



Modern Work Highlights

Sales Advisor is now part of Microsoft 365 Lighthouse

Project Orland is moving to GA with a new name: Sales Advisor, in the expanded Microsoft 365 Lighthouse. Lighthouse transforms the way CSPs engage with their customers with advanced AI-driven insights to proactively manage customer relationships on a larger scale. Sales Advisor simplifies tenant management, minimizes risks, and delivers personalized recommendations. Check out our [Sales Advisor & M365 Lighthouse Partner Landing Page](#) for more information.

Announcing Microsoft 365 Copilot and new AI capabilities across Microsoft 365

We're excited to share next steps in our journey to empower every person on the planet to work in a new AI-powered way.



Microsoft 365 Copilot: Microsoft 365 Copilot brings a whole new way of working, using just your own words. It reasons over all your business data in the context of your enterprise, including the ability to ask questions and get answers from the web. Microsoft 365 Copilot will be available for Microsoft 365 E3, E5, Business Standard and Business Premium customers when broadly available.

New AI capabilities across Microsoft 365: We're continuing to innovate across Microsoft 365 with new AI-powered capabilities to empower people however and wherever they work to be productive and engaged in new ways.

Copilot in Teams Phone will quickly generate summaries of phone conversations, capture action items, and answer your questions about their phone calls. When summarizing calls, Copilot will highlight key points, such as names, dates, and numbers, and can also recommend next steps based on the discussion.

Copilot in Teams Chat helps you quickly get up-to-speed and synthesize key information across all their Team chat threads.



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SMB Workshops

Drive customer intent and conversion with 60–90-minute partner-led interactive briefings with customers. Our SMB Workshops have been updated to support our FY24 Solution Plays, covering products including Microsoft 365 Business Premium, Defender for Business, Teams Essentials, Teams Phone, and Windows 365.

Check out the latest end-to-end workshop content found here: <https://aka.ms/SMBWorkshops>



CSP Masters Program

Formerly known as the SMB Masters, the CSP Masters Program is built to help partners grow Microsoft 365 sales and technical capabilities to accelerate new customer acquisition, and we are happy to announce the new [Microsoft 365 CSP Masters Bootcamps](#) coming up in September:

Day 1

CSP Masters Sales Bootcamp,
September 13, 2023

Day 2-3

CSP Masters Technical Bootcamp,
September 27-28, 2023

Microsoft Syntex, M365 Backup and Archive

At Inspire, Microsoft announced our vision for Microsoft Syntex innovations, Microsoft 365 Backup and Archive. To support our customers' needs, we identified an opportunity to level the competitive landscape, monetize top purchase intent, and empower our third-party backup and restore partners. To this end, we'll introduce to the market Microsoft 365 Backup, a data restore product that enables admins to do fast, at-scale point-in-time restore across OneDrive, SharePoint, and Exchange in Microsoft 365. This new backup service will provide stronger data protection and restore features, beyond the default Microsoft 365 retention limits. Syntex Backup applies to individuals' OneDrive, Exchange mailboxes, and 10GB of SharePoint capacity – which can be increased in future. In addition, we announced Microsoft 365 Archive, which gives you a cold data storage tier that enables you to keep inactive or aging data within SharePoint at a cost-effective price point matching the value of that data's lifecycle stage. Because the content is archived in place, it retains Microsoft 365's valuable security, compliance, search, and rich metadata. To learn more about these great new innovations, [read our Microsoft Inspire blog post](#) and [watch the Inspire on-demand session](#).