identification and recruiting

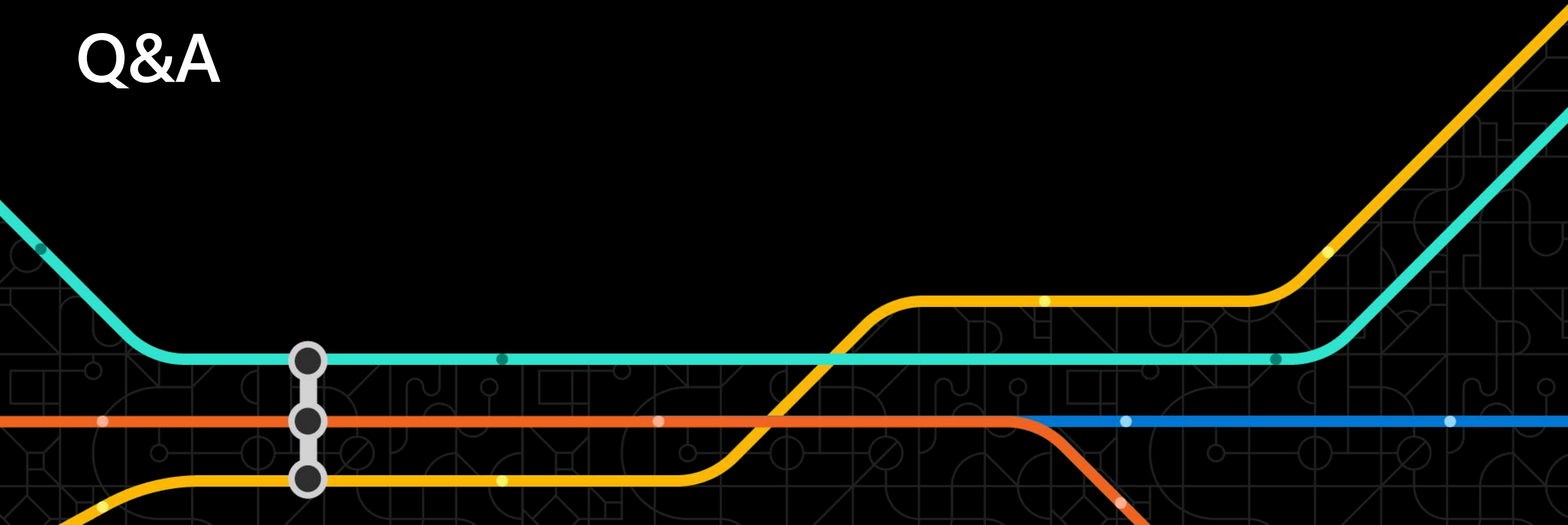
91% of employers believe that IT certifications save time and resources while evaluating new candidates.³

¹ 2018 Global Knowledge IT Skills and Salary Report

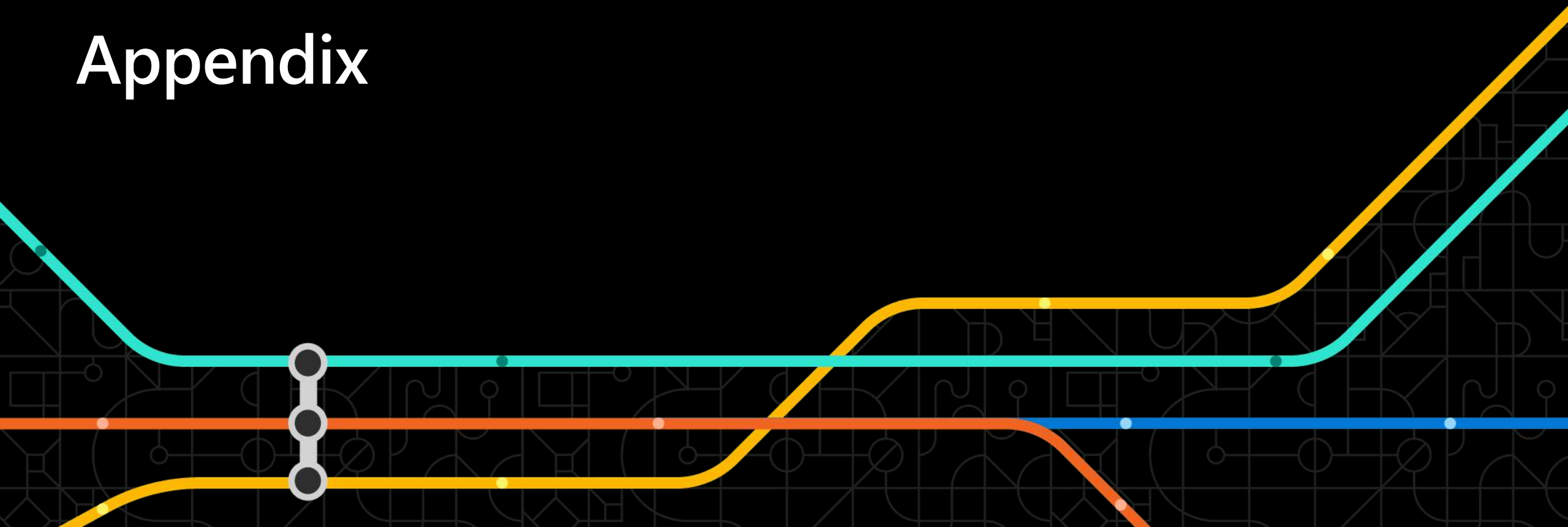
² IDC White Paper, sponsored by Microsoft, [Benefits of Role-Based Certifications](#), June 2020

³ Business Training Experts – Profiting from Learning

Q&A



Appendix



Breadth of resources to support you

Understanding Microsoft Azure certifications

Blog series: aka.ms/AzureCerts_BlogSeries

Video: aka.ms/AzureCerts_Video

Poster: aka.ms/AzureCerts_Poster

Official curriculum

Microsoft Official
Courses

aka.ms/MOC

Self-paced
learning

Azure.com/Learn

Complement your knowledge

Microsoft Certified Official
Practice Tests

aka.ms/MSPracticeTests

Microsoft Docs

aka.ms/docs

Azure developer guide

aka.ms/AzureDeveloperGuide

Azure Architecture Center

aka.ms/architecture

Microsoft Azure Well-Architected
Framework

docs.microsoft.com/learn/paths/azure-well-architected-framework/

Microsoft Cloud Adoption
Framework for Azure

aka.ms/CAF

Stay informed

Microsoft Learn Blog: aka.ms/MicrosoftLearnBlog

Microsoft Learn Community: aka.ms/MicrosoftLearnCommunity

Twitter: [@MicrosoftLearn](https://twitter.com/MicrosoftLearn)

LinkedIn: [Microsoft Learn](https://www.linkedin.com/company/microsoft-learn)

Microsoft Certifications poster: aka.ms/TrainCertPoster

Microsoft Azure courses (1)

Certification	Role Description	Exam	Skills Measured	Microsoft Official Course	MOC duration
Azure Administrator Associate	Azure Administrators implement, manage, and monitor an organization's Microsoft Azure environment.	AZ-104: Microsoft Azure Administrator	https://aka.ms/az-104examguide	AZ-104T00 Microsoft Azure Administrator	4 days
				AZ-010T00 Azure Administrator for AWS SysOps	2 days
Azure AI Engineer Associate	Azure AI Engineers use cognitive services, machine learning, and knowledge mining to architect and implement Microsoft AI solutions involving natural language processing, speech, computer vision, and conversational AI.	AI-100: Designing and Implementing an Azure AI Solution	http://aka.ms/ai-100examguide	AI-100T01 Designing and Implementing an Azure AI Solution	3 days
Azure Data Engineer Associate	Azure Data Engineers design and implement the management, monitoring, security, and privacy of data solutions using the full stack of Microsoft Azure data services.	DP-200: Implementing an Azure Data Solution	http://aka.ms/dp-200examguide	DP-200T01 Implementing an Azure Data Solution	3 days
		DP-201: Designing an Azure Data Solution	http://aka.ms/d-201examguide	DP-201T01 Designing an Azure Data Solution	2 days
Azure Data Scientist Associate	Azure Data Scientists implement and run machine learning workloads on Microsoft Azure Machine Learning.	DP-100: Designing and Implementing a Data Science Solution on Azure	http://aka.ms/dp-100examguide	DP-100T01 Designing and Implementing a Data Science solution on Azure	3 days
Azure Database Administrator Associate	Azure Database Administrators implement and manage cloud and on-premises relational databases built on top of Microsoft SQL Server and Azure data services.	DP-300: Administering Relational Databases on Microsoft Azure	http://aka.ms/dp-300examguide	DP-300T00 Administering Relational Databases on Microsoft Azure	4 days
Azure Developer Associate	Azure Developers design, build, test, and maintain cloud applications and services.	AZ-204: Developing Solutions for Microsoft Azure	http://aka.ms/az-204examguide	AZ-204T00 Developing Solutions for Microsoft Azure	5 days
				AZ-020T00 Microsoft Azure solutions for AWS Developers	3 days

Microsoft Azure courses (2)

Certification	Role Description	Exam	Skills Measured	Microsoft Official Course	MOC duration
Azure for SAP Workloads Specialty	Architects or engineers for Azure for SAP Workloads have extensive experience and knowledge of the SAP system landscape and industry standards that are specific to the long-term operation of an SAP solution on Microsoft Azure.	AZ-120: Planning and Administering Microsoft Azure for SAP Workloads	http://aka.ms/az-120examguide	AZ-120T00 Planning and Administering Microsoft Azure for SAP Workloads	4 days
Azure IoT Developer Specialty	Azure IoT Developers develop cloud and edge components of an Azure IoT solution.	AZ-220: Microsoft Azure IoT Developer	http://aka.ms/az-220examguide	AZ-220T00 Microsoft Azure IoT Developer	4 days
Azure Security Engineer Associate	Azure Security Engineers implement security controls and threat protection, manage identity and access, and protect data, applications, and networks in cloud and hybrid environments as part of an end-to-end infrastructure.	AZ-500: Microsoft Azure Security Technologies	http://aka.ms/az-500examguide	AZ-500T00 Microsoft Azure Security Technologies	5 days
Azure Solution Architect Expert	Azure Solution Architects design and implement solutions that run on Microsoft Azure, including aspects like compute, network, storage, and security.	AZ-303: Microsoft Azure Architect Technologies	http://aka.ms/az-303examguide	AZ-303T00 Microsoft Azure Architect Technologies	5 days
		AZ-304: Microsoft Azure Architect Design	http://aka.ms/az-304examguide	AZ-304T00 Microsoft Azure Architect Design	4 days
Data Analyst Associate	Data Analysts help businesses to maximize the value of their data assets using Microsoft Power BI.	DA-100: Analyzing Data with Microsoft Power BI	http://aka.ms/da-100examguide	DA-100T00 Analyzing Data with Microsoft Power BI*	5 days
DevOps Engineer Expert	DevOps Engineers work with people, processes, and technologies to continuously deliver business value.	AZ-400: Designing and Implementing Microsoft DevOps solutions	http://aka.ms/az-400examguide	AZ-400T00 Designing and Implementing Microsoft DevOps Solutions	5 days

