contoso

Contoso Ltd
TECHNICAL SKILLS PLAN - FY20

Last Refreshed: 16/08/2019

Executive Sponsor Mission Statement

Microsoft is a technology company whose mission is to empower every person and every organization on the planet to achieve more. We strive to create local opportunity, growth, and impact in every country around the world.
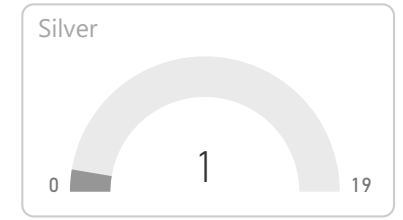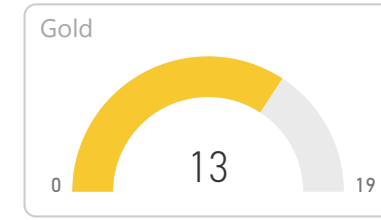
Satya Nadella, Managing Director

Neha Kohli, Partner Development Manager
Microsoft

The Hulk, Head of Talent Development
Contoso Ltd

Taygan Rifat, Partner Technology Strategist
Microsoft

Technical Skills Plan | Competencies

Gold
0 **13** 19

Silver
0 **1** 19

🖧 Applications & Infrastructure

Application Development	
Application Integration	
Cloud Platform	
Datacenter	

DevOps

🖲 Data & AI

Data Analytics

Data Platform

✊ Modern Workplace

Cloud Productivity	
Collaboration and Content	
Communications	
Messaging	
Project and Portfolio Management	
Small and Midmarket Cloud Solutions	
Windows and Devices	
Enterprise Mobility Management	

Security

🧩 Business Applications

Cloud Customer Relationship Management	NEW
Enterprise Resource Planning	NEW

Cloud Business Applications

New Flag: Competencies that have been attained in the last 60 days.

Technical Skills Plan | Performance

Sales Generalist	Sales Specialist	Fundamentals	Associate/Expert	Target Date
9 (0 - 25)	0 (0 - 0)	2 (0 - 24)	6 (0 - 19)	30/11/2019
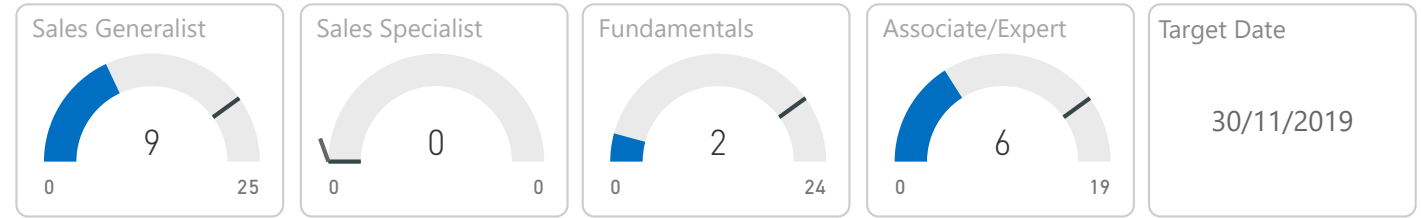
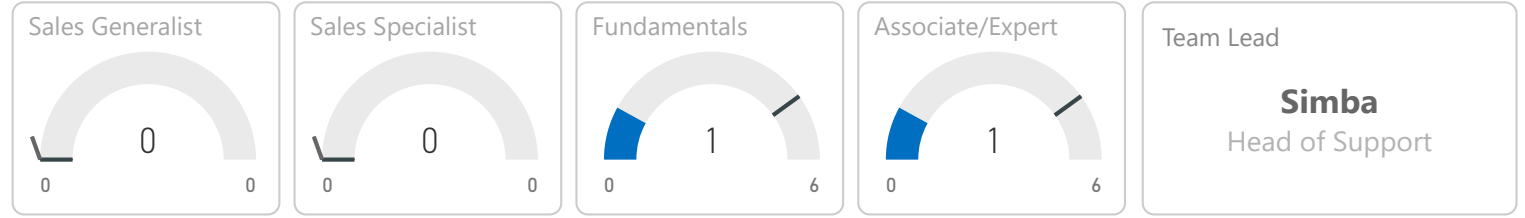## Sales Training   Technical Certification

Division/Team/Business Unit	Generalist			Specialist			Fundamentals			Associate / Expert			Owner
	Target	Actual	Percent	Target	Actual	Percent	Target	Actual	Percent	Target	Actual	Percent	
Delivery	0	0		0	0		5	1	20%	5	3	60%	Minnie Mouse, Head of Delivery
Managed Services	0	0		0	0		5	0	0%	5	2	40%	Goofy, Head of Managed Services
Marketing	10	3	30%	0	0		2	0	0%	0	0		Donald Duck, Head of Marketing
Sales	10	6	60%	0	0		2	0	0%	0	0		Mickey Mouse, Head of Sales
Support	0	0		0	0		5	1	20%	5	1	20%	Simba, Head of Support
	20	9	45%	0	0		19	2	11%	15	6	40%	

1. **Generalist**   Microsoft Learn only. No certification required. Individuals are aligned to an introductory learning path (e.g. Learn the Business Value of...).

2. **Specialist**   Microsoft Learn only. No certification required. Individuals are aligned to a fundamentals learning path (e.g. Azure/Microsoft 365/Dynamics 365 Fundamentals).

3. **Fundamentals**   Technical certification is required. Individuals are aligned to attain Fundamentals level technical certification.

4. **Associate / Expert**   Technical certification is required. Individuals are aligned to attain Associate and/or Expert level technical certification.

Marketing

	Sales Generalist	Sales Specialist	Fundamentals	Associate/Expert	Team Lead
	3 (0–13)	0 (0–0)	0 (0–3)	0 (0–0)	**Donald Duck** Head of Marketing

User ID	Role Title	...	Exam ID	...	Related Certification	Solution Area	Status	Exam Date	Duration	Cost (USD)
U0010	Sales Generalist	🔗	S1-AZURE	🔗	Microsoft Learn Trophy: Business Value of Azure	Apps & Infra	Planned		4	$0
U0011	Sales Generalist	🔗	S1-AZURE	🔗	Microsoft Learn Trophy: Business Value of Azure	Apps & Infra	Planned		4	$0
U0012	Sales Generalist	🔗	S1-AZURE	🔗	Microsoft Learn Trophy: Business Value of Azure	Apps & Infra	Passed Exam	2019-08-01	4	$0
U0013	Sales Generalist	🔗	S1-AZURE	🔗	Microsoft Learn Trophy: Business Value of Azure	Apps & Infra	Passed Exam	2019-08-01	4	$0
U0014	Sales Generalist	🔗	S1-AZURE	🔗	Microsoft Learn Trophy: Business Value of Azure	Apps & Infra	Passed Exam	2019-08-01	4	$0
U0015	Sales Generalist	🔗	S1-AZURE	🔗	Microsoft Learn Trophy: Business Value of Azure	Apps & Infra	Exam Booked	2019-08-01	4	$0
U0016	Sales Generalist	🔗	S1-AZURE	🔗	Microsoft Learn Trophy: Business Value of Azure	Apps & Infra	Exam Booked	2019-09-30	4	$0
U0017	Sales Generalist	🔗	S1-AZURE	🔗	Microsoft Learn Trophy: Business Value of Azure	Apps & Infra	Learning		4	$0
U0018	Sales Generalist	🔗	S1-AZURE	🔗	Microsoft Learn Trophy: Business Value of Azure	Apps & Infra	Learning		4	$0
U0019	Sales Generalist	🔗	S1-AZURE	🔗	Microsoft Learn Trophy: Business Value of Azure	Apps & Infra	Planned		4	$0
U0020	Sales Generalist	🔗	S1-AZURE	🔗	Microsoft Learn Trophy: Business Value of Azure	Apps & Infra	Planned		4	$0
.										$0

Sales

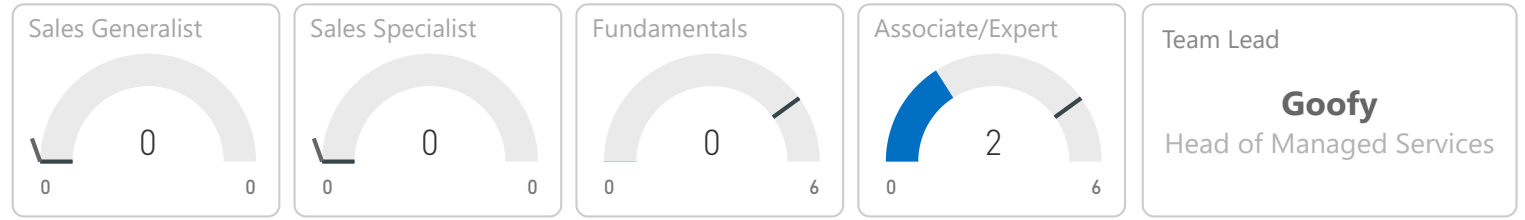| Sales Generalist	Sales Specialist	Fundamentals	Associate/Expert	Team Lead
6 (0–13)	0 (0–0)	0 (0–3)	0 (0–0)	**Mickey Mouse** Head of Sales

User ID	Role Title	...	Exam ID	...	Related Certification	Solution Area	Status	Exam Date	Duration	Cost (USD)
U0001	Sales Generalist	🔗	S1-AZURE	🔗	Microsoft Learn Trophy: Business Value of Azure	Apps & Infra	Passed Exam	2019-08-01	4	$0
U0002	Sales Generalist	🔗	S1-AZURE	🔗	Microsoft Learn Trophy: Business Value of Azure	Apps & Infra	Passed Exam	2019-08-01	4	$0
U0003	Sales Generalist	🔗	S1-AZURE	🔗	Microsoft Learn Trophy: Business Value of Azure	Apps & Infra	Passed Exam	2019-08-01	4	$0
U0003	Sales Generalist	🔗	S1-D365	🔗	Microsoft Learn Trophy: Business Value of D365 and the Power Plat...	Business Applications	Passed Exam	2019-08-01	5	$0
U0003	Sales Generalist	🔗	S1-M365	🔗	Microsoft Learn Trophy: Modernize your Workplace with M365 and...	Modern Workplace	Passed Exam	2019-08-01	3	$0
U0004	Sales Generalist	🔗	S1-D365	🔗	Microsoft Learn Trophy: Business Value of D365 and the Power Plat...	Business Applications	Passed Exam	2019-08-01	5	$0
U0005	Sales Generalist	🔗	S1-AZURE	🔗	Microsoft Learn Trophy: Business Value of Azure	Apps & Infra	Exam Booked	2019-08-01	4	$0
U0006	Sales Generalist	🔗	S1-AZURE	🔗	Microsoft Learn Trophy: Business Value of Azure	Apps & Infra	Exam Booked	2019-09-30	4	$0
U0007	Sales Generalist	🔗	S1-AZURE	🔗	Microsoft Learn Trophy: Business Value of Azure	Apps & Infra	Learning		4	$0
U0008	Sales Generalist	🔗	S1-AZURE	🔗	Microsoft Learn Trophy: Business Value of Azure	Apps & Infra	Learning		4	$0
U0009	Sales Generalist	🔗	S1-AZURE	🔗	Microsoft Learn Trophy: Business Value of Azure	Apps & Infra	Planned		4	$0
.										$0

Support

User ID	Role Title	...	Exam ID	...	Related Certification	Solution Area	Status	Exam Date	Duration	Cost (USD)
U0021	Engineer	🔗	AZ-900	🔗	Microsoft Certified Azure Fundamentals	Apps & Infra	Planned		10	$99
U0022	Engineer	🔗	AZ-900	🔗	Microsoft Certified Azure Fundamentals	Apps & Infra	Passed Exam	2019-08-01	10	$99
U0023	Engineer	🔗	AZ-103	🔗	Microsoft Certified: Azure Administrator Associate	Apps & Infra	Planned		60	$165
U0024	Engineer	🔗	AZ-103	🔗	Microsoft Certified: Azure Administrator Associate	Apps & Infra	Passed Exam	2019-08-01	60	$165
U0025	Engineer	🔗	AZ-103	🔗	Microsoft Certified: Azure Administrator Associate	Apps & Infra	Planned		60	$165
.	$264									$264

Delivery

User ID ▲	Role Title	...	Exam ID	...	Related Certification	Solution Area	Status	Exam Date	Duration	Cost (USD)
U0026	Architect	🔗	AZ-900	🔗	Microsoft Certified Azure Fundamentals	Apps & Infra	Planned		10	$99
U0027	Architect	🔗	AZ-900	🔗	Microsoft Certified Azure Fundamentals	Apps & Infra	Passed Exam	2019-08-01	10	$99
U0028	Architect	🔗	AZ-103	🔗	Microsoft Certified: Azure Administrator Associate	Apps & Infra	Learning		60	$165
U0029	Architect	🔗	AZ-103	🔗	Microsoft Certified: Azure Administrator Associate	Apps & Infra	Passed Exam	2019-08-01	60	$165
U0029	Architect	🔗	AZ-300	🔗	Microsoft Certified: Azure Solutions Architect Expert	Apps & Infra	Passed Exam	2019-08-01	60	$165
U0030	Architect	🔗	AZ-103	🔗	Microsoft Certified: Azure Administrator Associate	Apps & Infra	Passed Exam	2019-08-01	60	$165
.	$429									$429

Managed Services

	Sales Generalist	Sales Specialist	Fundamentals	Associate/Expert	Team Lead
	0	0	0	2	**Goofy** Head of Managed Services

User ID	Role Title	...	Exam ID	...	Related Certification	Solution Area	Status	Exam Date	Duration	Cost (USD)
U0031	Architect	🔗	AZ-900	🔗	Microsoft Certified Azure Fundamentals	Apps & Infra	Learning		10	$99
U0032	Architect	🔗	AZ-900	🔗	Microsoft Certified Azure Fundamentals	Apps & Infra	Learning		10	$99
U0033	Architect	🔗	AZ-103	🔗	Microsoft Certified: Azure Administrator Associate	Apps & Infra	Passed Exam	2019-08-01	60	$165
U0034	Architect	🔗	AZ-103	🔗	Microsoft Certified: Azure Administrator Associate	Apps & Infra	Passed Exam	2019-08-01	60	$165
U0035	Architect	🔗	AZ-103	🔗	Microsoft Certified: Azure Administrator Associate	Apps & Infra	Planned		60	$165
.	$264									$264

🏆 Leaderboard

RANK	ALIAS	ROLE	POINTS
1	U0003	Sales Generalist	3
2	U0029	Architect	2
3	U0001	Sales Generalist	1
4	U0002	Sales Generalist	1
5	U0004	Sales Generalist	1
6	U0012	Sales Generalist	1
7	U0013	Sales Generalist	1
8	U0014	Sales Generalist	1
9	U0022	Engineer	1
10	U0024	Engineer	1