

Building a Microsoft Teams Custom Solutions practice

Help your customers realize the full value of Teams with a custom solution that integrates workflows and business processes in a single hub for teamwork, increasing productivity across the organization. Here are recommended steps to build your practice.

1



Market Landscape

Gain insights into how changing customer behaviors is creating more demand for you to build custom solutions with the Teams platform.

[See market trends >](#)

2



Partner Opportunity

Learn about why you should build a Teams custom solutions practice.

[Review opportunity >](#)

3



Readiness Plan

Evaluate existing skills in your organization; develop a training plan and identify resources to get your teams up to speed.

[Take the Technical Skills Assessment >](#)
[Develop a plan >](#)

4



Envisioning Workshop Guide

Learn how to pitch and deliver a Solution Envisioning Workshop to identify potential areas of solution development.

[Master the pitch >](#)

7



Partner Business Model Transformation

Dig into research and findings from other partners to see what it takes to set yourself up for success.

**Coming soon*

6



Go-To-Market

Learn how to target customer; drive customer interest and intent to buy with go-to-market sales and marketing resources.

[Target customers >](#)
[Start selling >](#)

5



Services Portfolio

Create an offer based around a Teams platform custom solution identified through an Envisioning Workshop.

[Build an offer >](#)

