

Converged Communications

Partner Sales Bootcamp

Day 1 – AI-Powered Workplace



Welcome 🙌



Mehryn Corrigan

Senior Program
Manager



Leon Wright

Converged Communications
Practice Lead

Our presenters 🐱



**Mehryn
Corrigan**



**Chris
Luce**



**Matt
Slomka**



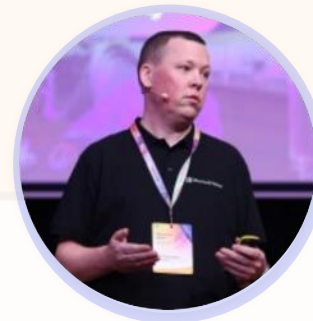
**Jimmy
Vaughan**



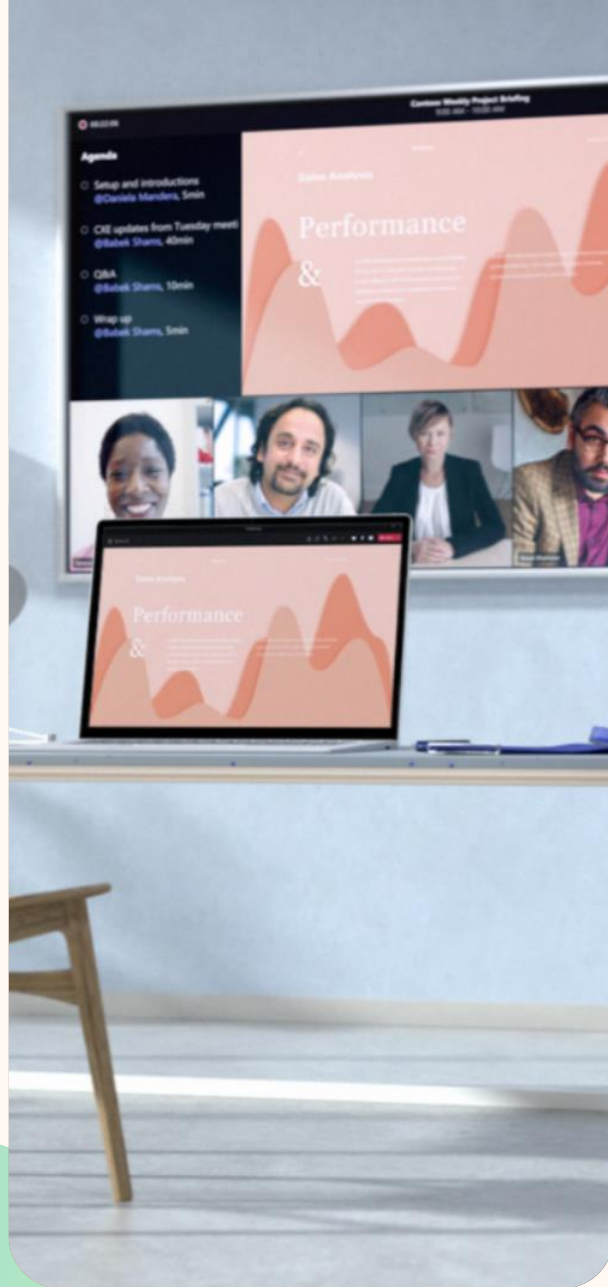
**Jim
Garland**



**Brennan
McReynolds**



**Michel
Bouman**



AGENDA

01	Keynote	Chris Luce	20 mins	7:05am - 7:25am
02	AI Powered Workplace Foundations	Jimmy Vaughan Matt Slomka Michel Bouman	20 mins	7:25am - 7:45am
03	Teams Events Partner Solutions	Jim Garland	25mins	7:45am - 8:10am
04	Microsoft Places Partner Solutions	Brennan McReynolds	25 mins	8:10am - 8:35am
Morning Break			10 mins	8:35am - 8:45am
05	AI Powered Workplace Myth Busters	Jimmy Vaughan Matt Slomka Michel Bouman	30 mins	8:45am - 9:15am
06	AMA – Rooms/Events/Places	Michel Bouman	15 mins	9:15am - 9:30am
07	Partner resource review	Mehryn Corrigan	15 mins	9:30am - 9:45am
08	Bonus Segment – DIY: Create Your Own Agent	Michel Bouman	20 mins	9:45am - 10:05am
09	Closing	Mehryn Corrigan	5 mins	10:05am - close

Before we get started



Recording



Please note this session is being recorded and transcribed

This session is being recorded on behalf of the Microsoft Corporation.

If you do not consent to be a part of a recorded session, please disconnect from the webinar.

☒ Recording and transcription ×

Let everyone know they're being recorded and transcribed. [Privacy policy](#)

Questions 🙋🙋

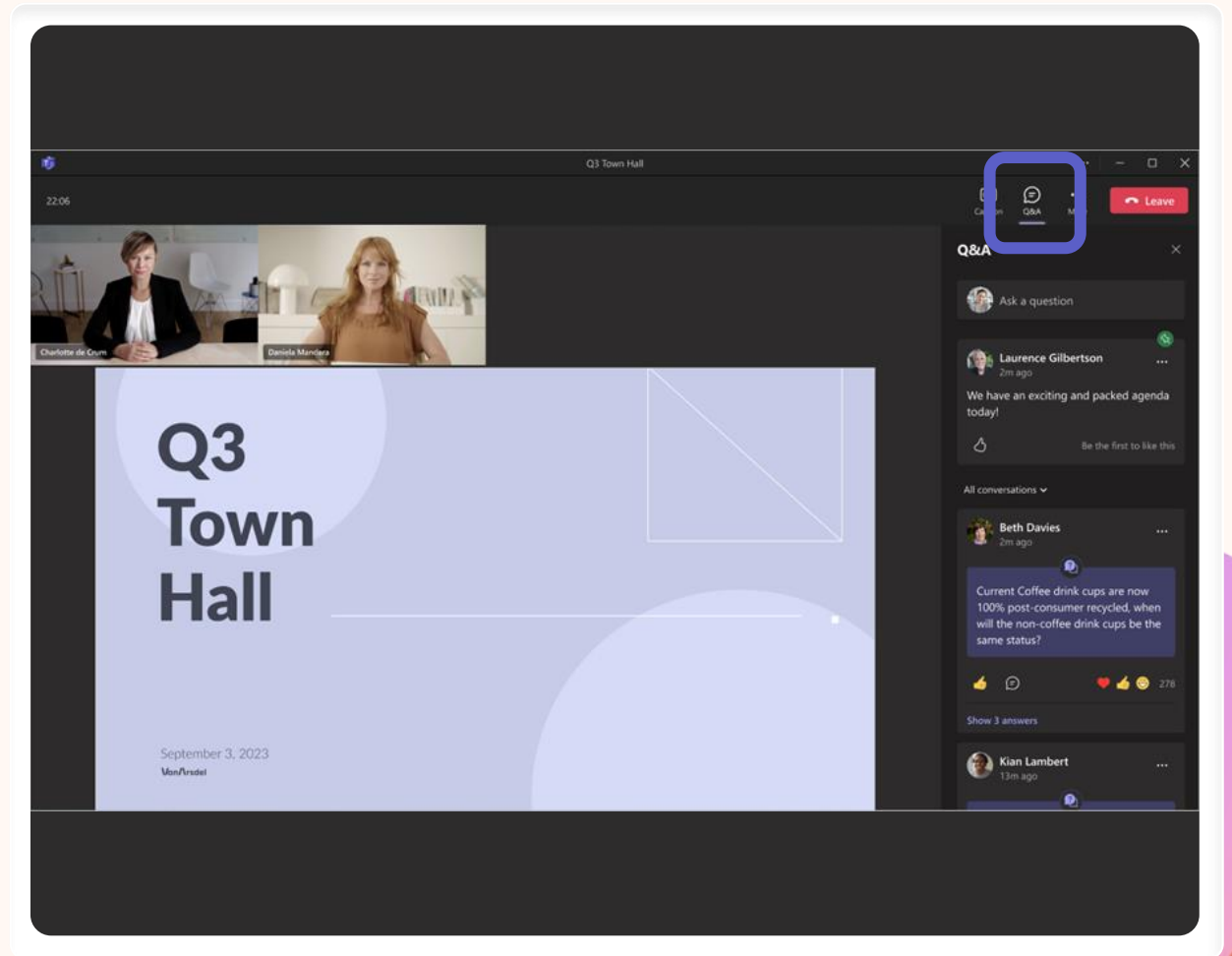


Please use Q&A to ask questions.

Click the Q&A icon at the top of your Teams window and ask away!

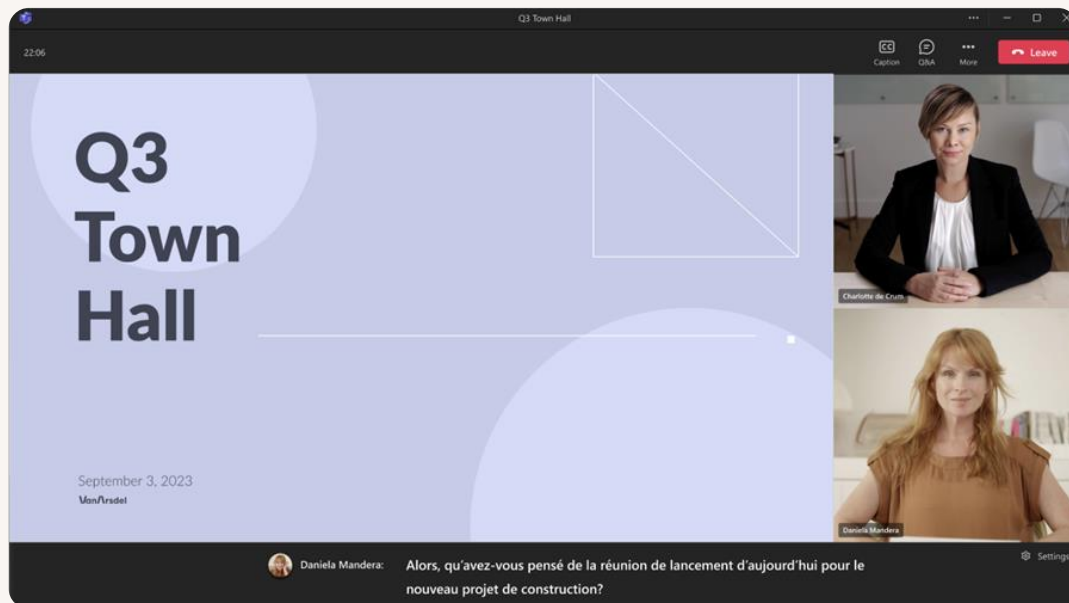
You can engage in Q&A, where you can post, reply, and react to questions.

The Q&A is moderated, you'll receive a notification that an organizer received your question and will review it before posting.



Live translated captions

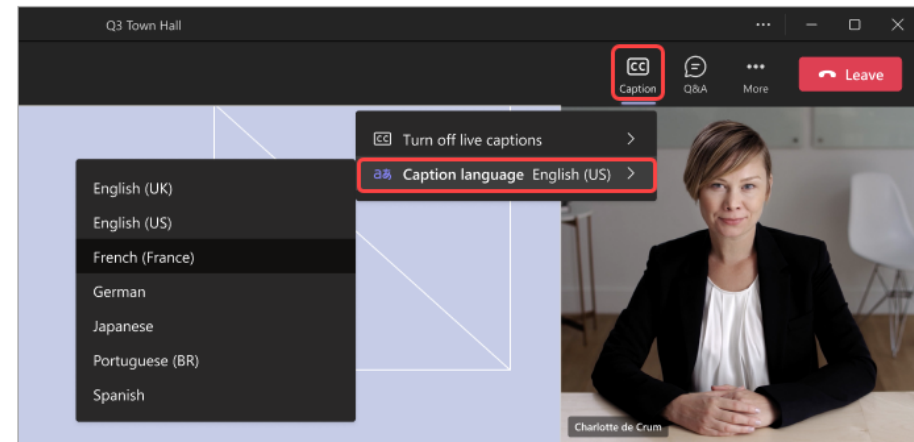
With live translated captions, you can see captions in the language you're most comfortable with.



[Link to live captions instructions](#)

To use live translated captions during a town hall:

1. Select **Caption**  in your Teams window.
2. Hover over **Caption language**.
3. From the available languages, select the one most familiar to you.



You'll now be able to view live captions in the selected language.

On demand recordings

- Event on-demand recording and presentations will be published to the [Converged Communications skilling resources](#)
- ETA – February 2026
- Look for LinkedIn announcement for availability



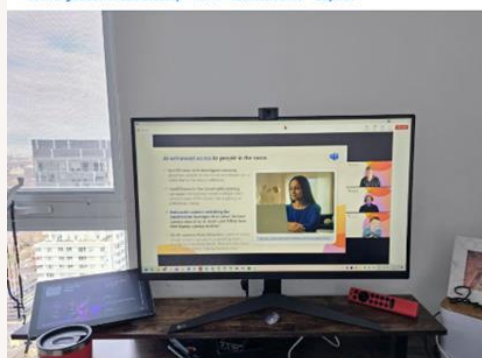
Let's Get Social

Post on LinkedIn and tag

#convergedcommsbootcamp



#ConvergedCommsBootcamp #Teams #Teamsrooms #TeamsPremium #Copilot
#microsoft



#convergedcommsbootcamp



#convergedcommsbootcamp

Converged Communications Badge



New Credly Badges Alert

Be among the first to earn the two Converged Communications Partner Sales Bootcamp badges on offer.

Requirements:

- Must attend **both** days of the bootcamp to earn the badge proficient badge
- **Skilled badge** would require completing the online assessment that would cover content from both days





01

Keynote



Chris Luce
AIPWPP Team Lead



Technological Innovation Waves



Shift to the
cloud



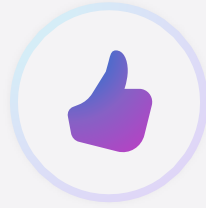
Remote
work



Rise
of AI



Secure



Simple



Smart



Microsoft Teams

The AI-powered platform

Secure: Evolving Cyber Threat Landscape



AI driven phishing is 4.5x
more effective



45% of the data breaches are caused
by IT failure and human error

Simple: Challenges of modern work



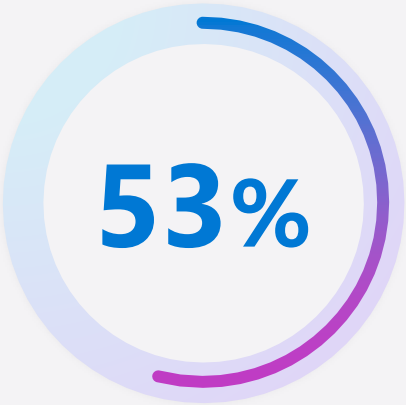
of the global workforce
lack enough time or energy
to do their work



2 minutes

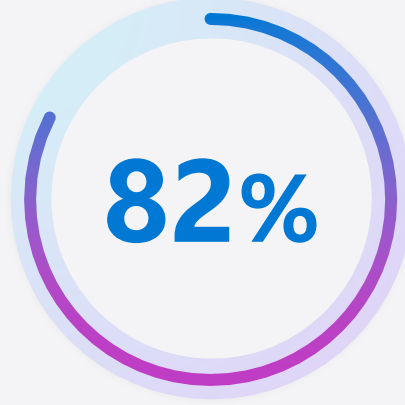
Average time
between interruptions by a
meeting, email, or message

Smart: Challenges of modern work

A donut chart with a light blue outer ring and a purple inner ring. The purple ring is filled with 53% of the circle, representing the percentage of leaders who say productivity must increase.

53%

of leaders say
productivity must increase

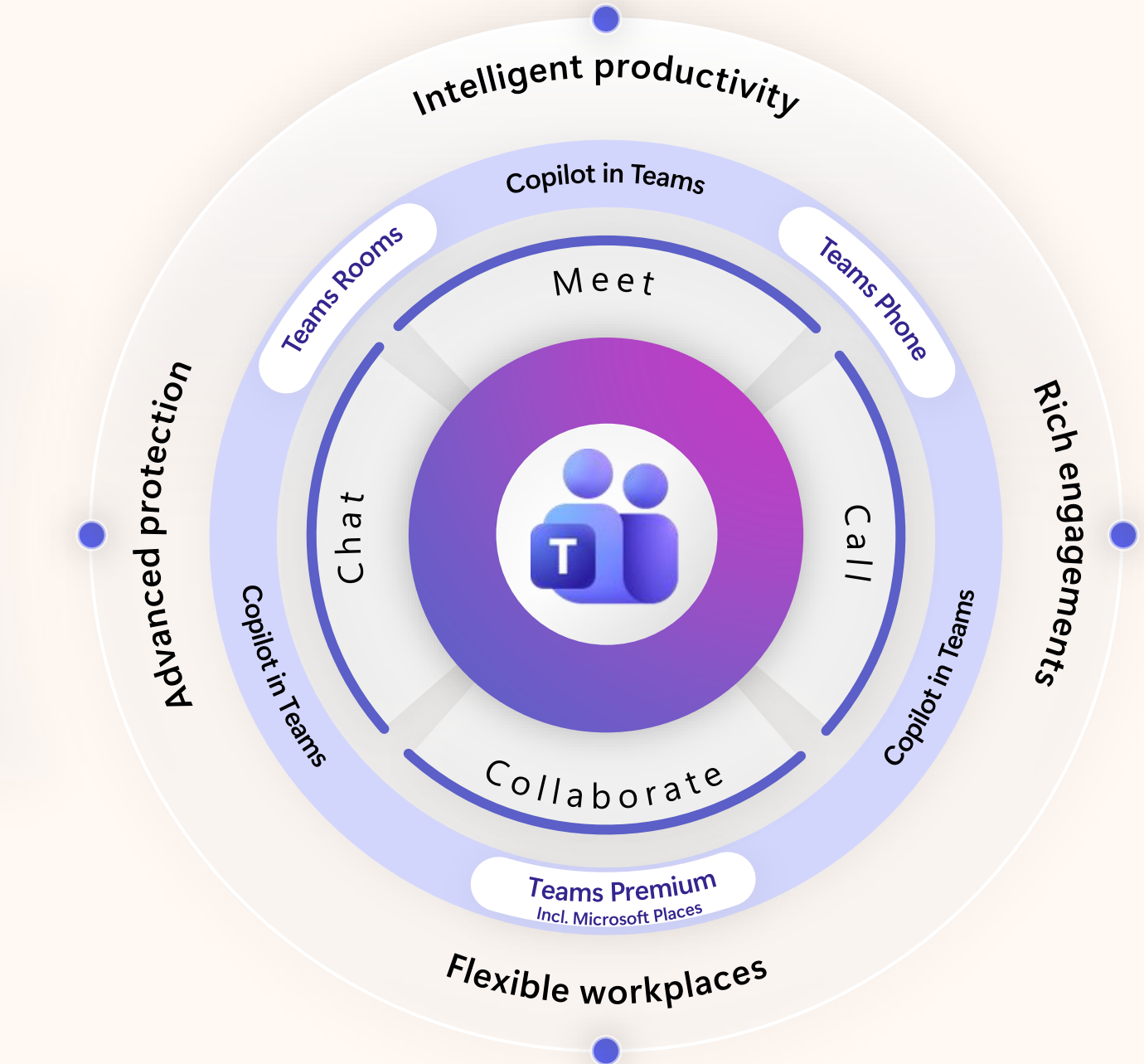
A donut chart with a light blue outer ring and a purple inner ring. The purple ring is filled with 82% of the circle, representing the percentage of leaders who expect to use agents to meet the demand for more workforce capacity.

82%

of leaders expect to
use agents to meet the demand
for more workforce capacity

Microsoft Teams

The AI Powered Platform for work



Converged Communications by the Numbers

Teams Rooms



1 Million Rooms

Triple digit growth for 9 consecutive quarters

Teams Phone



26M+ PSTN Enabled users

Achieving 30% growth Year on Year

Teams Premium



10K Customers since launch

More than 45 features shipped since launch

Copilot



90% Fortune 500 use Copilot

Incremental investment in Copilot for Converged Communications

Partner opportunities

Millions of
hybrid meetings



**Copilot +
Teams Rooms**

Billions of
calls



**Copilot +
Teams Phone**

Millions of
meetings



**Copilot +
Teams Premium**

Millions of
employees in
hybrid work



**Copilot +
Microsoft Places**

Our priorities

Attach to Copilot & Ready for Copilot

Accelerate expansion & enablement

Upsell new workloads

Acquire new customers

Converged communications

- ✓ Teams Phone
- ✓ Teams Rooms
- ✓ Teams Premium
- ✓ + Copilot

1

Teams Phone and Teams Rooms delivered some of the **largest growth opportunities for managed services** with these technology areas viewed as non-core to a customer's business

2

Teams Phone & Teams Rooms outpaced all other Modern Work areas for **partner opportunity YoY growth** with Rooms growing 105% and Phone growing 31%

3

Automation is one of the most important differentiators **reducing deployment costs** and driving profitability

Source: 2024 Modern Work Partner Total Economic Impact™ study, a commissioned study conducted by Forrester Consulting on behalf of Microsoft

Seller Opportunity

320M⁺

monthly active users



02

Foundations of the AI Powered Workplace



Matt
Slomka



Jimmy
Vaughan



Michel
Bouman



The AI-Powered Workplace

Add impact to every interaction and streamline space management



Coordinate productively

Streamline space booking and coordination between colleagues.



Modernize intelligently

Create modern workspaces that generate more value for everyone.



Optimize proactively

Optimize workspaces with proactive management and AI-driven insights.

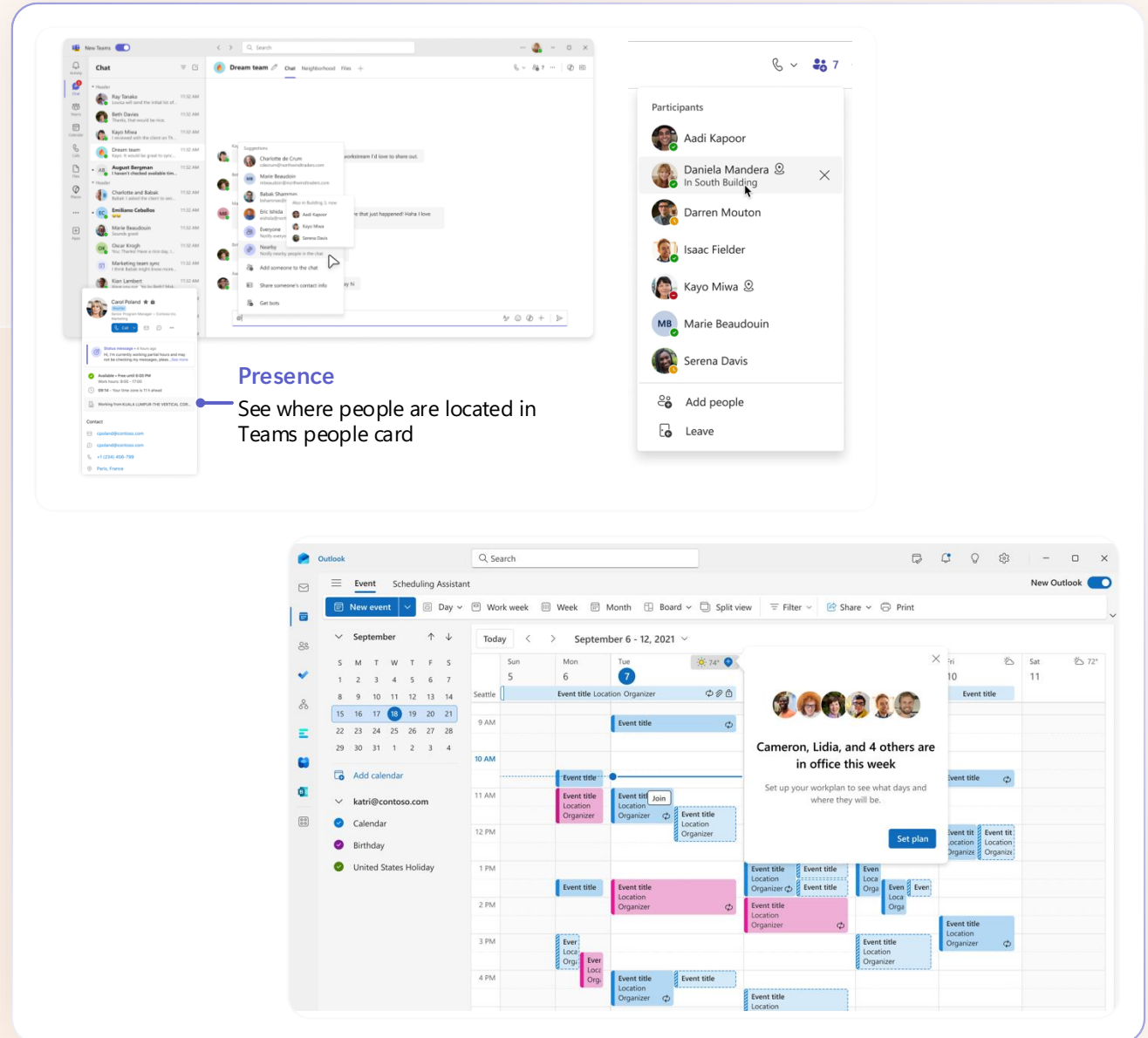


Easier, faster ways to connect



Employees can find each other fast

Workplace presence informs colleagues where they're working for the day, making for easier in-person meet-ups and coordination.

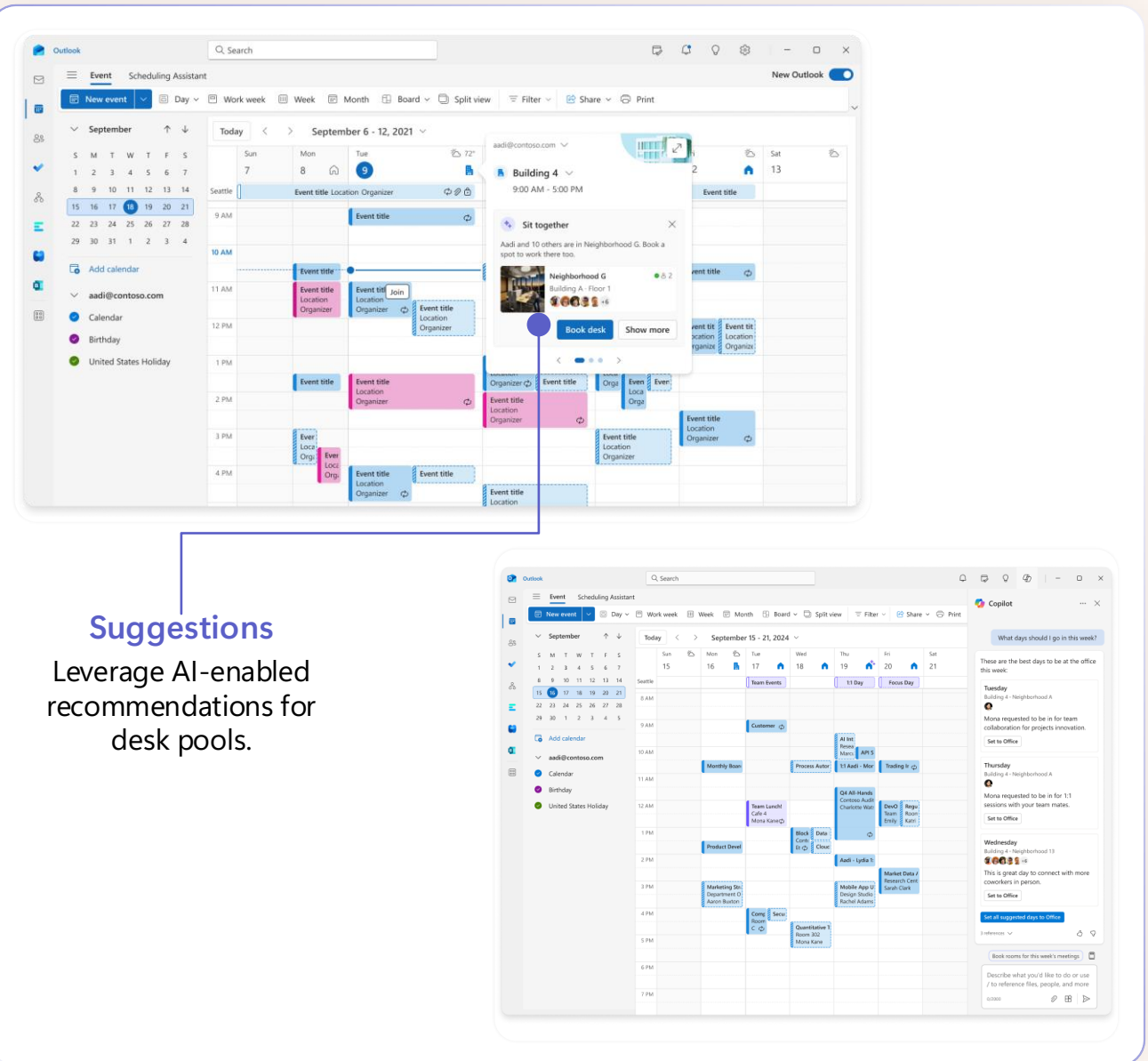


AI-assisted coordination and connection



Plan in-office days with suggestions from Copilot

Copilot reasons across calendars and team guidance.



Find and reserve the right spaces to work



Easily book spaces with the right equipment

Whether employees need meeting rooms or a desk, they can find the right space with Places finder.

Find a room

Building 32 Until 1:30pm Floor 2 Capacity Features Show available

Conf Room 32/2.29 (14) Building 32 · Floor 2 Available until 1:00PM Previously booked Book

Conf Room 32/2.11 (12) Building 32 · Floor 2 Available until 1:00PM

Focus Room 32/2.33 (4) Building 32 · Floor 2 Available until 1:00PM

Conf Room 32/2.13 (4) Building 32 · Floor 2 Available until 1:00PM

Focus Room 32/2.2 (4) Building 32 · Floor 2 Available until 1:00PM

Conf Room 32/2.82 (8) Building 32 · Floor 2 Available until 1:00PM

AI-assisted room and desk reservation management



Copilot manages room or desk reservations as schedules shift

With managed booking, Copilot can find and book a room, and even adjust recurring reservations based on room availability.

The screenshot displays the 'New Event' interface in a calendar application. The event title is 'Team Sync'. The date is set to 'Tue 11/10/2023' with a time slot from '10:30 AM' to '11:00 AM'. The status is 'Searching for the best room...'. The interface includes options for 'Online meeting' (enabled) and 'In-person event' (disabled). A blue line points from the text 'Booking management' to the 'Searching for the best room...' status. The calendar view on the right shows the event as a green block. Other events visible include 'Marketing All hands' and 'Pick up Lucy'.

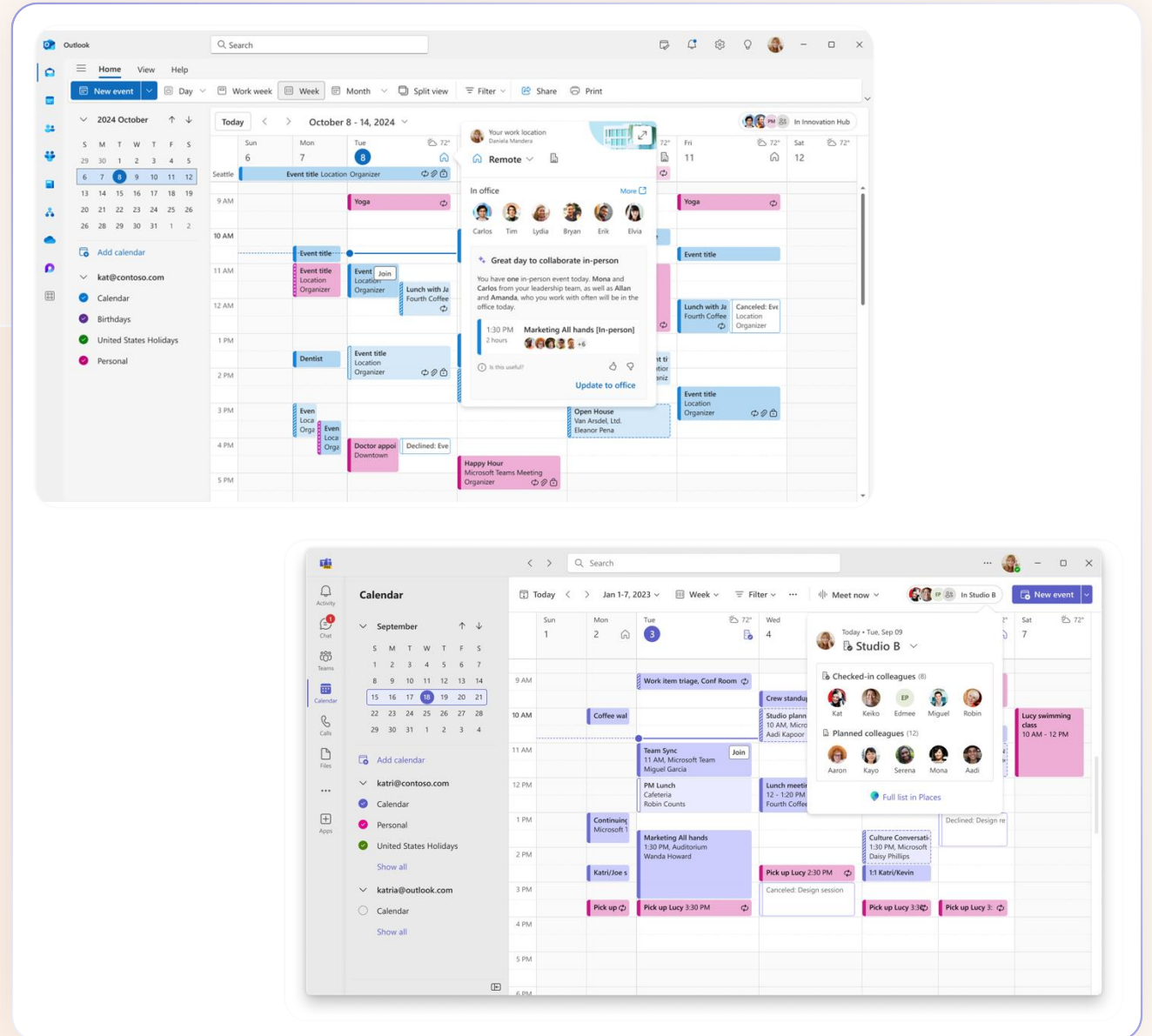
Booking management
Copilot finds and books rooms for you.

Ways to coordinate are integrated into everyday apps



Colleagues can coordinate
quickly and easily

With the unified calendar experience
across Microsoft Teams and Outlook.



Unlock intelligence in person with Teams Rooms



Any meeting space can bring intelligence to hybrid and in-person meetings

From bring your own device solutions to native Teams Rooms systems, intelligent hardware and cloud-based AI add value to meetings with greater inclusivity, productivity, and can grow to scale with your organization's needs.

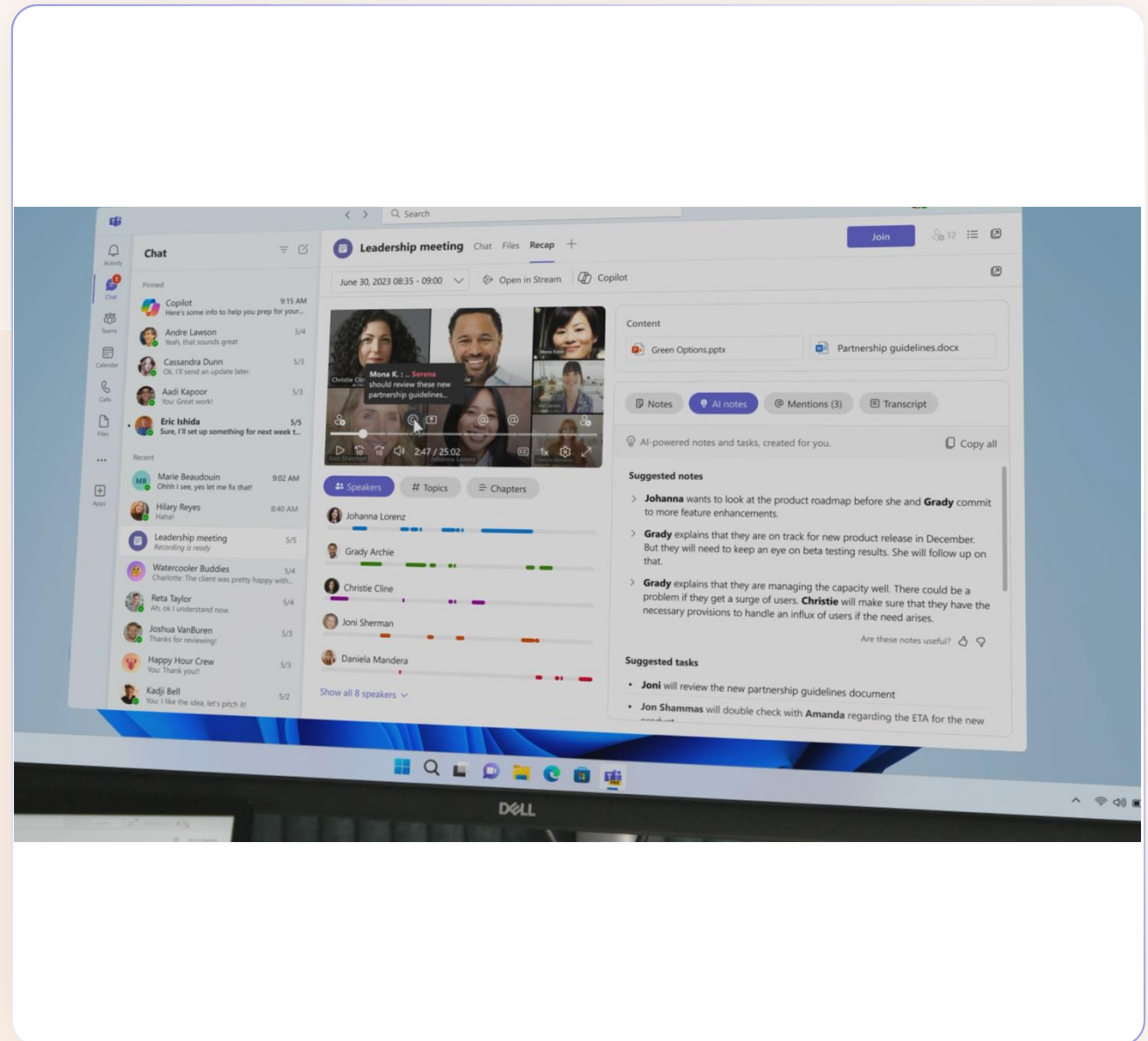


Be recognized, heard and accounted for



Identify voices in any Teams Room with speaker recognition

Voice attribution enables Copilot, Facilitator, and intelligent meeting recap.

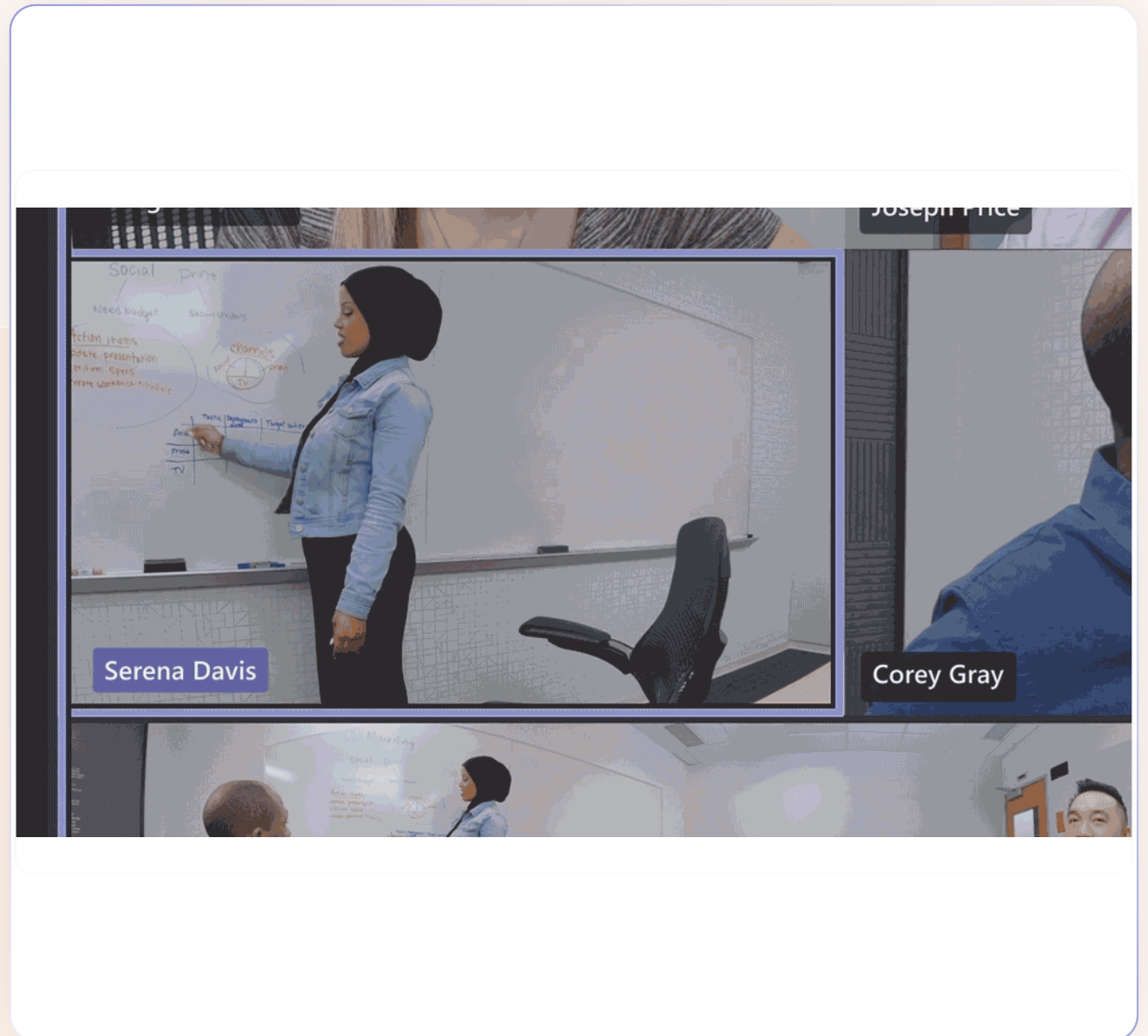


AI-enhanced access to people in the room



Bridge the gap between in-room and remote meeting participants

AI-enhanced Teams Rooms cameras and video feeds make hybrid meetings more inclusive for everyone, whether in the room or remote.



AI-enhanced access to people in the room

- ✓ **IntelliFrame with intelligent cameras** identifies people in the room and breaks out a video frame for every individual.
- ✓ **IntelliFrame in the cloud with existing cameras** intelligently breaks a single-feed camera view of the room into a gallery of individuals' faces.
- ✓ **Automatic camera switching for IntelliFrame** leverages AI to select the best camera view of an in-room user if they have their laptop camera enabled.
- ✓ **Multi-camera View Selection** captures every single-stream camera in a meeting room, resulting in multiple feeds. Remote attendees can choose which camera feed to view.



IntelliFrame identifies and creates individual video frames for in-room attendees

AI-enhanced access to people in the room

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Cloud IntelliFrame creates a gallery from a single-camera room feed

AI-enhanced access to people in the room

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Automatic camera switching for IntelliFrame with in-room laptop cameras

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Remote user using multi-camera view to select different angles of the room

Collaboration that includes every participant



Real-time whiteboard collaboration that includes everyone

Touch boards, interaction via their own PC screens, and intelligent capture with content cameras lets everyone actively collaborate.

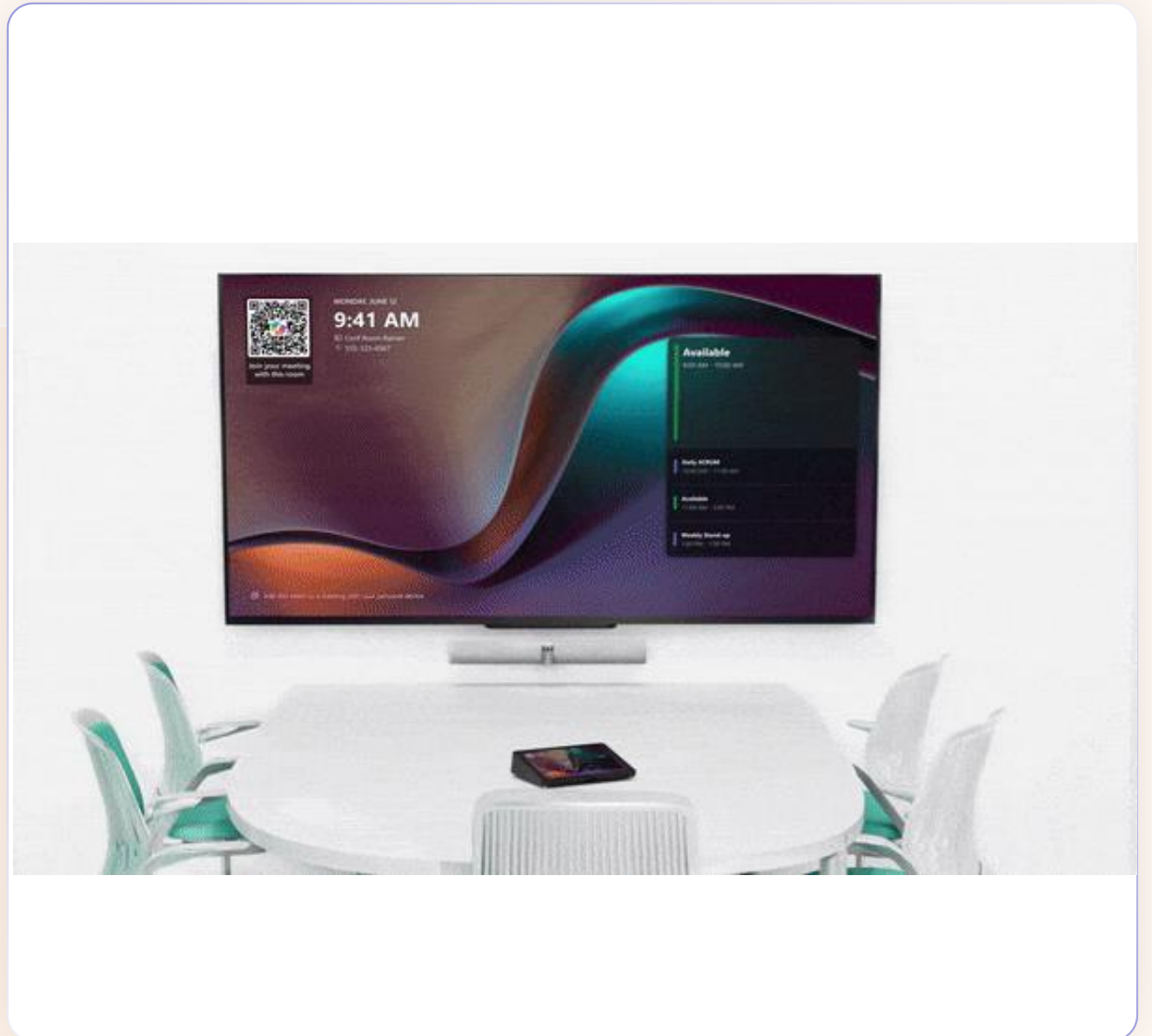


AI-powered, real-time notes in Teams Rooms



Help people focus on the conversation, not note-taking

- Room participants can see Facilitator real-time notes in [scheduled meetings](#) if the organizer has activated.
- Facilitator can also take real-time notes in [ad-hoc, offline meetings](#) in a Teams Room.

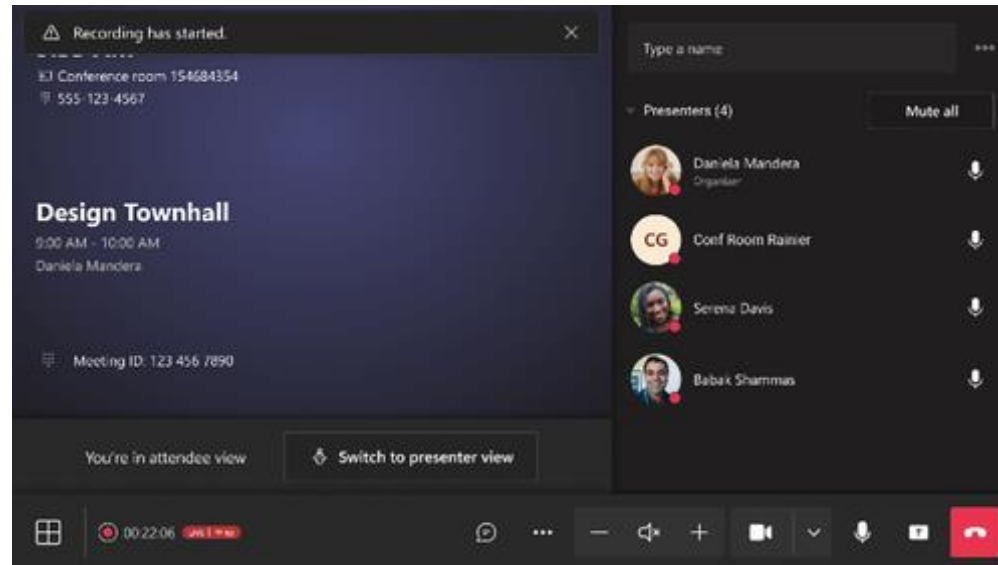
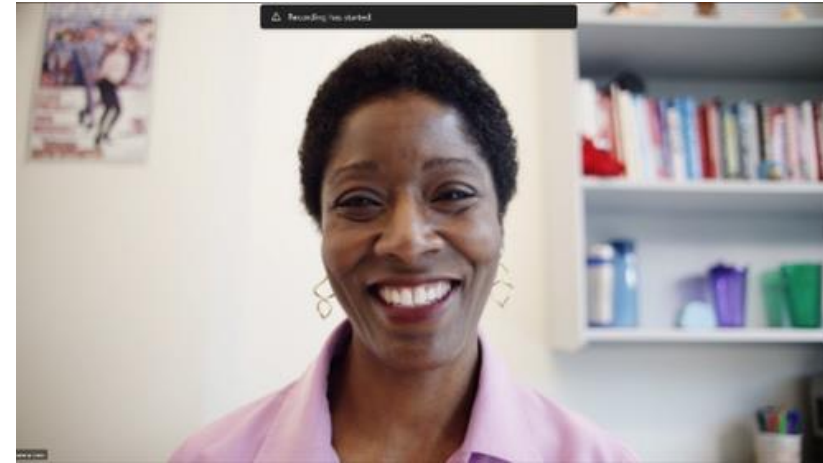


Teams Events in Teams Rooms



Present / Hybrid Present / Attend Teams Town Halls

- **Default Attendee View**
Front-of-room display starts in attendee view when invited as a presenter.
- **Full Presenter Controls**
Manage green room, off-stage, and switch to presenter view from the console.

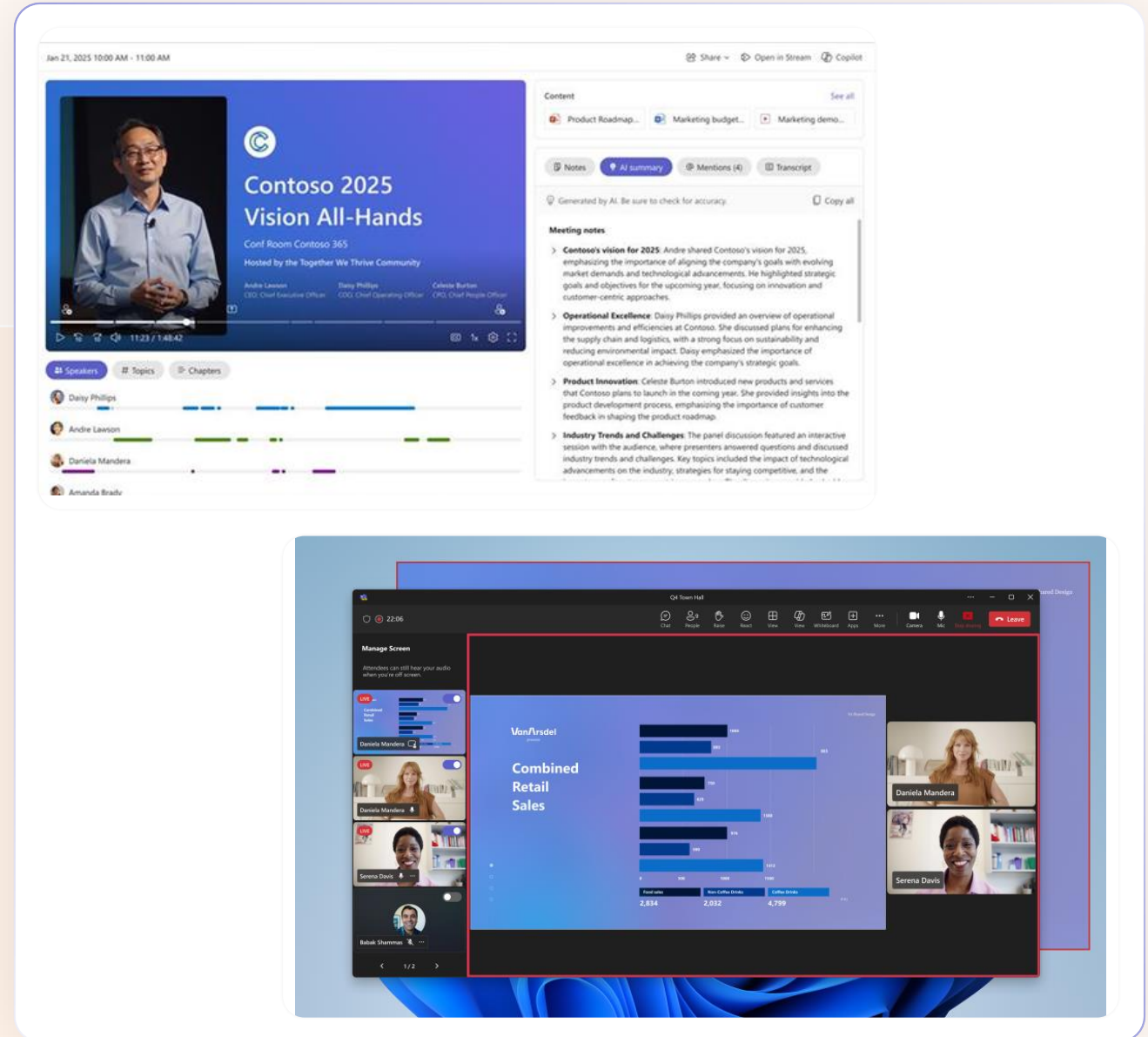


Virtual events that empower anyone to lead



Streamline event production, delivery, and management with events in Teams

Enable reliable, scalable, and seamless interactive meetings and structured one-to-many experiences.

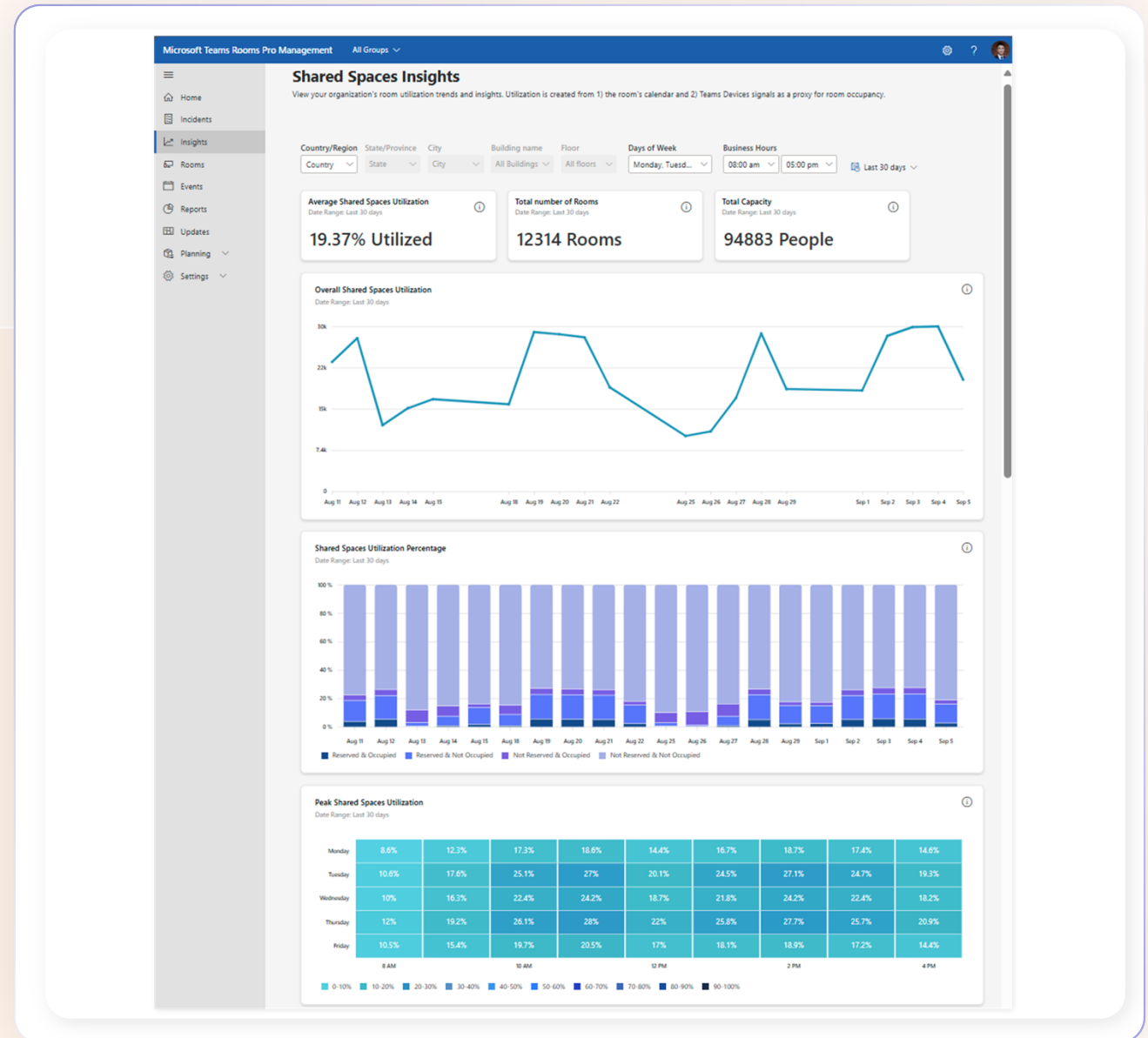


AI-driven platform for proactive management



Proactively manage, keep a pulse
on device health, and save time

Teams Rooms Pro Management is an AI-driven service and portal with proactive management, custom health alerts, and an AI Assistant that answers questions, saving IT time.

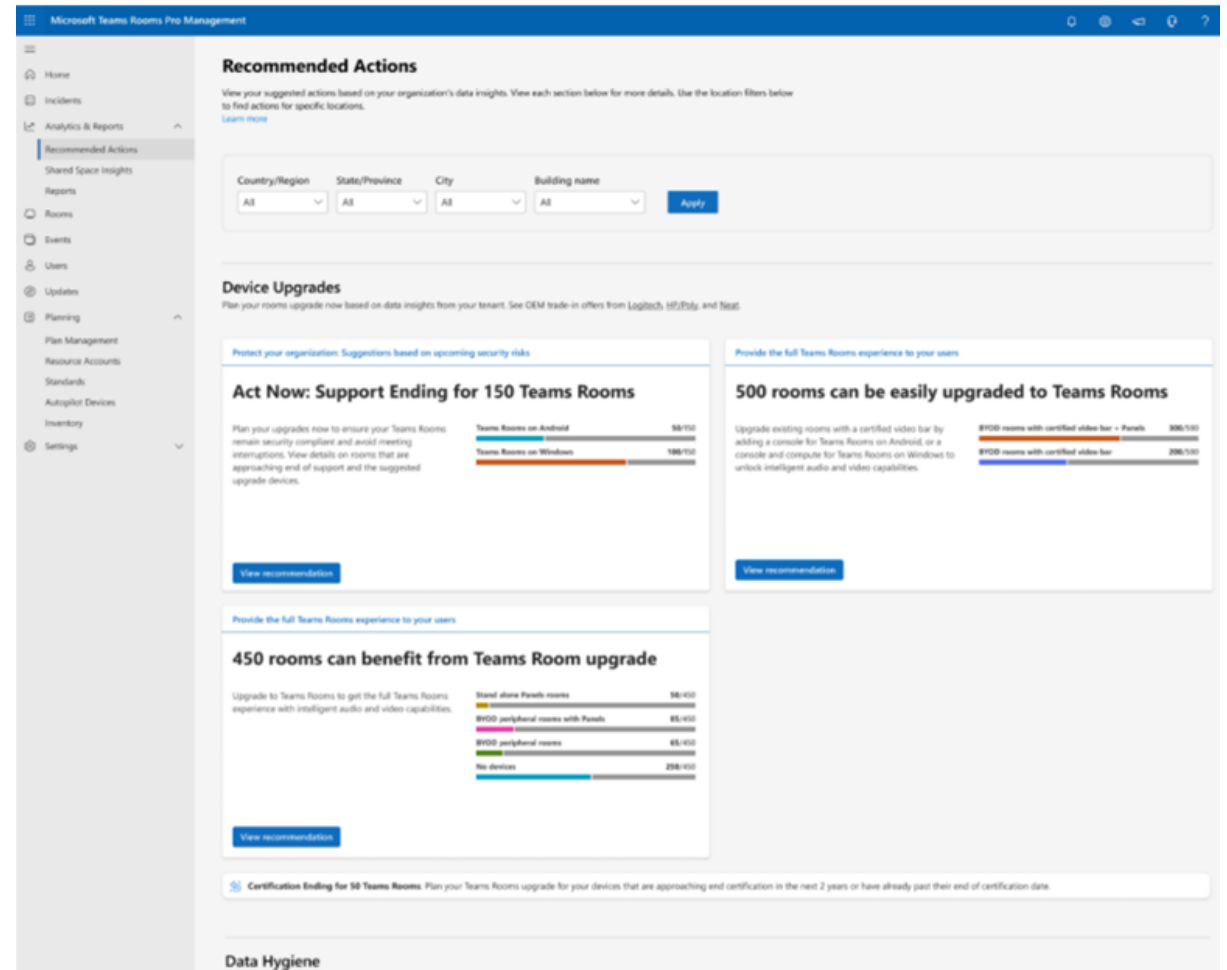


AI-driven platform for proactive management



New recommended actions page in the Pro Management portal

- Insightful, proactive recommendations unique to your device environment.
- Data-driven upgrade planning to optimize budgets.
- Be prepared for software or device end of support or certification.



03

Events



Jim
Garland





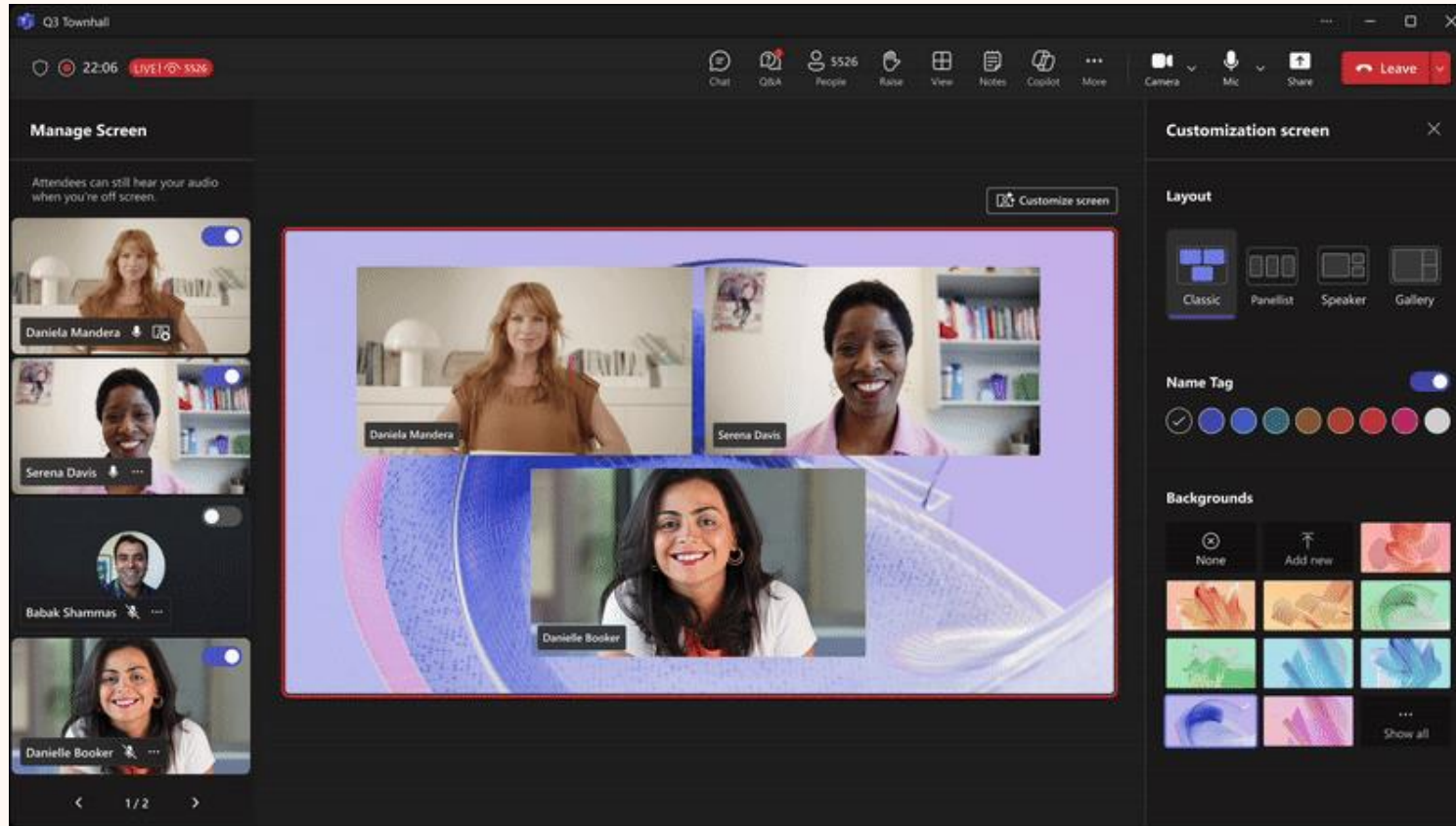
Why Microsoft Teams Events?

Microsoft Events Partner Opportunity

Microsoft Needs Partners to Scale Teams Events:

- Recent Major Microsoft Teams Events Product Releases and Announcements
- Hybrid Teams Events have become the standard for Corporate Communications
- Teams Events Add Value to Teams Rooms Offerings and Can Expand Your Overall Teams Offerings
- Events is a Growth Business

Major Microsoft Teams Events Product Releases



Microsoft Town hall New Features:

- **MTR Hybrid Event Support**
- **Ultra-Low-Latency**
- **1080p**
- **Custom Layouts**
- **Edit Display Name**
- **Polling**
- **Raise Hands**
- **Shared Slide Control**

Over the past year, **Microsoft Teams Town hall** has made significant strides, continuing to evolve as a platform for scalable digital and hybrid events. It now provides enhanced production controls and richer attendee experiences. Whether you're hosting a company-wide all hands, a hybrid town hall from your headquarters, or a large presentation for clients, Teams town hall provides a unified, professional solution that keeps everyone engaged and connected, supporting up to 100,000 simultaneous attendees.

Hybrid Teams Events Have Become The Standard



"A jaw-dropping 97% of event experts believe consumers will witness a rise in hybrid events — gatherings that offer both in-person and virtual components. Reliable event planners can transform all types of virtual events into successful hybrid ones."



Teams Events Add Value To Your Rooms Offerings



9:35 AM

Conference room 154684354

555-123-4567

Design Townhall

9:00 AM - 10:00 AM

Daniela Mandera

Meeting ID: 123 456 7890

You're in presenter view

Switch to attendee view

00:22:06 LIVE | 65

Microsoft Teams: Join town halls and webinars as an attendee from Microsoft Teams Rooms on Android

Microsoft Teams

Microsoft Teams: Support for multiple camera views and IntelliFrame from Teams Rooms on Windows in Teams webinar and structured meetings

Microsoft Teams

Microsoft Teams: Front-of-room view control for Town Hall and Webinar in Teams Rooms on Windows

Microsoft Teams

Microsoft Teams: Front-of-room view control for Town Hall and Webinar in Teams Rooms on Android

Microsoft Teams

Microsoft Teams: Camera view switching in multi-camera Teams Rooms on Windows

Microsoft Teams

Over the past year, **Microsoft Teams Town hall** continues to fully leverage the power of Microsoft Teams Rooms deployments. It now provides enhanced production controls and richer attendee experiences and has a robust roadmap of features planned around Teams Rooms.

Events Is A Growth Business



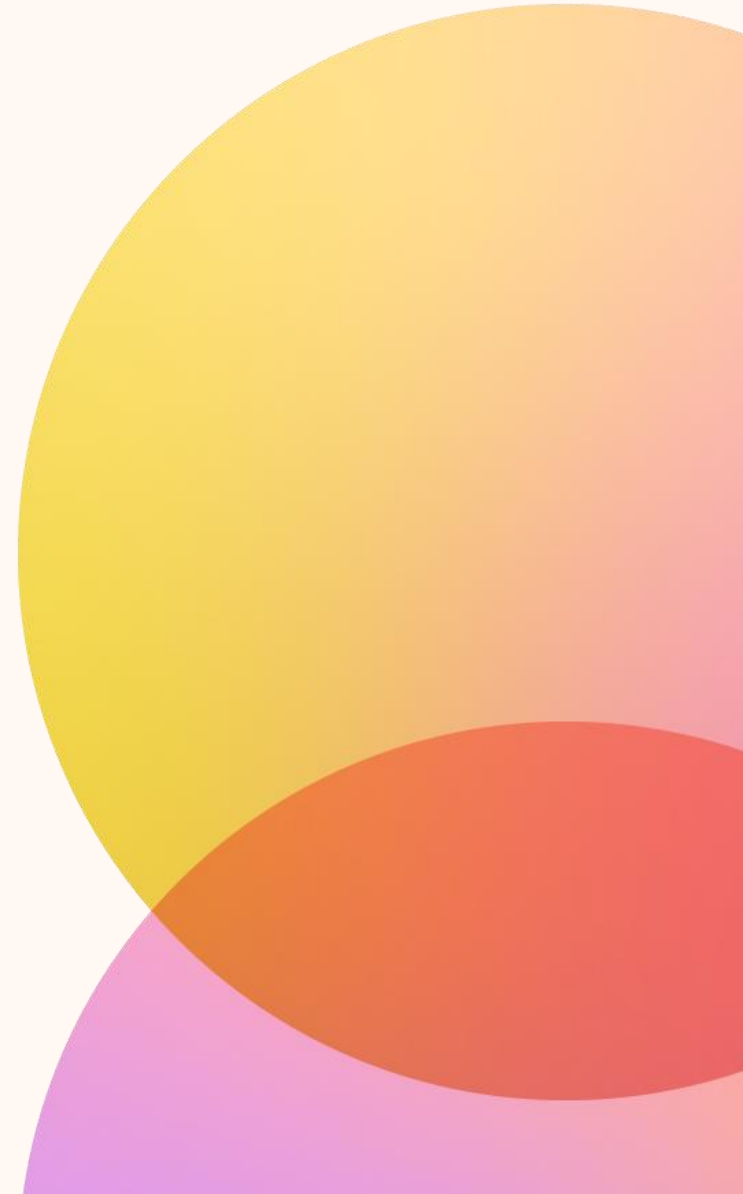
EVENT PRODUCTION SUPPORT	BASIC	ADVANCED	COMPLEX	CUSTOM
Event Consultation Event best practices, ideation, and planning	✓	✓	✓	✓
Technical Support Real-time monitoring and troubleshooting	✓	✓	✓	✓
Content Management and Event Moderation Built-in screen and content sharing, video switching, and coordination with run of show outline.	✓	✓	✓	✓
Event Coordination Dedicated event manager to schedule meetings, align resources, and plan end-to-end event flow	✓	✓	✓	✓
Advanced Production Professional content switching, simultaneous presenter support up to 4, event flow facilitation, settings configurations, graphic templates for branding and logos.	-	✓	✓	✓
Hybrid Event Support for onsite Production Teams or complex meeting room configurations.	-	-	✓	✓
Custom Production Unlimited customization and creativity with increased event, presenter and graphic support.	-	-	-	✓

Future Trends in Event Industry:

- **Immersive Events (3D Venues)**
- **Spatial audio & holograms**
- **AI Integrations and Optimizations**
- **Mobile and Wearable Integrations**
- **Enhanced Rooms Experiences**
- **Accessibility and Translation Technology Advancements**

"The global event management market size was valued at USD 936.14 billion in 2023 and is expected to reach USD 1.76 trillion by 2029, growing at a CAGR of 11.06% from 2023 to 2029. Event management involves the strategic planning, organization, and execution of various events, ranging from corporate communication, conferences and trade shows, to entertainment shows.

Microsoft Teams Events
Partners Wanted!
Call To Action





Partner Skilling and Upskilling

Build your skills for Microsoft Solutions

Expand your capabilities and fuel your growth through training and certifications that build your skills.

Explore the on-demand learning, live digital training events and resources to help you meet your customer's needs.

101010
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Digital on-demand

Always on training

- [Teams Events Readiness Series](#)
- [Microsoft Virtual Event Playbook](#)
- [Custom Production Playbook](#)
- [Plan for Teams Town hall](#)
- [Town hall Adoption Resources](#)
- [Town Halls Quick-Start Guide](#)



Digital events

Events

- [Teams Events Readiness Series](#)



Certification

Certification trainings

- [To Be Developed](#)

Teams Events Badges

- [To Be Developed](#)

Teams Premium Content + Resources

Partner Page: [Practice](#), [GTM](#) Product Pages: [Teams Premium](#)

Learn Training-based resources	Pitch Customer-facing pitch resources	Demo Content for demos	Accelerate/Grow Compete/Negotiation/Deployment
Core Resources • Introduction to Teams Premium • Teams Premium L200 Deep-Dive Deck • Teams Premium partner guide use cases • Converged Communications Partner Opportunity	Pitch Decks • Teams Premium Pitch Deck • Teams Premium and Copilot for M365 Overview • Teams Premium Customer One-pager	Demo Resources • Teams Premium Click Through Demo • Microsoft Places Demo Videos	Deployment • Teams Premium Adoption Resources • Teams Premium Deployment Guide • Teams Premium User Guide • Teams Premium Trial Guide

Teams Events Content + Resources

Partner Page: [Practice](#), [GTM](#) Feature Page: [Town hall](#) and [Webinar](#)

Learn Training-based resources	Pitch Customer-facing pitch resources	Demo Content for demos	Accelerate/Grow Compete/Negotiation/Deployment
Core Resources • Plan for Teams Town hall • Plan for Teams webinars • Teams Premium Town halls • Teams Premium webinars • Teams Events Readiness Series	Pitch Decks • Teams Webinar and Town Halls Pitch Deck	Training and Demo Resources • Town Hall Deep Dive • Webinar Deep Dive • Teams Webinars Guided Simulation • Town Hall Demo Videos	Deployment • Town Halls Quick-Start Guide • Virtual Event Playbook • Custom Production Playbook • Microsoft Teams Blog • Town hall Adoption Resources

Microsoft Teams Events Readiness Customer Hub Series



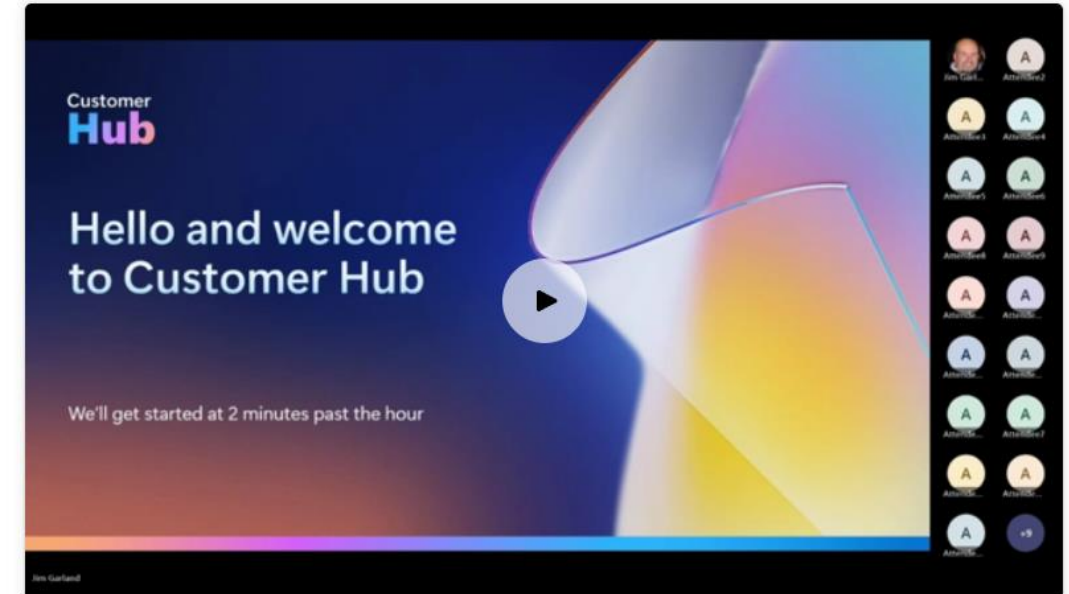
Microsoft Teams events readiness

This series features sessions designed to help you learn how to use and make the most of the Teams Events platform whether you are just getting started or are a seasoned professional. From a grounding art-of-the-possible, to an in-depth exploration of Teams Webinars and Town halls, to real-time analytics and network optimization, there is a session designed for everyone from event organizers to IT administrators.



Upcoming & on demand sessions

Upcoming MICROSOFT TEAMS EVENTS READINESS NDA roadmap for events in Microsoft Teams Register > Wednesday, November 5, 2025 8:00 am PT	Upcoming MICROSOFT TEAMS EVENTS READINESS Immersive events in Microsoft Teams Register > Wednesday, December 3, 2025 8:00 am PT	Upcoming MICROSOFT TEAMS EVENTS READINESS Extensibility: How to integrate Microsoft Teams webinars with marketing automation and learning management platforms Register > Wednesday, December 10, 2025 8:00 am PT	Coming soon MICROSOFT TEAMS EVENTS READINESS Bridging online and in-person attendees: hybrid events with Microsoft Teams and Teams Rooms On demand coming soon
On demand MICROSOFT TEAMS EVENTS READINESS Migrating from Teams live events to town halls Watch on demand >	On demand MICROSOFT TEAMS EVENTS READINESS What's new in Microsoft Teams town halls and webinars Watch on demand >	On demand MICROSOFT TEAMS EVENTS READINESS Tips, tricks, and traps for town halls and webinars in Microsoft Teams Watch on demand >	On demand MICROSOFT TEAMS EVENTS READINESS Microsoft Real Time Analytics: Introduction to performance analytic tools that will help you understand Teams Meetings and Events performance Watch on demand >
On demand MICROSOFT TEAMS EVENTS READINESS Microsoft eCDN: Designed for IT Admins, this session helps you plan and prepare for your next large event Watch on demand >	On demand MICROSOFT TEAMS EVENTS READINESS Microsoft Teams events advanced production: How to create and deliver TV broadcast quality events Watch on demand >	On demand MICROSOFT TEAMS EVENTS READINESS Teams webinar deep dive and demo Watch on demand >	On demand MICROSOFT TEAMS EVENTS READINESS Teams town hall deep dive and demo Watch on demand >



Session 8 in the Microsoft Teams events readiness series

Tips, tricks, and traps for town halls and webinars in Microsoft Teams

Join experienced event presenters and learn their best practices for running smooth, stress-free town halls and webinars.

 Download presentation

<https://aka.ms/CustomerHubTeamsEvents>



Becoming a Teams Events Partner

Become a Microsoft partner and differentiate with the Microsoft AI Cloud Partner Program

The first step to becoming a Microsoft partner is to [join the Microsoft AI Cloud Partner Program](#). This program offers resources, offers, and programs to help you build solutions, connect with customers, and grow your business.

Microsoft offers a variety of ways to [distinguish your organization to customers in high-demand markets](#) and unlock incremental benefits to help you differentiate your business further. Explore these programs to accelerate customer deals and get rewarded for your work with customers.



Microsoft Action Pack

Jumpstart your journey

Technology and tools to help your organization continue building Modern Work solutions.



Solutions Partner

Show your skills

Demonstrate your broad technical capabilities in Microsoft 365 products by attaining a [Solutions Partner designation in Modern Work](#).



Specializations

Differentiate further

Drive customer and Microsoft seller confidence and awareness in your organization's specific technical capabilities with a [Modern Work specialization](#).

04

Microsoft Places Partner Solutions



Brennan
McReynolds

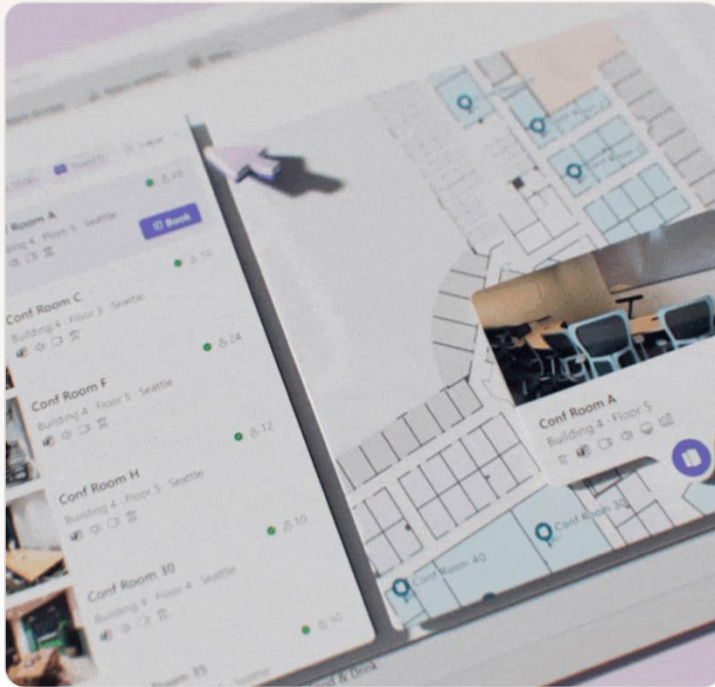


Foundational components to the AI Powered Workplace



From software to peripherals to hardware, Microsoft Places helps employees connect to the colleagues, spaces and experiences that align with their purpose.

Software



Microsoft Places

Peripherals



Bookable desks

Hardware & Sensors

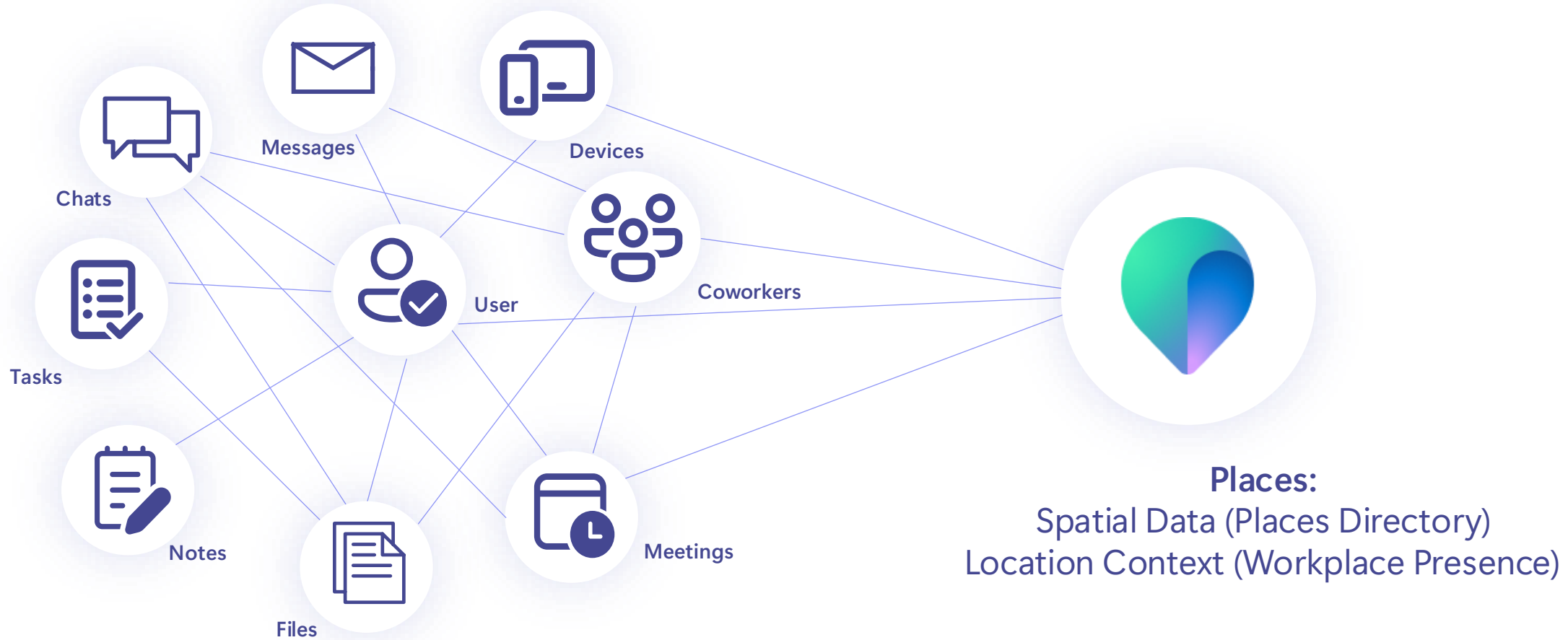


Teams Rooms

Places enables location intelligence in Microsoft Graph



Spaces and location are now an integral part of the Microsoft 365 Graph & Copilot



Places Partner Areas of Focus for 2026



Customer Outcomes & Partner Opportunities

1. Enable Workplace Presence

Setup buildings & understand the role of workplans & workplace presence

2. Modernize Room Reservations

Focus on converting from room finder to Places finder and updating room attributes

3. Desk Booking & Check-in

Desk configuration, map correlation & set-up of peripheral check-in experience

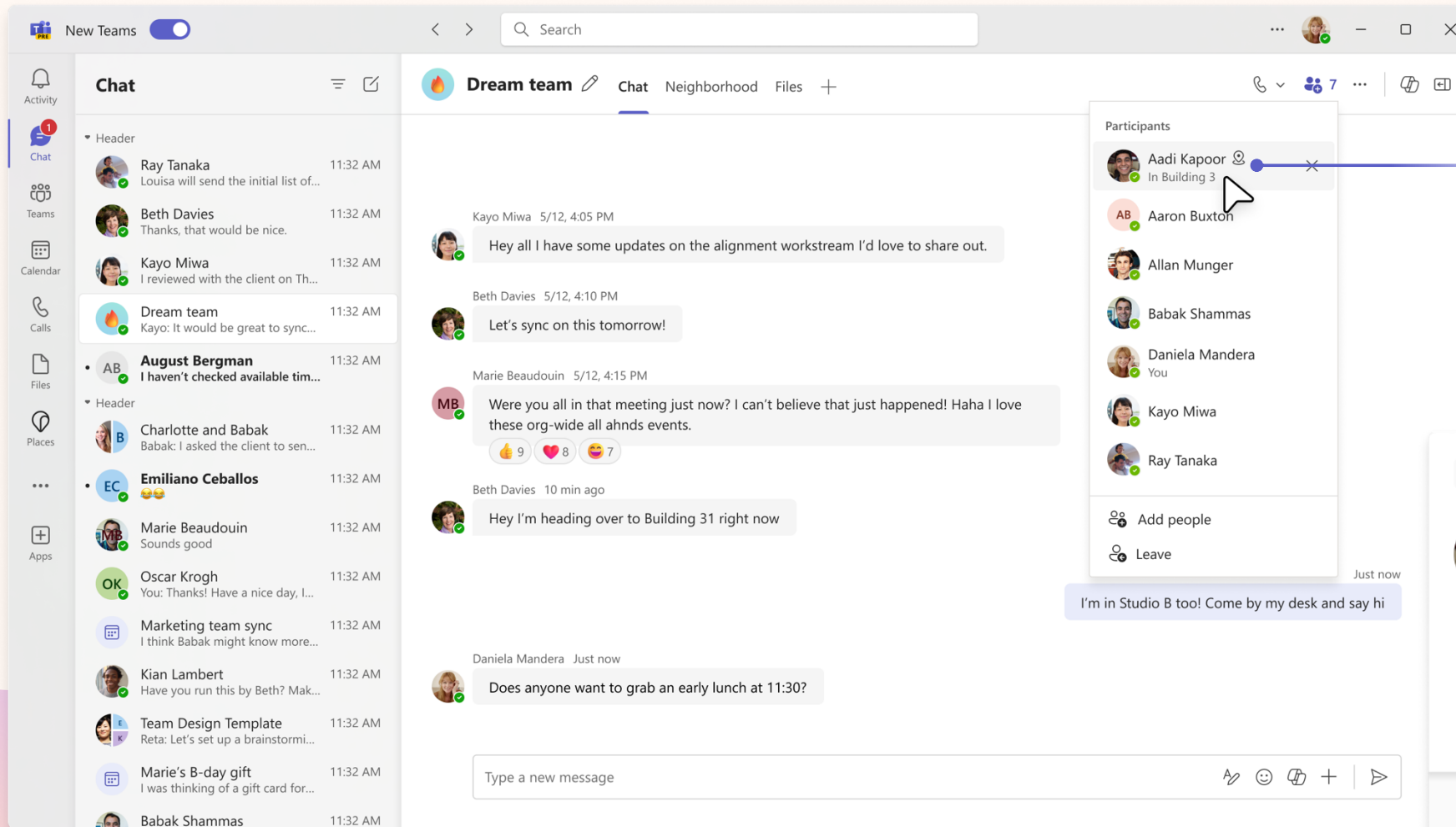
4. Admin & API integrations

Enable and test MS Graph integrations or create new experiences with existing customer systems

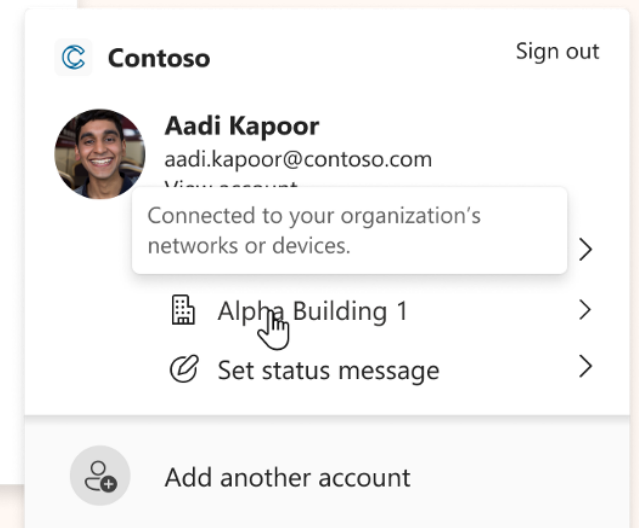
1. Workplace Presence | Automatically update your work location when you connect to the office Wi-Fi



GA Q2 CY26



Automatically update your work location to "office" or the specific building when you connect to the corporate Wi-Fi via BSSIDs.



2. Room Reservations | Upgrade to Places Finder



GA

Pro

New Event - Calendar - kat@contoso.com

Send | Scheduling assistant | Busy | 15 min | Meeting options | Apps

Calendar (kat@contoso.com)

Research readout Online meeting ☒

Kat Larsson X Elvia Atkins X Kevin Sturgis X Lydia Bauer X Optional

Tue 11/10/2023 10:30 AM to 11:00 AM Make recurring All day ☐

Conf room Studio B/2001 X Conf room Studio B/2017 X In-person event ☐

* Copilot will rebook if the room declines or the meeting is rescheduled Edit

Add a description or attach documents

Add an agenda

Places Finder

Rebook declined rooms ☒

Browse rooms

Studio B 2 Capacity Features

- Conf Room Studio B/2001 Studio B · Floor 2 5 12
- Conf Room Studio B/2005 Studio B · Floor 2 5 12
- Conf Room Studio B/2030 Studio B · Floor 2 5 12
- Conf Room Studio B/2013 Studio B · Floor 2 5 12
- Conf Room Studio B/3291 5 12

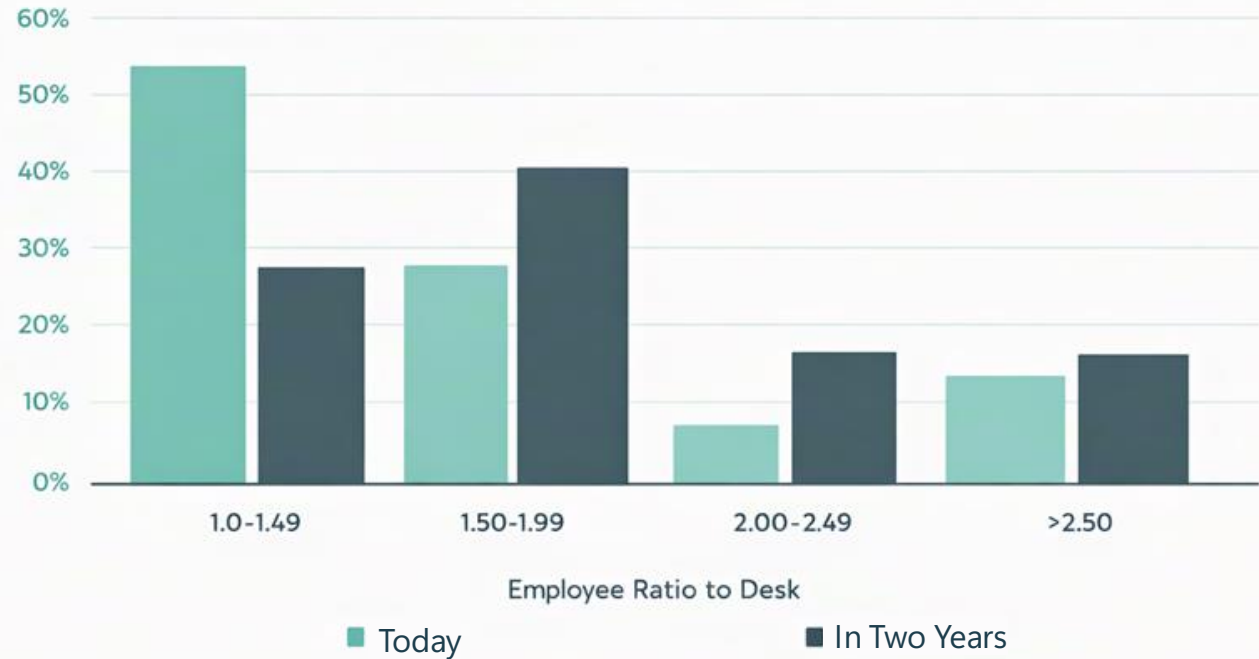
1. Collect room attributes and equipment
2. Standardize naming conventions for rooms and other space types
3. Capture and enable room images
4. Convert existing rooms from exchange to Places Directory



Why are many customers focused on desk booking?

Employee-to-Desk Ratio

% Respondents



By 2027, **73%** of respondents suggest they will have employee-to-seat ratios of more than 1.5:1.

Source: CBRE Research, 2025 Americas Occupier Sentiment Survey Q2 2025

3. Desk Management | Configure multiple desk modes

Requires Teams Premium license



GA

Pro

Desks can be configured in multiple modes:

Bookable

Desks can be reserved ahead of time

Assigned

Desks can be permanently assigned to specific individuals

Offline

Desks can be hidden in Places Finder so they can't be booked

Drop-In

Desks can be reserved ad-hoc by plugging into peripherals

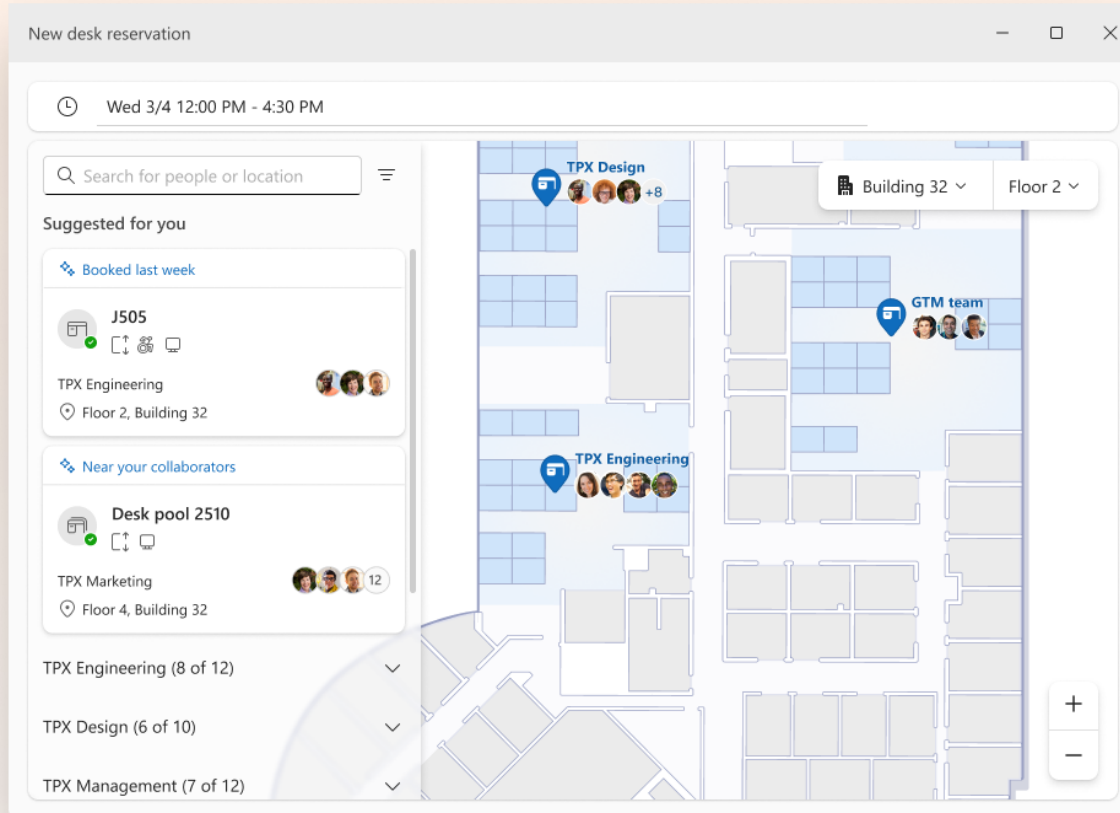
3. Desk Management | Find & book desks from a map

Requires Teams Premium license



GA

Pro



- Maps-first experience, with support for fixtures & furniture layer
- Familiar user experience with same set of capabilities across the Places app and new calendar in Outlook & Teams
- Support for both individual and pooled desks
- Responsive experience, adapted for mobile/small screens

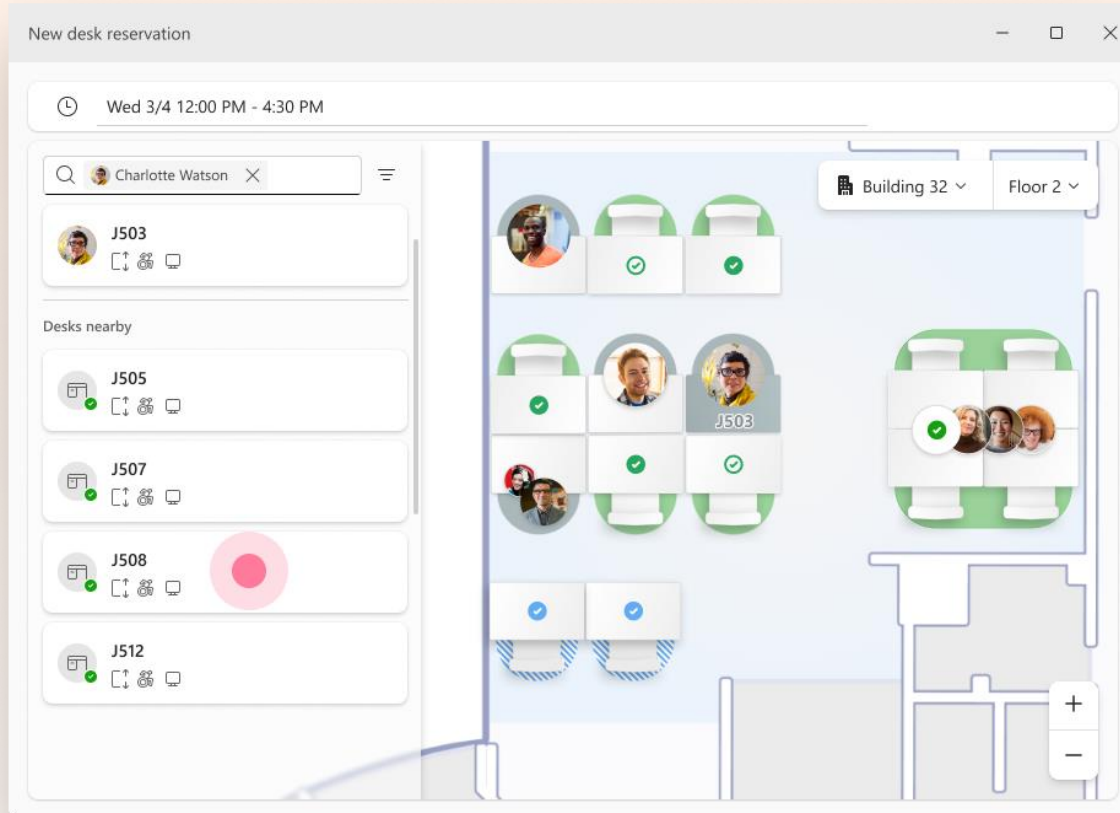
3. Desk Management | Find & book desks near colleagues

Requires Teams Premium license



GA

Pro



- See occupants of neighboring desks
- Find out where a colleague is planning to sit on a specific day and book a desk near them
- Each individual will retain full control over whether their desk location can be shared with colleagues

3. Desk Management | Configuring peripheral check-in



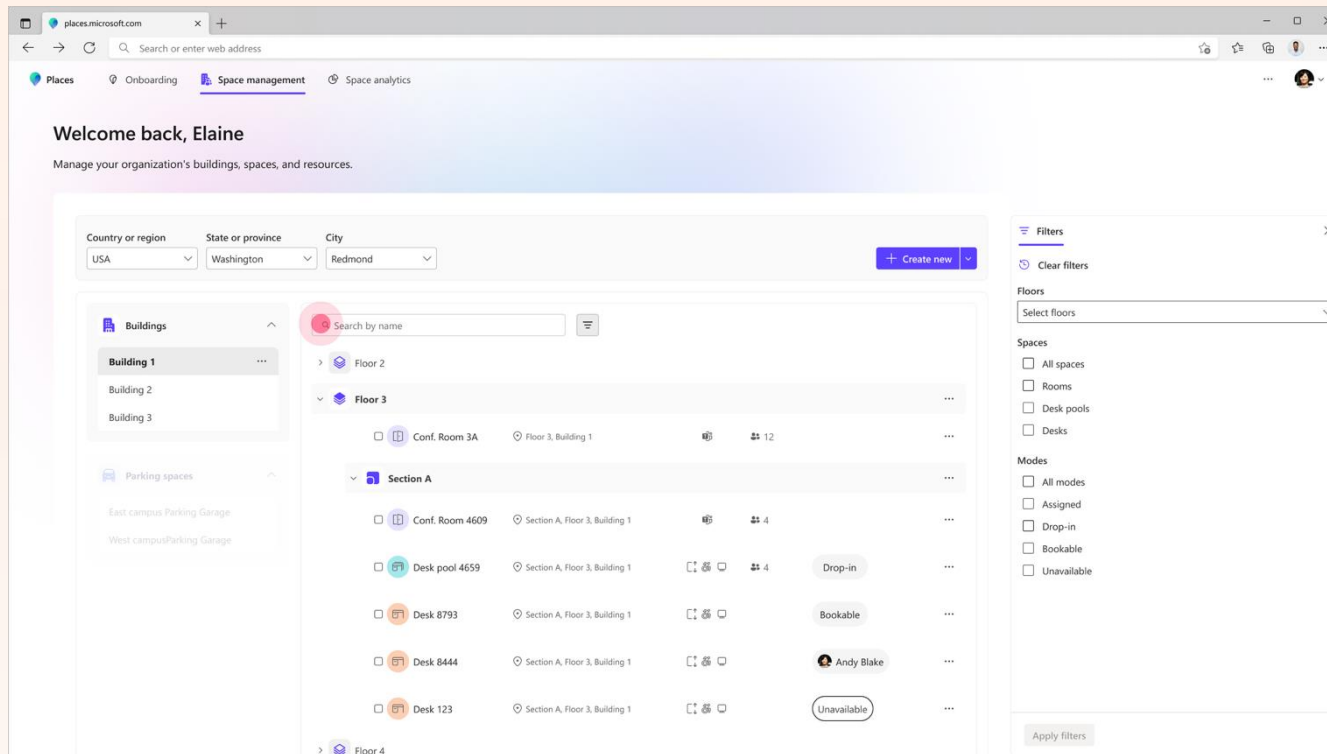
- **Associating the peripherals to the resource account** in the Pro Management Portal is key to ensure upon plug-in to the peripheral(s), Teams desktop client can recognize that the user is at a desk pool the admin has configured.
- **Fast, easy setup** to collect device details with the script at aka.ms/byodonboard.
- **Align captured unique device information** to the desk inventory and track device usage in the Teams Rooms Pro Management portal

4. Admin Portal | Manage Places Directory data



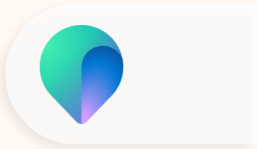
GA

Pro



- View their Places directory data such as buildings, floors, sections, rooms and desks
- Update and manage space attributes
- Apply filters to focus on specific item types, modes etc.
- Set space reservation & auto-release policies

4. Admin & API Integrations



Graph APIs are now available to streamline onboarding of Microsoft Places leveraging partner solutions based on customer need:

1. Needs floorplans converted to IMDF or have existing mapping provider



2. Has as a system of record for space (IWMS) or workplace management tool



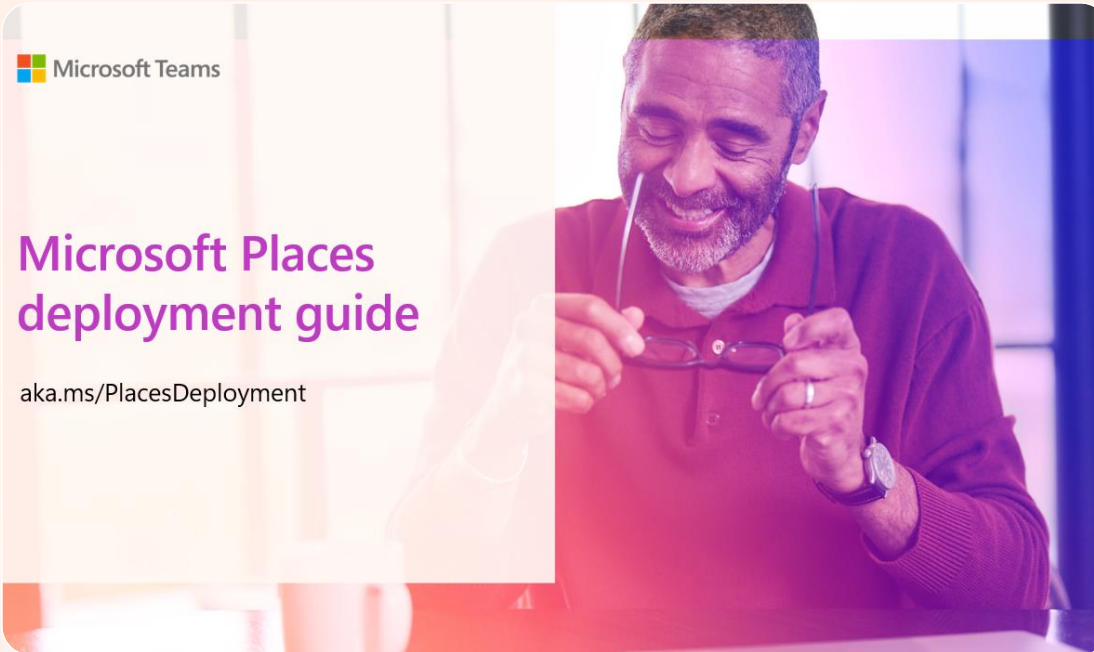
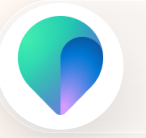
Call to Action & Partner Revenue Opportunities



Begin with discovery and planning then expand into creating advanced enablement offerings.

Opportunities 	Customer Needs 
Discovery	• Help customers understand the art of the possible by standing up your own demo tenant and using the product daily.
Advisory and Deployment	• Help assess and advise on the customer's current workplace technology stack • Migrate or convert buildings, floors, desks, rooms into Places Directory • Manage map and floorplan conversions • Configure Peripheral and/or WIFI check-in
Adoption & Change Mgmt.	• Technical management & end to end testing • Adoption and change management training
Managed Services	• Customer support and train the trainer models • On-going management of Places

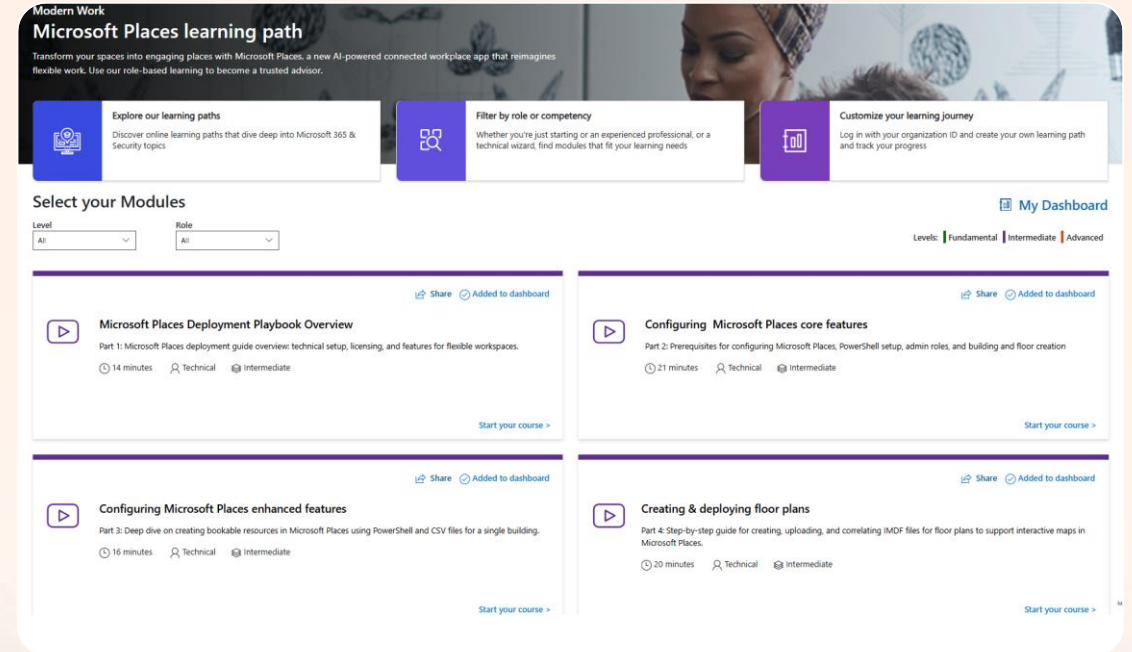
Deployment guidance for Microsoft Places



Microsoft Places deployment Playbook

- Deployment guidance
- Example Contoso HQ deployment and resources

<https://aka.ms/PlacesDeployment>



Microsoft Places Learning path

- Playbook walkthrough video
- Deployment walkthrough of Contoso HQ with mapping
- And more learning content!

<https://aka.ms/MicrosoftPlacesLearningPath>

What's included in the Microsoft Proof of Value kit

aka.ms/MicrosoftPlacesProofOfValue/Download

Partner Readiness

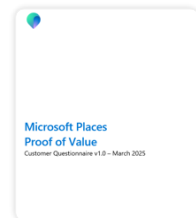


Delivery Guide

Microsoft Places Pilot



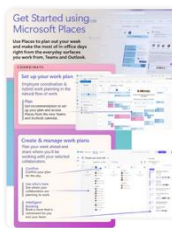
Resources



Customer Questionnaire



Quick start guide



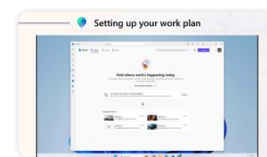
Adoption flyers



Email templates



Statement of work template



User and admin readiness walkthrough



Pilot

Plan



Pre-engagement kick off



Reimagine Flexible work with Microsoft Places



Discovery and pilot design

Enable

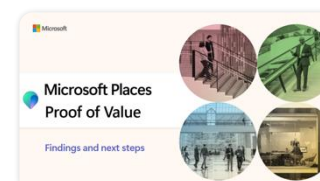


Microsoft Places Enablement



User readiness and adoption

Grow



Findings and next steps

Partner Enablement & PG Engagement



Connect live with **Microsoft Product experts** to get your sales and technical questions answered live:

WEEKLY OFFICE HOURS

- Every Thursday, 9–10 AM PST
- aka.ms/PlacesOfficeHours

MONTHLY DEMO'S

- 8:30 AM – 9:30 AM PST
- aka.ms/PlacesLiveDemoAM

Previous Recordings

- aka.ms/PlacesDemo_Dec
aka.ms/PlacesDemoDeck_Dec
- aka.ms/PlacesDemo_Oct
aka.ms/PlacesDemoDeck_Oct

05

AI Powered Workplace Myth Busters



Matt
Slomka



Jimmy
Vaughan



Michel
Bouman





Myth 1





AI-generated



MDEP will be replacing both MTRA and MTRW?!

Myth

Explanation

Myth 2





AI-generated



Is MTRW preferred, and is MTRA easier to install?

Myth

Explanation

Myth 3



AI-generated





Is Express Install is for small rooms only? Or does it work for all room sizes?

Myth

Explanation

Myth 4





AI-generated



With Rooms being easy to deploy is it impossible for partners to still make money?

Myth

Explanation

Myth 5





AI-generated



AI is great for work, but is it relevant in the meeting room?

Myth

Explanation

Myth 6





AI-generated



Does BYOD deliver a good enough experience in most rooms?

Myth

Explanation

Myth 7





AI-generated



Does Teams Rooms locks a customer into Microsoft? Or can they join Zoom or Webex?

Myth

Explanation

Teams and Rooms Tech Talk on YouTube

<https://www.youtube.com/@TeamsRoomsTechTalk>

Home

Shorts

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You

Premium

Search

Collaboration | Communication | Workp



Teams and Rooms Tech Talk

@TeamsRoomsTechTalk · 3.44K subscribers · 385 videos

Welcome to the Microsoft Teams and Rooms Tech Talk channel. A channel dedicated to t...more

microsoft.com/en-us/microsoft-teams/microsoft-teams-rooms and 2 more links

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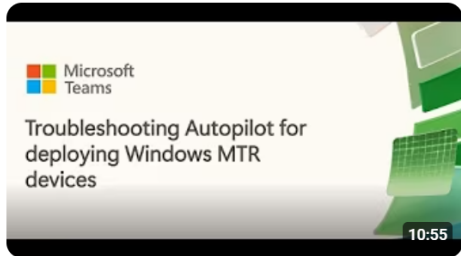
Live

Podcasts

Playlists

Posts

For You



Troubleshooting Autopilot for deploying Windows MTR devices

10:55



The AI-Powered Workplace Experts Series

Episode #2 - October 9th, 2025

1:56:13



How to PMP Webinar Series

Teams Rooms Pro Management Portal

Proactive monitoring - Signals

Troubleshooting Autopilot MTRW - Microsoft Teams Rooms on Windows

A step-by-step guide to deploying Microsoft Places

How to PMP (Pro Management)

252 views · 6 days ago

1.8K views · 3 months ago

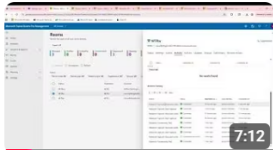
741 views · 2 months ago

Videos



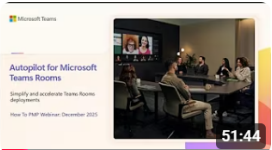
Troubleshooting Autopilot for deploying Windows MTR devices

10:55



How to troubleshoot network issues with Teams Rooms

7:12



Autopilot for Microsoft Teams Rooms

How to PMP Webinar December 2025

51:44



AI Prompt of the Week

PROMPT OF THE WEEK

2:38



How to PMP Webinar Series

Teams Rooms Pro Management Portal

Proactive monitoring - Signals

Troubleshooting Autopilot MTRW - Microsoft Teams

How to troubleshoot network issues with Teams Rooms

How to PMP - Teams Rooms Pro Management How To

AI Prompt of the Week - Three Takeaways From Janit

How to PMP (Pro Management)



AI POWERED WORKPLACE

MYTHBUSTERS

07

Partner Resource Review



Mehryn
Corrigan



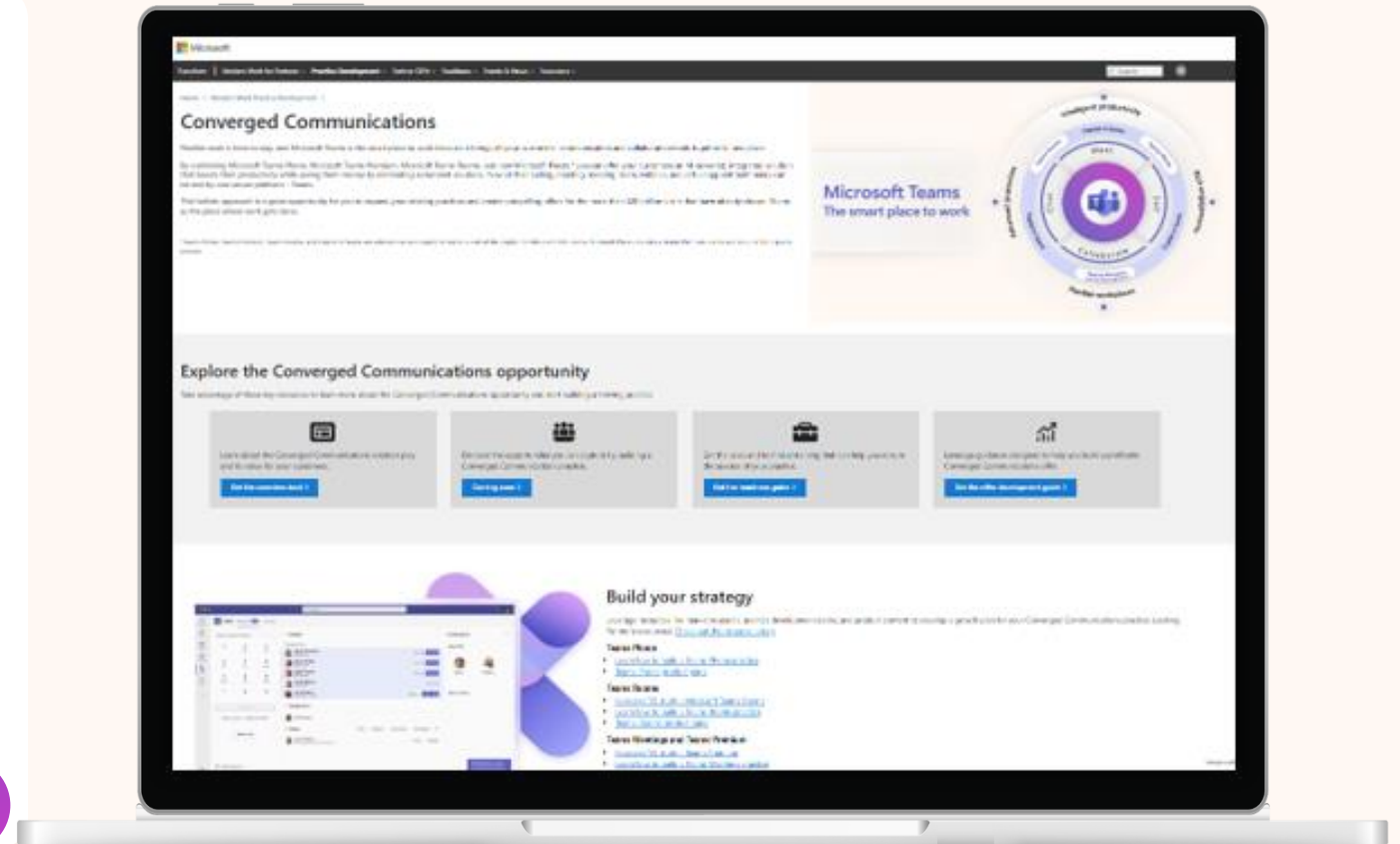
Converged Communications Partner Practice Guidance

Key resources and guidance to extend or build a thriving **Converged Communications** practice to capture more of the Teams opportunity landscape with **Calling**, **Meetings**, and **Devices**.

Build your Converged Communications practice in 3 steps!

- **Build your strategy:** develop a growth plan for Converged Communications practice
- **Develop skills:** sales and technical teams build or deepen the capabilities that can differentiate your Converged Communications service offerings
- **Build your go to market plan:** transition your Converged Communications practice from concept to reality.

aka.ms/convergedcommspractice



Support across the customer journey

Prepare

Get Ready, Stay Informed

- Practice development guidance
- Community Engagement
- Technical learning paths
- Sales learning paths
- Bootcamp/Enablement events

Sell and drive adoption

Generate Demand

- Campaign-in-a-box
- Teams Phone Event BOMs
- Teams Rooms Event BOMs
- Demo tools



Build Intent

- Hybrid Meetings Workshop BOMs
- Teams Phone Briefing BOMs
- Through-partner customer trials (all)



Prove and Sell

- Teams Phone Pilot BOMs
- Teams Rooms Pilot BOMs
- Teams Premium Pilot BOMs



Deploy and Activate

- ECIF
- Deployment Guides
- Adoption Playbooks

Key Partner Go-Do's

1

Get trained on
Copilot &
Converged
Communications
and train your teams

2

Build services across
the customer
journey including
Copilot in your
workshops, POC and
customer
engagements

3

Engage in Partner-
to-Partner motions

4 tips for building and growing your Converged Communications Practice

1

Bring immersive experiences to life in your own **AI Value Copilot + Converged Comms**

2

Scale **skilling** to become the expert (prioritize Copilot!!)

3

Engage in the **Partner Network** to unlock new opportunities across the Teams stack

4

Accelerate expansion within existing customers (leverage new innovations, utilize partner resources, new BOMs coming soon)

Core focus on specializations

In FY26 we continue our focus on partner specializations and supporting our specialized partners with access to programs and funded engagements and co-sell

Teams Phone

Calling for Microsoft Teams specialization

Teams Rooms

Meetings and Meeting Rooms

AI Powered Workplace Skilling

Converged Communications skilling resources	
Learning Content	Exam
Converged Communications Sales Bootcamp (December 2024) Modules 1-7	Teams Rooms Sales Badge
Converged Communications Technical Bootcamp (May 2025) Modules 1-6	Teams Rooms Technical Badge
Microsoft Places Learning Series (December 2024), Microsoft Places Digital Event	Microsoft Places Technical Badge



Next steps

Review our Partner GTM materials

aka.ms/PartnerGTMresources

Collaborate with local specialists

to improve your practice and better sell together

Get started today

Earn the Converged Communications specializations

[Teams Phone Specialization](#)

[Meetings and Meeting Rooms Specialization](#)

08

DIY: Create Your Own Agent



Michel
Bouman



The new productivity equation

from

$$Y = A \cdot f(L, K)$$

→

to

$$Y = A \cdot f(L, K, I)$$

Y

Output, measured
in national- or firm-
level output

L

Labor, measured in
total human hours
worked

K

Capital, measured
in the value of
physical assets

I

Intelligence,
measured in
cognitive outputs

A

Total Factor Productivity, or
unexplained productivity
improvements from
innovation

A detailed architectural sketch in black ink on a light background. The sketch depicts a large, modern building complex with multiple levels, terraces, and a prominent central plaza. The building's design is characterized by sharp angles and a mix of solid and open spaces. Numerous small figures of people are scattered throughout the scene, particularly in the plaza and on the building's terraces, to provide a sense of scale. The foreground shows a wide, open plaza with several groups of people walking. The overall style is that of a conceptual architectural drawing, with fine lines and cross-hatching used for shading and texture. The text "The Frontier Firm" is overlaid in a large, blue, sans-serif font across the middle of the image.

The Frontier Firm

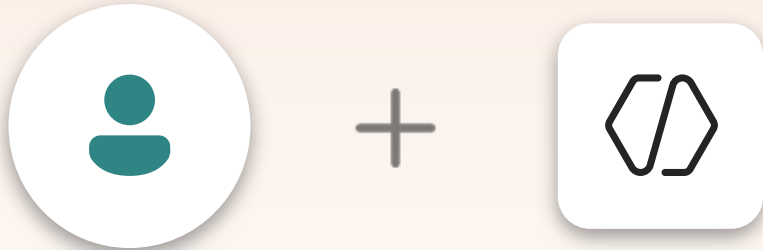
Phase 1

AI Assistants



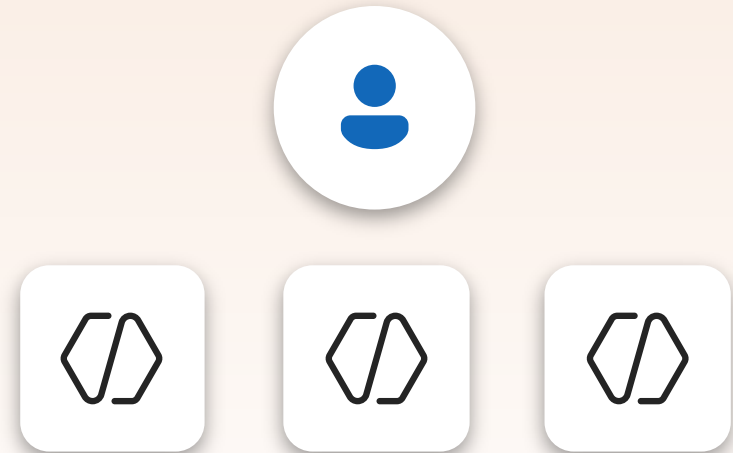
Phase 1

AI Assistants

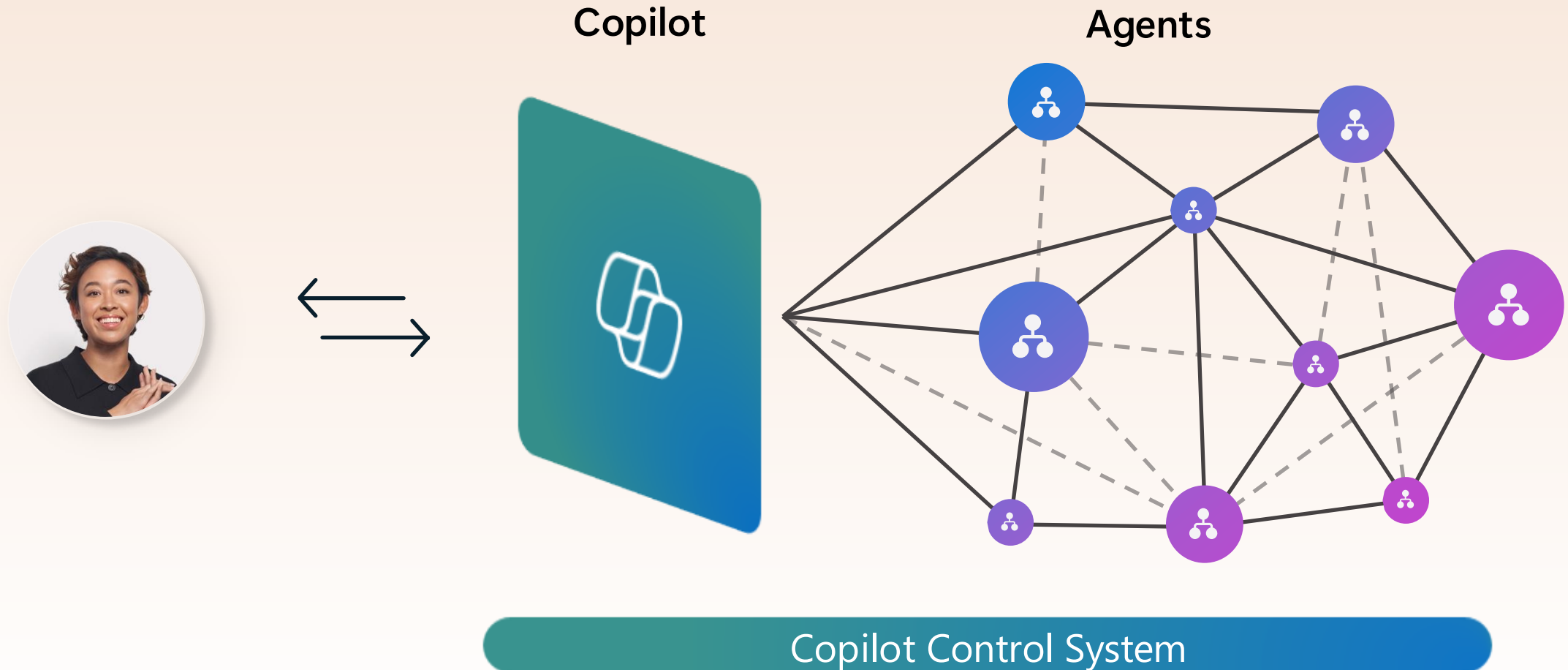


Phase 2

AI Teammates



Copilot is the UI for AI



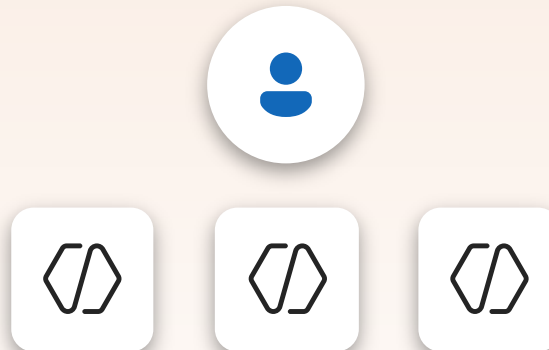
Phase 1

AI assistants



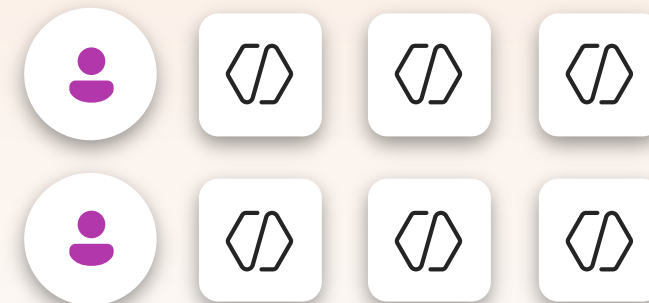
Phase 2

AI Teammates

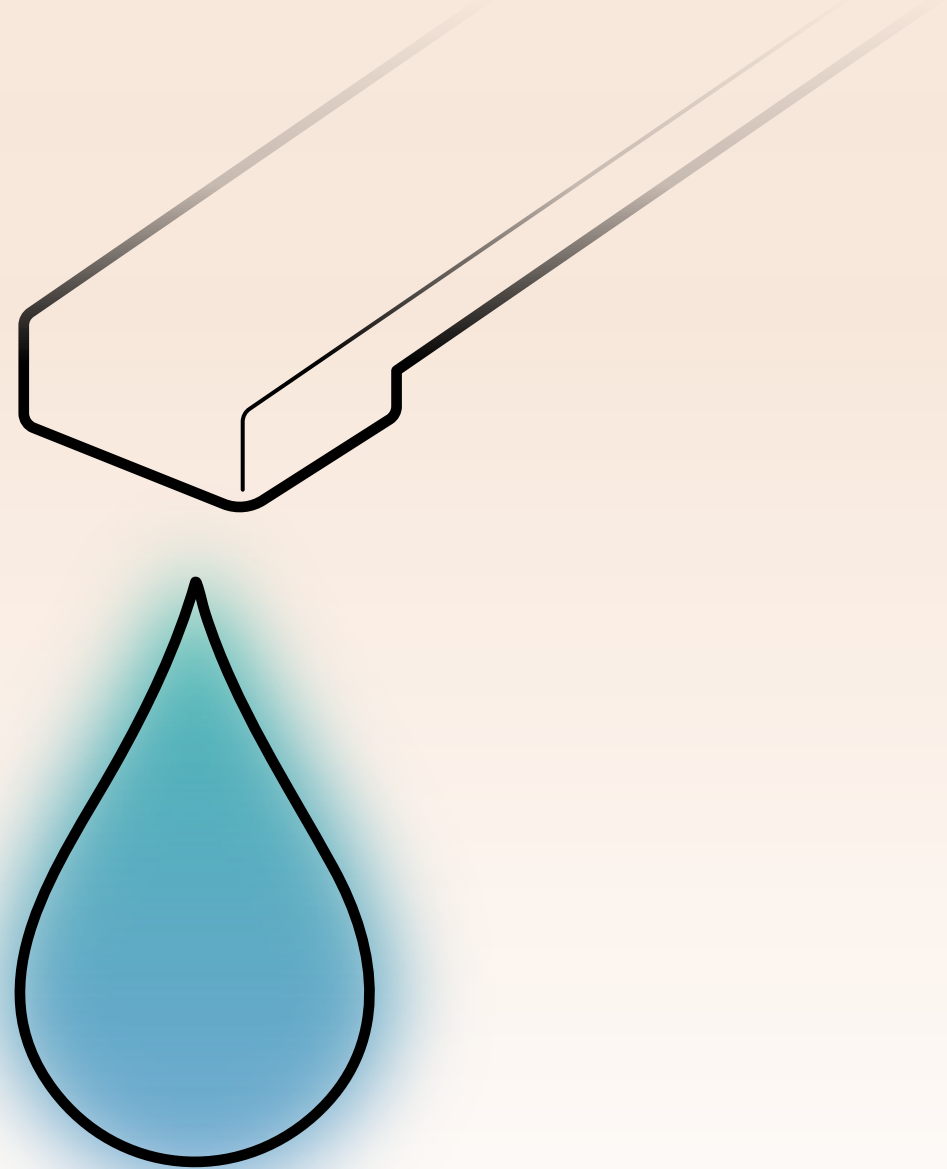


Phase 3

AI Operators



Intelligence
on tap



09

Conclusion & Review



Mehryn
Corrigan



On demand Recordings

- Event on-demand recording and presentations will be published to the [Converged Communications skilling resources](#)
- ETA – February 2026
- Look for LinkedIn announcement for availability



Converged Communications Badge



New Credly Badges Alert

Be among the first to earn the two Converged Communications Partner Sales Bootcamp badges on offer.

Requirements:

- Must attend **both** days of the bootcamp to earn the badge proficient badge
- **Skilled badge** would require completing the online assessment that would cover content from both days





AI-generated

Thank you