



CHANNEL  
PARTNER

# CHANNEL PARTNER SUMMIT 2026

Partnering for Growth

5-6 March 2026 | Johannesburg, South Africa | In-Person Event

## AGENDA



## Event Sponsors



# INDEX

Day 1: Thursday, 5 March 2026   Venue: Verona Suite .....	3
Day 1: Thursday, 5 March 2026   Venue: Montecasino Conference Room Banquet Dinner .....	5
Day 2: Friday, 6 March 2026   Venue: Verona 1 .....	6
Day 2: Friday, 6 March 2026   Venue: Siena .....	8
Day 2: Friday, 6 March 2026   Venue: Firenze .....	11
Day 2: Friday, 6 March 2026   Venue: Livorno .....	13
Day 1: Thursday, 5 March 2026   Venue: Pisa Boardroom   Designations and Compliance .....	15
Day 2: Friday, 6 March 2026   Venue: Lucca Boardroom   Designations and Compliance .....	15
Day 2: Friday, 6 March 2026   Venue: Pisa Boardroom   AI Made Practical for Microsoft Partners and Hackathon   Session 1 – <b>Fully Booked</b> .....	16
Day 2: Friday, 6 March 2026   Venue: Pisa Boardroom   AI Made Practical for Microsoft Partners and Hackathon   Session 2 – <b>Limited Seats Available</b> .....	19
9 – 13 March 2026   In-Person Training   Microsoft MB-820 Training: Develop Solutions with Dynamics 365 Business Central .....	22
Accommodation .....	23

## Event Sponsors





## Thursday, 5 March 2026 | Venue: Verona Suite 07:30 Registration and Networking

08:30	<b>Opening Welcome – 4Sight Leadership</b>	Tertius Zitzke   Group CEO Nick Botha   Chief Partner Officer Denzil Moorcroft   Sales Director - Channel Partners
08:50	<b>Reimagining the Channel for the AI Era – The Rise of Frontier Firms</b>  Supercharging Channel Innovation and Unlocking SMB Velocity	Edmund Lombard
09:10	<b>ISV Spotlight Session – insightsoftware</b>  insightsoftware equips finance teams with cutting-edge reporting and analytics solutions that streamline complex processes and enhance decision-making efficiency. These innovative technologies empower partners to deliver exceptional value to clients through integrated reporting, planning, and forecasting capabilities.	Jennifer Warawa, Ibrahim Parwaz, Rekha Shinh
09:30	<b>AI-Powered Opportunity for SMB &amp; Channel Success – Activate, Accelerate, &amp; Win Together</b>  Join Microsoft's channel team for a fast-moving, practical playbook on how partners can reimagine go-to-market in the AI era—aligning value, building technical intensity, and embedding an agentic GTM to convert precision into velocity and revenue.	Jean Haddad, Cynthia Akiki
09:50	<b>ISV Spotlight Session – Rectron: Innovative Hardware &amp; Technology Solutions</b>  Discover Rectron's comprehensive range of hardware offerings designed to empower businesses and partners. The session will showcase cutting-edge products, from computing devices and peripherals to advanced infrastructure solutions, highlighting how these technologies drive efficiency and growth in today's digital landscape.	Callum McAdam
10:10	<b>Panel Discussion – Trust by Design: Responsible AI, POPIA, &amp; Data Security</b>  Explore Responsible AI, POPIA compliance, and data security essentials. Learn practical strategies for fairness, transparency, and accountability in AI, simple steps for protecting personal data, and proven methods to secure sensitive information. Ideal for leaders and partners aiming to innovate responsibly while maintaining trust.	Aldo van Tonder, Loyiso Gura, Aldert van Wyngaard



## 10:30 Morning Tea - Verona Suite

10:50	<b>Guest Speaker: Leadership in an Exponential AI Age</b> Explore why conventional leadership approaches fail in the face of disruptive technologies and what CEOs and senior teams must do to pivot effectively in an AI-first world. Gain clarity on real versus perceived power of AI in corporate contexts. Uncover how agentic systems and generative technologies reshape talent strategies. Address the profound implications for workforce structures, including the rapid evolution of entry-level roles. Equip leaders with the tools to navigate complexity, embrace innovation, and lead confidently into the future.	Herman Singh
11:10	<b>ISV Spotlight Session – Payroll Evolution: From Manual Processes to Intelligent Automation</b> Discover how payroll has transformed from paper-based processes and legacy systems to today's cloud-driven, AI-enabled platforms. This session will explore key milestones, the impact of technology on compliance and efficiency, and what the future holds for payroll innovation.	Sandra Crous
11:30	<b>ISV Spotlight Session – IDU</b> Empower finance teams with fast, intuitive budgeting, forecasting, and reporting tools that put accurate, real-time information at the center of decision-making. Connect strategic, financial, and operational planning to break down silos, strengthen collaboration, and give organizations clear control of performance. With seamless ERP integration, rapid implementation, and AI-driven forecasting and modelling, IDU helps businesses work smarter, move faster, and plan with confidence.	Margie Whitten



11:50

**Panel Discussion – Partnering for Growth: Real Talk from the Field**

Join industry experts for an honest discussion on what drives success in the Microsoft ecosystem. Explore collaboration strategies, real-world lessons, and practical steps to future-proof your business in an AI-driven economy. Perfect for partners looking to strengthen their go-to-market approach.

Nick Botha, Loyiso Gura, Aldert van Wyngaard, Jean Haddad, Cynthia Akiki



**12:10 Lunch at Punchinello's and ISV Partner Showcase**

**Thursday, 5 March 2026**

**Venue: Montecasino Conference Room Banquet Dinner**

18:00 -  
22:00

**Formal Awards Gala Dinner with Entertainment**





## Friday, 6 March 2026 | Verona 1

### 08:00 Registration and Networking

08:30

#### Sage – Driving Partner Growth and Innovation with AI and Collaboration for FY26 and Beyond

Discover how Sage is empowering partners to accelerate growth and deliver innovation through AI-driven solutions and collaborative ecosystems. Building on insights from Barcelona, this session will explore strategies for FY26 and beyond—unlocking smarter automation, deeper customer engagement, and new revenue opportunities through connected technologies and joint innovation.

Jordaan Burger, PJ Bishop, Gerhard Hartman



### 10:00 Morning Tea - Verona 2 & 3

10:30

#### ISV Solution – ERS Biometrics

This session will introduce you to the ERSBio Time & Access Management solution. Discover how ERSBio's solution can transform workforce management by combining precise time tracking with secure access control. With its seamless payroll integration, advanced reporting, and scalable technology, ERSBio is designed to boost efficiency, enhance security, and reduce costs.

Zander Els

11:00

#### ISV Solution – XFour

XFour Solutions is transforming HR with RocketSlip and XOne, integrating seamlessly with Sage 300 People. RocketSlip uses WhatsApp for payslips and leave requests, enhancing accessibility. XOne automates onboarding and timesheet management, supporting HR operations.

Jaco Smit, Elisia Cronje

11:30

#### ISV Solution – BEE123

EE123 simplifies Employment Equity compliance by providing South Africa's leading end-to-end EE Management System that is fully aligned with amended regulations. It enables companies to manage 5-year EE plans, automate reporting and insights, securely store all documentation, and remain audit-ready through a single, POPI-compliant platform.

Saul Symanowitz

### 12:00 Lunch at Punchinello's and ISV Partner Showcase



13:00	<p><b>ISV Spotlight Session – insightsoftware Deep Dive</b></p> <p>insightsoftware equips finance teams with cutting-edge reporting and analytics solutions that streamline complex processes and enhance decision-making efficiency. These innovative technologies empower partners to deliver exceptional value to clients through integrated reporting, planning, and forecasting capabilities.</p>	Ibrahim Parwaz, Rekha Shinh
14:00	<p><b>ISV Solution – 4asset</b></p> <p>A comprehensive, browser-based fixed asset management solution that integrates seamlessly with financial systems to manage the full asset lifecycle, from budgeting to disposal. It supports all browser-enabled devices and includes a dedicated mobile app, offering automation, approvals, bulk updates, robust out-of-the-box reporting, and flexible deployment options, including on-premise, private cloud, and SaaS.</p> <p><b>ISV Solution – 4verify</b></p> <p>4verify is a specialized fixed asset verification solution that enhances asset management by supporting both Excel-based verifications and full integration with established fixed asset systems for accurate, efficient results. It operates on Android devices (OS 11+), provides a secure web interface with centralized dashboards for multi-team verification and exception management, and supports on-premise, private cloud, and SaaS deployment options.</p>	Hein Pieterse



15:00 Afternoon Tea - Verona 2 & 3



## Friday, 6 March 2026 | Siena

### 08:00 Registration and Networking

08:30	<b>ISV Solution – OSA International</b> <p>Delivers integrated Governance, Risk, and Compliance (GRC) solutions designed to streamline risk management, regulatory alignment, and sustainability practices. Its modular platform includes tools for enterprise risk management, health and safety (SHEQ), information security, and ESG reporting, all powered by AI for real-time insights and automation. Mobile-friendly access and ISO standards support, XGRC enables organizations to enhance compliance, reduce vulnerabilities, and drive operational excellence through data-driven decision-making, engagement, and new revenue opportunities through connected technologies and joint innovation.</p>	Eddie de Vries, Marli du Toit
09:00	<b>Marketing-as-a-Service (MaaS) – Driving Partner Growth Through Digital Marketing</b> <p>Discover how MaaS empowers partners with end-to-end digital marketing solutions—from content creation and social media management to email campaigns and analytics. This session will showcase how partners can elevate brand visibility, engage customers effectively, and leverage data-driven insights to accelerate growth—all with minimal effort and maximum impact.</p>	Zanneleen Wallace
09:30	<b>4Sight Marketplace – How to Unlock Efficiency and Growth as a Microsoft Partner</b> <p>Unlock efficiency and growth with the 4Sight Marketplace, your one-stop platform for accessing innovative cloud solutions and software applications. Designed to empower Microsoft Cloud Service Providers (CSPs), the 4Sight Marketplace helps businesses of all sizes unlock their full potential in today's rapidly evolving digital landscape. With a wide array of cutting-edge solutions, streamlined operations, and scalable growth opportunities, our platform offers everything you need to enhance productivity, improve efficiency, and drive success.</p>	Lizanne Ruddle



### 10:00 Morning Tea -Verona 2 & 3



10:30	<b>Innovate with AI Apps and Agents</b> AI isn't just hype—it's becoming the foundation of modern business operations. In this slot, we explore how the latest evolution from Microsoft Copilot, Copilot Studio, and Microsoft Power Platform enables organizations to innovate rapidly with AI-driven apps and agents—giving resellers and partners a powerful value proposition to deliver to customers. We'll dive into how AI-powered agents are transforming traditional workflows, enabling automation, efficiency, and next-generation user experiences—and how partners can leverage this shift to build differentiated offerings.	Katlego Thupana
11:00	<b>Unlocking Productivity and Security – How Microsoft Business Premium and Copilot Bundles Transform SMB Workflows</b> This session dives into how Microsoft 365 Business Premium, combined with Copilot bundles, empowers small and medium-sized businesses to achieve more with less. We'll explore practical ways these solutions enhance productivity, strengthen security, and streamline compliance—while unlocking AI-driven insights that transform everyday workflows. Attendees will learn how to position these bundles for maximum impact, optimize licensing strategies, and leverage integrated tools to drive business growth in a competitive market.	Loyiso Gura

## 12:00 Lunch at Punchinello's and ISV Partner Showcase

13:00	<b>ISV Session – Acronis</b> Acronis provides integrated cybersecurity, data protection, and endpoint management solutions for MSPs, offering EDR/XDR, MDR, backup, disaster recovery, and compliance features in a unified platform with easy deployment and scalable service options.	Jacques Smit
13:30	<b>ISV Session – BoardPAC</b> BoardPAC is a secure, paperless board meeting automation solution designed for boards, committees, and senior leadership teams. It offers an intuitive platform for managing agendas, documents, and approvals, with features like end-to-end AES-256 encryption, ISO 27001 compliance, and multi-layer authentication for maximum security.	Philip Boshoff

14:00	<b>ISV Spotlight Session – IDU Deep Dive – Redefining FP&amp;A: Clarity, Control, and Confidence with IDU</b>  Empowers finance teams with fast, intuitive budgeting, forecasting, and reporting tools that put accurate, real-time information at the center of decision-making. Connects strategic, financial, and operational planning to break down silos, strengthen collaboration, and give organizations clearer control of performance. With seamless ERP integration, rapid implementation, and AI-driven forecasting and modelling, IDU helps businesses work smarter, move faster, and plan with confidence.	Margie Whitten
14:40	<b>MSP – What 4Sight Can Offer Your Customers Today</b>  Did you know that 4Sight has more than 16 aaaS (as-a-Service) offerings that can be deployed to your customers with no work required from you—just an account to keep your portion of the revenue? Let's educate and explore the additional value you can add to your customers, delivered by 4Sight.	Aldo van Tonder

**15:00 Afternoon Tea – Verona 2 & 3**





## Friday, 6 March 2026 | Firenze

### 08:00 Registration and Networking

08:30	<b>ISV Solution – Microsoft Surface Devices</b> Microsoft Surface devices deliver premium performance and versatility for modern businesses. Designed with innovation and quality in mind, they seamlessly integrate with the Microsoft ecosystem, running Windows 11, Office 365, Teams, and Copilot for enhanced productivity. Surface combines sleek design, powerful hardware, and advanced security features to support a wide range of professional needs—from collaboration to mobility.	Jenna Wands, Angelo Louverdis
09:00	<b>Understanding Microsoft Designations: Elevating Partner Competency</b> Microsoft Designations represent a modern approach to recognizing partner capabilities across solution areas. This session will unpack the new designation framework, explain how it aligns with customer needs, and outline the benefits for partners in demonstrating expertise and driving growth. Learn how achieving these designations can strengthen your market positioning and unlock exclusive resources.	Nick Botha



### 10:00 Morning Tea – Verona 2 & 3

10:30	<b>ISV Solution – Simplify Payroll with Dynamics Payroll</b> Dynamics Payroll is designed to address the unique challenges of payroll management in the regions we serve. While Dynamics 365 does not offer a localized, legislatively compliant payroll solution, Dynamics Payroll bridges this gap by providing a fully integrated payroll system that works seamlessly with Dynamics 365 Business Central and Dynamics 365 Finance and Operations. We also support customers on any ERP platform, offering flexibility, and ensuring compliance with local regulations.	Lohann Nagel, Theaan Knoetze
11:00	<b>AI Business Process Updates (FY26) – Partner Pulse Check FY26</b> This marks a pivotal moment for Microsoft and its partners—a transformation of how businesses approach processes, automation, and value delivery. In this Partner Pulse Check, we'll unpack the latest strategic direction, updates, and opportunities in "AI Business Process" under Microsoft's renewed partner strategy—giving you (as resellers) the insight and tools to lead the charge in customer engagements.	Katlego Thupana



## 12:00 Lunch at Punchinello's and ISV Partner Showcase

13:00	<b>Copilot for Microsoft 365 – From Conversation to Conversion: Unlocking Business Value with Copilot Chat and the Journey to Paid Subscriptions</b>  This session focuses on how Copilot for Microsoft 365 transforms everyday conversations into actionable business outcomes. We'll explore the power of Copilot Chat in driving productivity, decision-making, and customer engagement, while unpacking the journey from initial adoption to paid subscriptions. Attendees will gain insights into positioning Copilot as a strategic tool for SMBs, understanding licensing considerations, and leveraging AI-driven workflows to unlock measurable business value.	Loyiso Gura
14:00	<b>ISV Solution – Navertica</b>  Specializing in digital transformation and cloud-based technologies, Navertica helps businesses streamline processes, improve efficiency, and achieve sustainable growth. With expertise across industries such as manufacturing, trade, logistics, services, and healthcare, Navertica combines innovative tools and agile methodologies to turn complex operations into structured, scalable solutions for Microsoft Business Central.	Terrance Naidoo
14:30	<b>ISV Solution – POS365</b>  A Windows-based POS solution built for Microsoft Dynamics 365 Business Central, delivering a simple, fast, and fully integrated retail experience. It synchronizes items, stock, sales, customers, and orders directly with BC in real time, ensuring accurate data and smooth omnichannel workflows. Designed for retailers who need speed, reliability, and uninterrupted trading, it operates both online and offline with an intuitive interface that minimizes training and support needs. By focusing on clear product-market fit—solving the everyday challenges BC retailers face at the point of sale—POS365 enables partners to deploy predictable, low-complexity retail solutions that scale efficiently across stores and verticals.	Mathias Iversen, Solbjorg Howarth



## 15:00 Afternoon Tea – Verona 2 & 3



## Friday, 6 March 2026 | Livorno

### 08:00 Registration and Networking

08:30	<b>ISV Solution – Anthology</b> Explore how its education technology ecosystem empowers institutions worldwide. Discover how Blackboard, the leading learning management system, enables high-quality, flexible learning experiences while helping keep students and learners on track through data-informed engagement and support. Find out how instructional designers can rapidly create impactful, accessible content using ethical AI tools within a secure environment that protects institutional integrity and learner trust.	David Millington, Melvin Govender
09:30	<b>Mastering the Azure Customer Journey: From First Lead to Lifetime Value</b> Explore the Azure Customer Lifecycle with actionable strategies for each phase, discover available tools and programs including Azure Solution Designations, learn best practices for achieving "Forever Customer" status, and define your next steps.	Aldert van Wyngaard



### 10:00 Morning Tea – Verona 2 & 3

10:30	<b>Copilot for Microsoft 365 – From Conversation to Conversion: Unlocking Business Value with Copilot Chat and the Journey to Paid Subscriptions</b> This session focuses on how Copilot for Microsoft 365 transforms everyday conversations into actionable business outcomes. We'll explore the power of Copilot Chat in driving productivity, decision-making, and customer engagement, while unpacking the journey from initial adoption to paid subscriptions. Attendees will gain insights into positioning Copilot as a strategic tool for SMBs, understanding licensing considerations, and leveraging AI-driven workflows to unlock measurable business value.	Loyiso Gura
11:00	<b>Business Central – Intelligent Extensions: Leveraging AI and MCP to Transform Your Business Central Solutions – Are your Business Central Extensions Ready for the AI Revolution?</b> In this practical session, we'll explore how Model Context Protocol (MCP) transforms custom extensions from static tools into intelligent, conversational solutions that truly understand your clients' businesses.	Msangi Masera



## 12:00 Lunch at Punchinello's and ISV Partner Showcase

13:00

### D365 Customer Insights – Journeys & Data Workshop (Technical Deep Dive)

In this session, we'll take a deep technical dive into how Dynamics 365 Customer Insights (both its "Data" and "Journeys" components) can empower Microsoft resellers to deliver next-generation, AI-enabled customer experiences—with real business value. You'll walk away with a clear understanding of how to unify customer data, build dynamic customer profiles, segment intelligently, and orchestrate real-time, multi-channel journeys that engage customers at the right moment with the right message.

Katlego Thupana

14:00

### The Strategic Advantage of CSP Charity and Education Licensing

The CSP Charity and Education licensing models provide eligible customers with up to 75% discounts on cloud and AI services while allowing partners to retain their margins. These offers, available through Microsoft Elevate, position nonprofit and education customers as a strategic growth area for CSP Indirect Resellers and are distinct from current CSP offerings.

Salomay Gower



## 15:00 Afternoon Tea – Verona 2 & 3



## Thursday, 5 March 2026 | Venue: Pisa Boardroom | Designations and Compliance

### 07:30 Registration and Networking

Partners are invited to book one-on-one meetings in the dedicated boardrooms to discuss compliance requirements and Microsoft designations in detail.

This is an opportunity to clarify processes, explore qualification criteria, and address any questions directly with our team.

09:10

Designations and Compliance

Kylie du Toit



10:30 Morning Tea – Verona 2 & 3

10:50

Designations and Compliance

Kylie du Toit



12:10 Lunch at Punchinello's and ISV Partner Showcase



## Friday, 6 March 2026 | Venue: Lucca Boardroom | Designations and Compliance

### 08:00 Registration and Networking

Partners are invited to book one-on-one meetings in the dedicated boardrooms to discuss compliance requirements and Microsoft designations in detail.

This is an opportunity to clarify processes, explore qualification criteria, and address any questions directly with our team.

09:00

Designations and Compliance

Kylie du Toit



10:00 Morning Tea – Verona 2 & 3

10:30

Designations and Compliance

Kylie du Toit



12:00 Lunch at Punchinello's and ISV Partner Showcase

13:00

Designations and Compliance

Kylie du Toit



15:00 Afternoon Tea – Verona 2 & 3



**Friday, 6 March 2026 | Venue: Pisa Boardroom |  
AI Made Practical for Microsoft Partners and Hackathon**

**07:30 Registration and Networking**

**Session 1 – Fully Booked**

08:00	<b>AI Made Practical for Microsoft Partners</b>  This session will explore why AI matters for Microsoft Partners, how AI drives new revenue, the combined 4Sight and Microsoft AI value stack, our AI enablement programs for partners, an international award showcase, the top AI use cases partners can sell today, and the overall 4Sight partner opportunity.	Eugene Cronje
08:30	<b>The 7 Stages of AI – How Partners Build Agents That Drive Business Outcomes</b>  This technical deep-dive is designed for engineers and solution architects who want to build production-grade AI agents using Microsoft's modern AI stack. The session follows the 7 Stage AI Maturity Model as a structured engineering pathway—from basic prompt execution to fully orchestrated, policy-aware automation across the digital workplace.  <b>Participants will explore:</b> <ul style="list-style-type: none"><li>• Stage 1–2: Implementing foundational LLM interactions, prompt engineering patterns, grounding, retrieval, and deterministic output strategies.</li><li>• Stage 3: Architecting knowledge-integrated agents using vector indexes, enterprise connectors, and secure data grounding.</li><li>• Stage 4: Designing human-in-the-loop Copilot workflows with controlled context injection, action constraints, and approval gates.</li><li>• Stage 5: Enabling tool-use and task automation via APIs, Microsoft Graph, Flow connectors, and custom actions to execute real operations in enterprise systems.</li><li>• Stage 6: Creating multi-agent systems that coordinate tasks, pass context between agents, and interact with external services for scaling and resilience.</li><li>• Stage 7: Engineering policy-aware workplace orchestration—agents that understand rules, enforce governance, and automate end-to-end processes with observability and auditability built in.</li></ul>	Eugene Cronje

**The session includes hands-on labs where engineers will:**

- Build an enterprise-ready AI agent using Microsoft orchestration frameworks.
- Connect that agent to real tools, APIs, and knowledge sources.
- Implement RAG, grounding, validation layers, and error handling.
- Deploy a working demo aligned to a real partner or customer scenario.
- Produce a technical pitch highlighting architecture, value drivers, and deployment pathways.

Eugene Cronje

By the end of the training, participants will have a clear blueprint for building scalable, secure, multi-agent systems that align with Microsoft's AI best practices and unlock high-value, partner-ready solutions.

09:00

### Core Concepts, Integration, Security, & Lifecycle of AI Agents

Eugene Cronje

This session provides a deep technical overview of how to design, build, secure, and operationalize enterprise-grade AI agents within the Microsoft ecosystem. We will explore the core concepts behind modern agent architecture, including dialog routing through topics and intents, trigger phrase design, and LLM-assisted workflows. You'll learn how agents initiate actions using Power Automate, Microsoft Graph, Dynamics 365, Dataverse, and REST APIs, as well as how to deliver generative, grounded answers from enterprise data sources such as SharePoint, OneDrive, Dataverse, and external websites. We will unpack how to manage data grounding, citations, fallback behavior, and knowledge inclusion for reliable agent responses.

The session then moves into integration and extensibility, covering connectors, custom APIs, process automation, and seamless handoffs to back-office business systems. We also address security and governance requirements, including tenant boundaries, DLP policies, environment roles, auditing, and transcript management to ensure compliant deployment.

Finally, we explore the full lifecycle and ALM model—Dev/Test/Prod environments, solution packaging, version control, and telemetry—followed by how agents operate across channels and authentication models, including Teams, web, Power Apps, custom channels, SSO, and user-attributed actions.

This session gives partners a comprehensive understanding of the engineering foundations required to deliver robust, secure, and scalable AI agents in real-world customer environments.



10:00 Morning Tea – Verona 2 & 3

10:30	<b>Hackathon Briefing &amp; Challenge Overview</b>	Eugene Cronje
	<b><i>Agent Hackathon (Bring your own laptop)</i></b>	
	<p>This briefing outlines the structure, themes, and expectations for the AI Agent Hackathon. Teams will choose one industry challenge—such as Healthcare, Mining &amp; Metals, Manufacturing, Financial Services, Retail &amp; E-commerce, Logistics, Energy &amp; Utilities, Telecommunications, Public Sector, or Insurance—and build a practical AI agent aligned to that scenario.</p>	
	<p>Each team must deliver an agent built in Copilot Studio with at least one working action, provide grounded answers from a chosen data source, and present a 5-minute demo supported by a one-page architecture slide. Solutions must use Copilot Studio, Power Automate, and at least one data source, and clearly map to the 7 Stages of AI Maturity (targeting Stage 5–6).</p>	
	<b>Judging will be based on:</b>	
	<ul style="list-style-type: none"> <li>• Problem fit &amp; business value (25%)</li> <li>• Functionality &amp; accuracy (25%)</li> <li>• Integration &amp; governance (20%)</li> <li>• User experience &amp; prompt design (15%)</li> <li>• Demo clarity &amp; measurable impact (15%)</li> </ul>	
	<p>This session ensures all teams understand the challenge, constraints, and success criteria before the build begins.</p>	
11:00	<b>Build Sprint (Practical Session)</b>	Eugene Cronje
	<p>Teams move into the hands-on build phase, supported by roaming mentors for technical and design guidance. Two checkpoint reviews will take place: at 11:15 to verify that actions are functioning correctly, and at 11:45 to confirm that grounding and data retrieval are working as expected. This sprint focuses on getting each agent operational and aligned with the chosen industry challenge.</p>	
	<b>Demos &amp; Pitches</b>	
	<p>Each team will have 5 minutes to present their solution, covering the problem statement, their technical approach, a live agent demo, the mapped AI maturity stage, and the business value delivered. The pitch should clearly show how the agent solves the challenge and demonstrate its readiness for real-world use.</p>	
	<b>Hackathon Awards</b>	
	Best Overall Agent	



12:00 Lunch at Punchinello's and ISV Partner Showcase



**Friday, 6 March 2026 | Venue: Pisa Boardroom |**  
**AI Made Practical for Microsoft Partners and Hackathon**  
**12:30 Registration and Networking**  
**Session 2 – Limited Seats Available**

13:00	<b>AI Made Practical for Microsoft Partners</b> <p>This session will explore why AI matters for Microsoft Partners, how AI drives new revenue, the combined 4Sight and Microsoft AI value stack, our AI enablement programs for partners, an international award showcase, the top AI use cases partners can sell today, and the overall 4Sight partner opportunity.</p>	Eugene Cronje
13:30	<b>The 7 Stages of AI – How Partners Build Agents That Drive Business Outcomes</b> <p>This technical deep-dive is designed for engineers and solution architects who want to build production-grade AI agents using Microsoft's modern AI stack. The session follows the 7 Stage AI Maturity Model as a structured engineering pathway—from basic prompt execution to fully orchestrated, policy-aware automation across the digital workplace.</p> <p><b>Participants will explore:</b></p> <ul style="list-style-type: none"><li>• Stage 1–2: Implementing foundational LLM interactions, prompt engineering patterns, grounding, retrieval, and deterministic output strategies.</li><li>• Stage 3: Architecting knowledge-integrated agents using vector indexes, enterprise connectors, and secure data grounding.</li><li>• Stage 4: Designing human-in-the-loop Copilot workflows with controlled context injection, action constraints, and approval gates.</li><li>• Stage 5: Enabling tool-use and task automation via APIs, Microsoft Graph, Flow connectors, and custom actions to execute real operations in enterprise systems.</li><li>• Stage 6: Creating multi-agent systems that coordinate tasks, pass context between agents, and interact with external services for scaling and resilience.</li><li>• Stage 7: Engineering policy-aware workplace orchestration—agents that understand rules, enforce governance, and automate end-to-end processes with observability and auditability built in.</li></ul>	Eugene Cronje

	<p><b>The session includes hands-on labs where engineers will:</b></p> <ul style="list-style-type: none"> <li>• Build an enterprise-ready AI agent using Microsoft orchestration frameworks.</li> <li>• Connect that agent to real tools, APIs, and knowledge sources.</li> <li>• Implement RAG, grounding, validation layers, and error handling.</li> <li>• Deploy a working demo aligned to a real partner or customer scenario.</li> <li>• Produce a technical pitch highlighting architecture, value drivers, and deployment pathways.</li> </ul> <p>By the end of the training, participants will have a clear blueprint for building scalable, secure, multi-agent systems that align with Microsoft's AI best practices and unlock high-value, partner-ready solutions.</p>	Eugene Cronje
14:00	<p><b>Core Concepts, Integration, Security, &amp; Lifecycle of AI Agents</b></p> <p>This session provides a deep technical overview of how to design, build, secure, and operationalize enterprise-grade AI agents within the Microsoft ecosystem. We will explore the core concepts behind modern agent architecture, including dialog routing through topics and intents, trigger phrase design, and LLM-assisted workflows. You'll learn how agents initiate actions using Power Automate, Microsoft Graph, Dynamics 365, Dataverse, and REST APIs, as well as how to deliver generative, grounded answers from enterprise data sources such as SharePoint, OneDrive, Dataverse, and external websites. We will unpack how to manage data grounding, citations, fallback behavior, and knowledge inclusion for reliable agent responses.</p> <p>The session then moves into integration and extensibility, covering connectors, custom APIs, process automation, and seamless handoffs to back-office business systems. We also address security and governance requirements, including tenant boundaries, DLP policies, environment roles, auditing, and transcript management to ensure compliant deployment.</p> <p>Finally, we explore the full lifecycle and ALM model—Dev/Test/Prod environments, solution packaging, version control, and telemetry—followed by how agents operate across channels and authentication models, including Teams, web, Power Apps, custom channels, SSO, and user-attributed actions.</p> <p>This session gives partners a comprehensive understanding of the engineering foundations required to deliver robust, secure, and scalable AI agents in real-world customer environments.</p>	Eugene Cronje



15:00 Afternoon Tea – Verona 2 & 3

15:30	<p><b>Hackathon Briefing &amp; Challenge Overview</b></p> <p><b>Agent Hackathon (Bring your own laptop)</b></p>	Eugene Cronje
	<p>This briefing outlines the structure, themes, and expectations for the AI Agent Hackathon. Teams will choose one industry challenge—such as Healthcare, Mining &amp; Metals, Manufacturing, Financial Services, Retail &amp; E-commerce, Logistics, Energy &amp; Utilities, Telecommunications, Public Sector, or Insurance—and build a practical AI agent aligned to that scenario.</p> <p>Each team must deliver an agent built in Copilot Studio with at least one working action, provide grounded answers from a chosen data source, and present a 5-minute demo supported by a one-page architecture slide. Solutions must use Copilot Studio, Power Automate, and at least one data source, and clearly map to the 7 Stages of AI Maturity (targeting Stage 5–6).</p> <p><b>Judging will be based on:</b></p> <ul style="list-style-type: none"> <li>• Problem fit &amp; business value (25%)</li> <li>• Functionality &amp; accuracy (25%)</li> <li>• Integration &amp; governance (20%)</li> <li>• User experience &amp; prompt design (15%)</li> <li>• Demo clarity &amp; measurable impact (15%)</li> </ul> <p>This session ensures all teams understand the challenge, constraints, and success criteria before the build begins.</p>	
16:00 - 17:00	<p><b>Build Sprint (Practical Session)</b></p> <p>Teams move into the hands-on build phase, supported by roaming mentors for technical and design guidance. Two checkpoint reviews will take place: at 11:15 to verify that actions are functioning correctly, and at 11:45 to confirm that grounding and data retrieval are working as expected. This sprint focuses on getting each agent operational and aligned with the chosen industry challenge.</p> <p><b>Demos &amp; Pitches</b></p> <p>Each team will have 5 minutes to present their solution, covering the problem statement, their technical approach, a live agent demo, the mapped AI maturity stage, and the business value delivered. The pitch should clearly show how the agent solves the challenge and demonstrate its readiness for real-world use.</p> <p><b>Hackathon Awards</b></p> <p>Best Overall Agent</p>	Eugene Cronje

# 4SIGHT CHANNEL PARTNER SUMMIT IN-PERSON TRAINING

**Microsoft MB-820 Training:**  
Develop Solutions with Dynamics 365 Business Central

9-13 March 2026 | Fourways, Johannesburg, South Africa



Don't miss this opportunity to enhance your Business Central expertise and gain hands-on experience with expert-led training.

9 – 13 March 2026 | [4Sight @4Ways, 28 Roos Street, Johannesburg](#)

Join us for an in-depth, five-day MB-820 Training Course designed to equip you with essential skills in Dynamics 365 Business Central administration, development, and integration. This hands-on training will help you master Application Language (AL) and Business Central customization, deployment, and upgrades.

By the end of this training, you'll be fully prepared to take the MB-820 certification exam. An exam voucher is included in the price of the training. Additionally, you will receive an official certificate from 4Sight recognizing your attendance. Don't miss this opportunity to enhance your Business Central expertise and gain hands-on experience with expert-led training.

**Cost: \$185 per person for the training\***

\* Your seat is only secured once **payment is received**.

\* Please remember to **bring your own laptop** for the practical sessions.

\* Excludes travel and accommodation.

## Agenda:

08:00 – 09:00 | Registration and Networking – Morning Tea

09:00 – 16:00 | Day 1 – Introduction to Business Central & Administration

09:00 – 16:00 | Day 2 – Installation, Development, & AL Object Basics

09:00 – 16:00 | Day 3 – Advanced AL Object Development

09:00 – 16:00 | Day 4 – Development Tools & AL Advanced Features

09:00 – 16:00 | Day 5 – Integration & Upgrade Preparation

11:00 – 11:30 | Daily – Tea time

13:00 – 14:00 | Daily – Lunch time

[Register Here](#)

## Accommodation

Should you require accommodation, here are a few options located nearby:

- The Palazzo Hotel
- The Pivot Hotel
- The Piazza Hotel
- Hotel Perte
- Other Tsogo Sun Hotels

For more information, visit: [www.montecasino.co.za/hotels/](http://www.montecasino.co.za/hotels/)





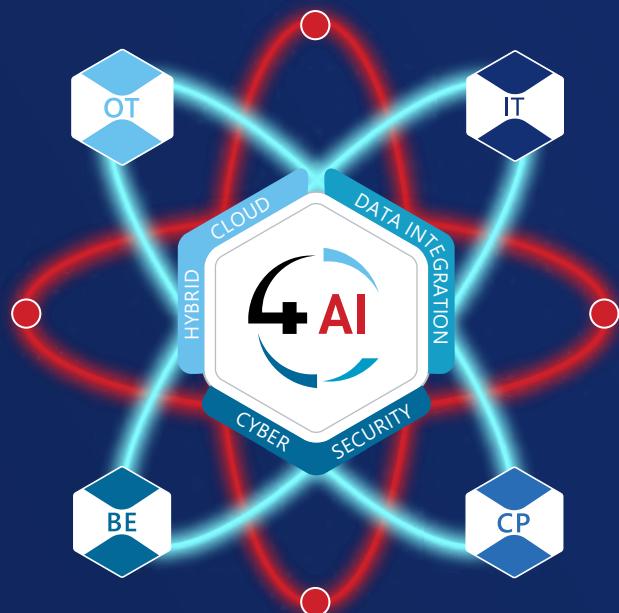
CHANNEL  
PARTNER

4Sight Holdings Limited (4Sight is a multinational, diversified technology group listed on the General Segment of the Main Board of the JSE (ticker: 4SI). Our purpose is to leverage our extensive products and services portfolio, focused on **AI** technologies, people, and data-focused solutions, to design,

develop, deploy and grow solutions for our partners (customers and vendors).

The company's mission is to empower our partners to futureproof their businesses through **Digital AI** Transformation to make better and more informed decisions in the modern digital economy.

4Sight's business model enables its partners to take advantage of products and solutions within its group of companies, which will allow them to enjoy turnkey **Digital AI** Transformation solutions across industry verticals.



## CONTACT US

EMAIL [channel@4sight.cloud](mailto:channel@4sight.cloud)

WEBSITE [www.4sight.cloud](http://www.4sight.cloud)

TEL +27(0) 12 640 2600

### SOUTH AFRICAN OFFICES

4Sight@Centurion  
1001 Clifton Ave,  
Lyttelton Manor,  
Centurion,  
0157

4Sight@Fourways,  
28 Roos Street,  
Fourways,  
Johannesburg,  
2191

### INVESTOR RELATIONS

[investors@4sight.cloud](mailto:investors@4sight.cloud)

