

Unify and grow your business with Microsoft Fabric



Beginner



Cloud and AI Platform



Unify Your Data Platform

Duration: 1 day (1.5 hrs)

Level: Beginner

Hands on Labs: No

Target Audience: Sales

Course Prerequisites: Familiarity with Azure Data solutions (sales level)

Suggested Cert: None

Last refreshed: Apr 2026

LMS Availability: Yes

About the course

This session helps sellers confidently position Microsoft Fabric as a game-changing platform for unifying data, simplifying analytics, and accelerating AI readiness. Learn how to articulate Fabric's value for customers, explore key workloads and integrations, and leverage real customer stories and seller guidance to drive data modernization conversations.

What we'll cover

The Challenge

- Current data and analytics landscape

Positioning Microsoft Fabric

- Unify your data estate with Microsoft Fabric
- Microsoft Fabric capabilities
- Microsoft Intelligence layer - Fabric IQ + Work IQ + Foundry IQ
- Microsoft Agent Factory
- Fabric in action - workloads and use cases

Customer Evidence

- SMB customer stories
- Enterprise customer stories

Partner Solutions

- Extend Fabric with Partner Solutions

Partner Offers & Skilling

- Azure Accelerate
- LevelUp
- Skilling Hub

Discussion and Feedback

- Questions
- Feedback