Microsoft Partner Solutions Business Applications

Fast Lane

Microsoft Partner Co-op

Turn Your Co-op Funds into Pipeline, Adoption and ACR Growth



Education Drives Consumption

Well-designed enablement events:

- Increase solution understanding
- Reduce adoption friction
- Support faster deployment
- Expand workloads
- Deliver sustained ACR growth

Sitting on unused Co-op funds?

Turn them into measurable impact to deliver high-value customer demand generation events and technical training that:

- Drive customer expansion and retention
- Generate qualified pipeline
- Strengthen long-term customer relationships

TRENDING NOW

Run a Mass Copilot Skilling Event

Drive rapid Copilot adoption across Enterprise customers.

Course - In-Person or Virtual Classroom with Live Instructor	Duration	No. of Delegates	Total
Work smarter with AI *(AI-3025)*	3 hrs	100	£3,750.00 *(£7 reduction per day)*
Work smarter with AI *(AI-3025)*	3 hrs	1000	£5,000.00 *(£7 reduction per day)*
Draft, analyze, and present with Microsoft 365 Copilot *(MS-4018)*	1 hr	100	£3,750.00 *(£4 reduction per day)*
Draft, analyze, and present with Microsoft 365 Copilot *(MS-4018)*	1 hr	1000	£5,000.00 *(£4 reduction per day)*

Copilot Workshops

Course - In-Person or Virtual Classroom with Live Instructor	Duration	No. of Delegates	Total
Empower your Workforce with Copilot for Microsoft 365 Use Cases *(MS-4004)*	1 Day	25	£6,250.00*
Microsoft 365 Copilot User Enablement Specialist *(MS-4007)*	1 Day	25	£6,250.00*
Manage and extend Microsoft 365 Copilot *(MS-4017)*	1 Day	25	£6,250.00*
Draft, analyze, and present with Microsoft 365 Copilot *(MS-4018)*	1 Day	25	£6,250.00*

*Includes exam vouchers

GitHub

Course - Virtual Classroom with Live Instructor	Duration	No. of Delegates	Total
GitHub fundamentals – Administration basics and product features *(GH-100700)*	1 Day	25	£3,750.00
Automate your Workflow with GitHub Actions *(GH-200700)*	1 Day	25	£3,750.00
GitHub Copilot *(GH-300700)*	1 Day	25	£3,750.00
GitHub Advanced Security *(GH-500T00)*	1 Day	25	£3,750.00

Fundamentals Week

The Fundamentals Week is a suggested customer learning journey paid for by Microsoft Co-op, partners can also have a 30-minute opening and closing slot to enhance and promote partner value including key strategic messaging. These events can be run virtually or at partner's site(s), as in-person events, or back to back as part of larger Roadshows.

Course - Virtual Classroom with Live Instructor	Duration	No. of Delegates	Total
Microsoft 365 Fundamentals *(MS-900T01)*	1 Day	25	£3,750.00
Microsoft Security, Compliance, and Identity Fundamentals *(MS-SC-900T00)*	1 Day	25	£3,750.00
Microsoft Azure AI Fundamentals *(AI-900T00)*	1 Day	25	£3,750.00
Microsoft Azure Data Fundamentals *(DP-900T00)*	1 Day	25	£3,750.00
Microsoft Azure Fundamentals *(MS-AZ-900T00)*	1 Day	25	£3,750.00
GitHub Foundations *(GH-900T00)*	1 Day	25	£3,750.00

Business Applications

Course - Virtual Classroom with Live Instructor	Duration	No. of Delegates	Total
Create and Manage Canvas Apps with Power Apps *(PL-7001)*	1 Day	20	£2,950.00
Create and Manage Automated Processes by using Power Automate *(PL-7002)*	1 Day	20	£2,950.00
Create and Manage Model-Driven Apps with Power Apps and Dataverse *(PL-7003)*	1 Day	20	£2,950.00
Implement AI models with Microsoft Power Platform AI Builder *(PL-7004)*	1 Day	20	£2,950.00
Create agents in Microsoft Copilot Studio *(PL-7008)*	1 Day	20	£2,950.00

Security

Course - Virtual Classroom with Live Instructor	Duration	No. of Delegates	Total
Configure SIEM security operations using Microsoft Sentinel *(SC-5001)*	1 Day	20	£2,950.00
Secure Azure Services and Workloads with Microsoft Defender for Cloud Regulatory Compliance Controls *(SC-5002)*	1 Day	20	£2,950.00
Implement information protection and data loss prevention by using Microsoft Purview *(SC-5003)*	1 Day	20	£2,950.00
Defend against cyberthreats with Microsoft Defender XDR *(SC-5004)*	1 Day	20	£2,950.00
Enhance security operations by using Microsoft Security Copilot *(SC-5006)*	1 Day	20	£2,950.00
Enhance Endpoint Security with Microsoft Intune and Microsoft Copilot for Security *(MD-4011)*	1 Day	20	£2,950.00

Hackathons

Challenge-Based Skilling at Its Best – Boost Azure Consumption Revenue (ACR)

When brilliant minds come together to solve real-world problems, innovation thrives. At Fast Lane, our hackathons are designed to push the boundaries of technology while empowering participants with new skills and the confidence to apply them.

Each Fast Lane Hack is an opportunity to grow, collaborate, and innovate. Our Azure-focused hacks are particularly impactful, driving product adoption and boosting Azure Consumption Revenue (ACR).

Here are some of our top-performing hacks:

Course - Virtual Classroom with Live Instructor	Duration	No. of Delegates	Total
Microsoft DevOps Hackathon *(MDVOP-HACK)*	3 Days	6 (12)	£7,500.00 (£15,000.00)
Containers in Azure Hackathon *(CTRS-HACK)*	3 Days	6 (12)	£7,500.00 (£15,000.00)
Microsoft GitHub Copilot Change Management Hack *(GHCPCHM-HACK)*	3 Days	6 (12)	£7,500.00 (£15,000.00)
Microsoft Azure OpenAI *(AZOAIH)*	3 Days	6 (12)	£7,500.00 (£15,000.00)
AI-Powered Developer Escape Room: App Modernization *(DVESCP)*	1 Day	6 (12)	£7,500.00 (£15,000.00)

Hackathon pricing includes all delivery resources and set-up for virtual, live on-line delivery. In-person deliveries are available, please discuss with your AM or email: ***Hackathon@fastlane.net*** | ***Explore the full list of hacks.***

Please note: *All pricing is for virtual classes, excluding VAT. For in-person events travel expenses will be additional. Fast Lane creates bespoke training events to meet specific customer's demands. This information is a sample of the classes and workshops we can offer.*

Why choose Fast Lane for Microsoft Training?

Fast Lane has been awarded the highest accolade of Solutions Partner for Microsoft Cloud and is certified across all six new solution partner specializations, which are as follows:

- Solutions partner for Infrastructure
- Solutions partner for Data & AI
- Solutions partner for Digital & App Innovation
- Solutions partner for Modern Work
- Solutions partner for Security
- Solutions partner for Business Applications

Over the last year we have globally delivered Microsoft training to

125,000+ DELEGATES

Azure
Fundamentals, Apps & Infra, Security, Data & AI

Modern Workplace
M365, Windows, Collaboration & Security (Teams, SharePoint, Exchange)

Business Applications
Dynamics 365 & Power Platform

What our customers have to say

> Fast Lane gave us the opportunity to expand our practice, with great courses and trainers. Like us, they put the learner at the centre of the experience and are passionate about excellent provision of services. It is a pleasure to work with them. Our partnership has proven to have been very successful over the years. The team is always supportive, communications are good, and they are always there when we need them. They are also very receptive to feedback and input. Working with them is a true partnership, we collaborate on opportunities to win business, as well as develop systems to make learning management easier. The feedback is typically excellent, with learners praising the quality of content and the trainers involved. They feel confident in what they have learned and always look forward to opportunities in the future to learn more. They feel they have a trusted partner to support them in their development.
>
> Partner Education Lead - UK Microsoft CSP Partner

> Fast Lane offers an extensive range of Microsoft training and are always happy to support our business with any additional requirements. They are very easy to deal with, good communication and response time. We always feel supported by the team at Fast Lane and happy to continue working with them. Using Fast Lane to deliver 'in-person' training has been valuable for our learners. I have had very positive feedback from all attendees, who felt very supported in their learning and preparing for exams.
>
> Microsoft Alliance Manager - UK Microsoft Azure Partner

If you or your team(s) would be interested to find out more about our Microsoft Co-op for customer readiness, please feel free to contact our team to discuss further.

partners@flane.co.uk
0845 470 1000

www.flane.co.uk

Terms and Conditions apply.

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