



MICROSOFT LEARNING PARTNERS

# **Top reasons to get IT training from a Microsoft Learning Partner**

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**Digital transformation** is ushering in a new era of digitally enabled, customer-facing products, services, and experiences in an environment of rapid change and uncertainty.

To help people reach their career goals faster and to support organizations' digital transformation initiatives, IT leaders often leverage authorized Microsoft Learning Partners for their unique capabilities, certified training staff, and access to Microsoft Official Courseware (MOC).

To make sure your learning initiative has the biggest business impact, consider the top benefits provided by Learning Partners, as identified by IDC.\*



#### About the IDC study

To find out how organizations can make the most of Learning Partners to upskill their IT teams, Microsoft recently sponsored a study by global research corporation IDC. The results of the study, [Leveraging Microsoft Learning Partners for Innovation and Impact](#),\* are summarized in this datasheet.

\* [Leveraging Microsoft Learning Partners for Innovation and Impact](#), IDC white paper, sponsored by Microsoft, doc #US47225021, January 2021.

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## 1. Microsoft Learning Partners provide customized, end-to-end training solutions.

Learning Partners are consultative and provide a range of capabilities that go into building and executing an enterprise training initiative, including:

- **Identifying learning and business objectives.** Learning Partners work with you to identify and focus the learning initiatives on your training requirements. They align their services to meet your specific business needs and then coordinate and deliver the resources that meet those objectives.

- **Simplifying the learning initiative.** Shifting the training burden to Learning Partners can be efficient. They help align the curriculum, coordinate activities, and manage the learning outcomes for your organization.

## 2. Microsoft Learning Partners provide the scale, flexibility, and speed to meet your skilling needs.

Whether your IT group is big or small, you want a partner that can scope and adapt learning programs to your organization's needs—and do it fast. In other words, you want a partner with scale, flexibility, and speed.

With these three qualities, a Learning Partner can help your organization:

- **Move fast and stay focused.** The ideal partner can set up on-target learning initiatives on short notice, provide all the necessary resources, and make sure programs stay on track.
- **Roll out global programs.** If your organization needs learning solutions across time zones, work with a Learning Partner that has the scale to deploy programs wherever and whenever you need them.
- **Adapt to business constraints.** Your schedules, platforms, and people can change. Learning Partners have the flexibility to adapt their deliverables to your business constraints.
- **Stay ahead of the tech.** Authorized Microsoft Learning Partners not only keep up with evolving technology but also help you prepare for changing business requirements.

### 3. Microsoft Learning Partners provide value-added services that can help your skills development program succeed.

Learning Partners provide a variety of tools and approaches that are essential for supporting learners. These can include hands-on labs; a mix of self-paced and classroom training; custom content; role-based learning paths; mentoring and discussion groups; assessments before, during, and after the training; and help with certification prep and exams, if needed.

A Learning Partner can provide:

- **Customized learning programs.** Learning Partners can use standard courses or paths for their enterprise customers or can

customize the content or flow to make the learning program as relevant and applicable as possible to the target learners.

- **Training delivery aligned to your requirements.** Authorized Microsoft Learning Partners use a variety of delivery models and blended experiences to maximize the impact of instruction and knowledge retention.

### 4. Microsoft Learning Partners provide high-quality training content and delivery.

Quality training programs make a difference in helping organizations meet their digital transformation goals. In the IDC study, *quality* means:

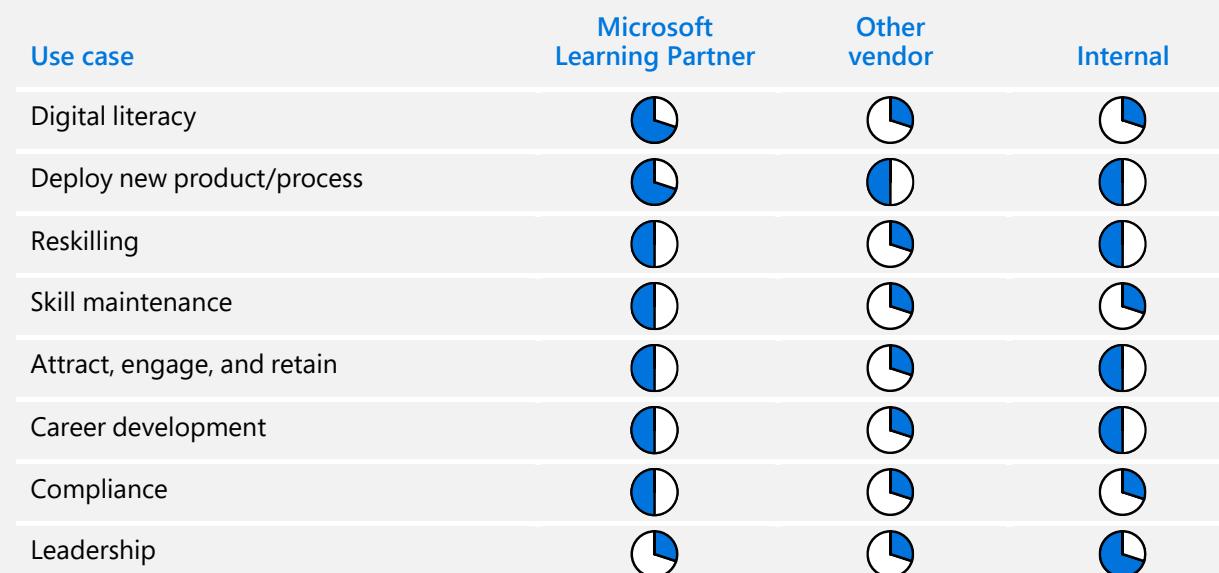
- **Accurate, relevant content and overall training.** A Learning Partner delivers training using Microsoft Official Courseware and can tailor courses to make the content even more relevant for your teams. MOC is designed with the help of Microsoft product engineers and experienced consultants, so you know you're getting accurate, up-to-date information.
- **Instructor quality.** Microsoft Learning Partners have a rigorous vetting and onboarding process for their instructors, who are Microsoft Certified Trainers (MCTs). MCTs have hands-on experience with the technologies and know how to help students succeed.
- **Trusted certifications.** Learners benefit from the validation that comes from industry-recognized certifications. Studying the certification content also keeps learners focused on the right skills, and the effort helps boost the success of the organizations' learning initiatives.



### The right partner makes a difference

The IDC study reported that in specific IT training use cases, Learning Partners were better positioned to deliver training in foundational digital literacy (including analytics and cloud topics) and in skilling teams to deploy new technology, processes, and more.

Which training sources are good at helping solve important IT skills use cases?\*



Selection frequency:  More often (>60%)  Often (40–60%)  Less often (<40%)

\* From Figure 1, "Addressing Important IT Skills Use Cases," in [Leveraging Microsoft Learning Partners for Innovation and Impact](#).

## Digital transformation efforts benefit from Microsoft Learning Partners.

Across the organizations surveyed, IT leaders consistently pointed to Microsoft Learning Partners as a key to their success. When teams worked with a Learning Partner, they met their project milestones and improved their understanding of the technology infrastructure. Additionally, organizations were more satisfied overall with the outcomes and business impact of their learning initiatives.

The most valuable training providers have four things in common: end-to-end solutions; the scale, flexibility, and speed to meet an organization's requirements; value-added services for learners of all types; and high-quality content and instructors.

Our worldwide Microsoft Learning Partner network delivers flexible, role-based, customized training and can prep your team for certifications in Microsoft technologies.

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