Contents

# Evolving the Microsoft Partner Network programs

The world and how we work is rapidly changing. The opportunities for Microsoft partners—whether you build and sell services, software solutions, or devices—are significant. As the capabilities required by our customers have evolved, our partner programs must also evolve to meet that demand.

In this walking deck, we've outlined changes to the Microsoft Partner Network programs—focused on simplifying our programs, delivering greater customer value, investing in your growth in new ways, and recognizing how you deliver customer value.

Partnering with Microsoft

Our partners have access to a variety of opportunities with the Microsoft Cloud to innovate, scale, and differentiate the types of solutions they provide—empowering people across their work and digital lives.
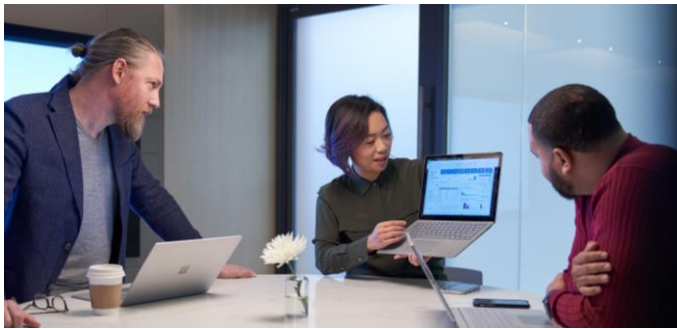
Cloud Innovation

Through the Microsoft Cloud, partners drive innovation that is relevant to people and organizations around the world, leaving lasting impact.

Differentiation

Partners can build differentiated solutions based on the unique technical extensibility, secure foundation, and the broadest business model.

Scale

Partners can quickly scale with our unique go-to-market approach and the Microsoft commercial marketplace that connects millions of customers around the globe.

Future state of the Microsoft Cloud Partner Program

GA – Oct 3rd '22

➢ Microsoft Partner Network will be *renamed to Microsoft Cloud Partner Program*.

➢ We are simplifying our Microsoft Network programs. We will move away from silver and gold legacy competencies and anchor to six, single tier Solutions Partner designations aligned to the Microsoft Cloud.
  ➢ Modern Work, Business Applications, Security, Infrastructure (Azure), Digital & App Innovation (Azure), Data & AI (Azure)

➢ Advanced Specializations renamed to 'Specializations'.

➢ To attain the new Solutions Partner designations, partners will need to demonstrate their organization's capability in 1) performance 2) skilling and 3) customer success (as measured by the **partner capability score**).

➢ Partners have access NOW to the partner capability score dashboard in Partner Center that shows how each partner is tracking towards new designations and where they can take action to increase their score.

➢ As partners attain the new designations from October 2022, they'll have the choice to move to updated benefits or retain their legacy benefits.

As part of these changes, we're not removing the benefits partners receive today. Partners who attain designations will have access to additional benefits and investments.

Focusing on customer needs and your growth

We want to help you grow a profitable business and to continue to deliver successful customer outcomes.
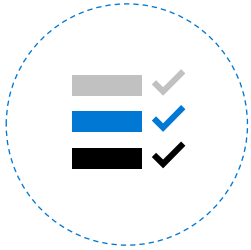
Simplifying our programs

A new single tier Solutions Partner designation, aligned to six solution areas and the Microsoft Cloud.

Demonstrate your organization's capabilities in delivering customer success aligned to how Microsoft goes to market and where there is customer demand.

Delivering greater customer value

Introducing a new partner capability score that holistically measures your organization's technical capabilities to drive customer success.
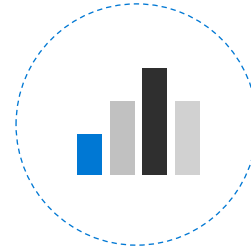
Investing in your growth in new ways

We are making investments to help encourage business development, increase customer reach, and expansion through technical skilling and enablement.
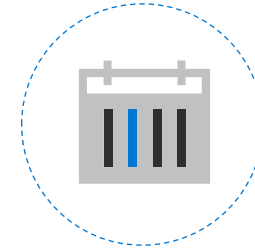
You have time to prepare

We are providing you with six months' notice before these changes begin. Start now and review what these changes mean for your organization and assess how they align to your strategic business plans.

We are simplifying our Microsoft Network programs
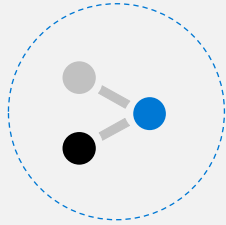
We are introducing the Solutions Partner designation, anchored on the Microsoft Cloud in six solution areas aligned to how Microsoft goes to market.

These changes will act as a catalyst boost in the future for partner capability to sell through and sell with Microsoft.
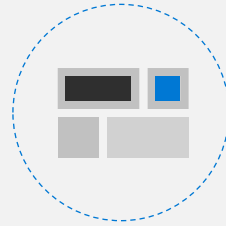
Admins can sign in to Partner Center to see how your organization is progressing towards a Solutions Partner designation.

Solutions Partner designations

The Solutions Partner designation becomes the first opportunity for you to set yourself apart from the competition by demonstrating your organization's breadth of capabilities aligned to solution areas. That's valuable for you, because it's where we see customer demand, and where the opportunity is for partners to scale to meet customer needs.

Easily identifiable

Customers want to work with partners who have a deep knowledge and expertise.

A Solutions Partner designation identifies partners with specific capabilities and experiences in high customer demand solution areas.

Choose one or more

Partners can choose to earn one Solutions Partner designation, or more, if applicable to your organization.

Once you attain a Solutions Partner designation, subsequent designations can be attained, after requirements are met, with no additional fee.
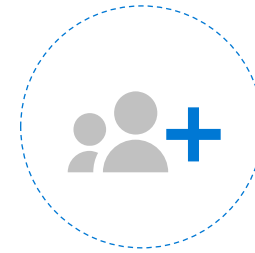
Opportunity

There are significant opportunities for partners in this new world of work—whether you build and sell services, software, or devices.

We are introducing a new, holistic partner capability score

70 Partners need a minimum of 70 points out of a possible 100 points to attain a Solutions Partner designation.

Holistic qualifications will measure your organization's technical capabilities, allowing you to showcase solutions you have delivered to help customers succeed and grow.
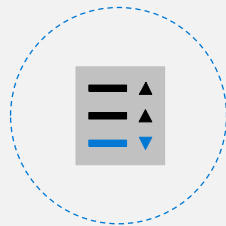
New telemetry-based partner capability score model provides you with flexibility to demonstrate your knowledge, skills, and experience.
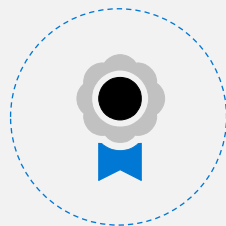
New customer-facing badges to help you stand out and market your capabilities.

How to attain a Solutions Partner designation

Each area will have a specific number of possible points. You have the flexibility to focus more on one category versus another depending on what is right for your business.

A minimum of 70 points must be earned, with points in each category.

There are 100 points possible in total.

Performance

This category is measured by net customer adds.

Skilling

This category verifies and demonstrates your dedication to skilling and training by intermediate and advanced certifications.

Customer success

This category is measured by usage growth and the number of solution deployments.

Admins can sign in to Partner Center to see how your organization is progressing towards a Solutions Partner designation.

Partner capability score: Alignment across the Microsoft Cloud

	Solutions Partner for Business Applications	Solutions Partner for Modern Work	Solutions Partner for Security	Solutions Partner for Infrastructure, Data & AI and Digital & App Innovation (Azure)
Performance	Net customer adds ›› **15**pts	Net customer adds ›› **20**pts	Net customer adds ›› **20**pts	Net customer adds ›› **30**pts
Skilling	Intermediate Certs ›› **20**pts	Intermediate Certs ›› **10**pts	Intermediate Certs ›› **40**pts	Intermediate Certs ›› **20**pts
	Advanced Certs ›› **15**pts	Advanced Certs ›› **15**pts		Advanced Certs ›› **20**pts
Customer Success	Usage Growth ›› **30**pts	Usage Growth ›› **30**pts	Usage Growth ›› **20**pts	Usage Growth ›› **20**pts
	Deployments ›› **20**pts	Deployments ›› **25**pts	Deployments ›› **20**pts	Deployments ›› **10**pts

**70+ points**
With >0 points for each metric meets requirements for Solutions Partner

Value in partner associations

Partner associations are the mechanism by which partners get recognized and earn points for performance and customer success sub-categories including net customer adds, usage growth and deployment.

Start ensuring your partner associations are connected now as you prep to attain Solutions Partner designations starting Oct. 3, 2022, and beyond.

Two paths to points – (1) Partner associations

Partner association type	Solutions Partner designation			
	Modern Work	Business Applications	Security	Data & AI (Azure) Infrastructure (Azure) Digital & App Innovation (Azure)
Claiming Partner of Record (CPOR)	X	X	X	
Digital Partner of Record (DPOR)	X	X		X
Partner Admin Link (PAL)*		X	X	X
Cloud Services Provider (CSP)	X	X		X

*This association type is not available in China or Government clouds.

Two paths to points – (2) Certified professional associations
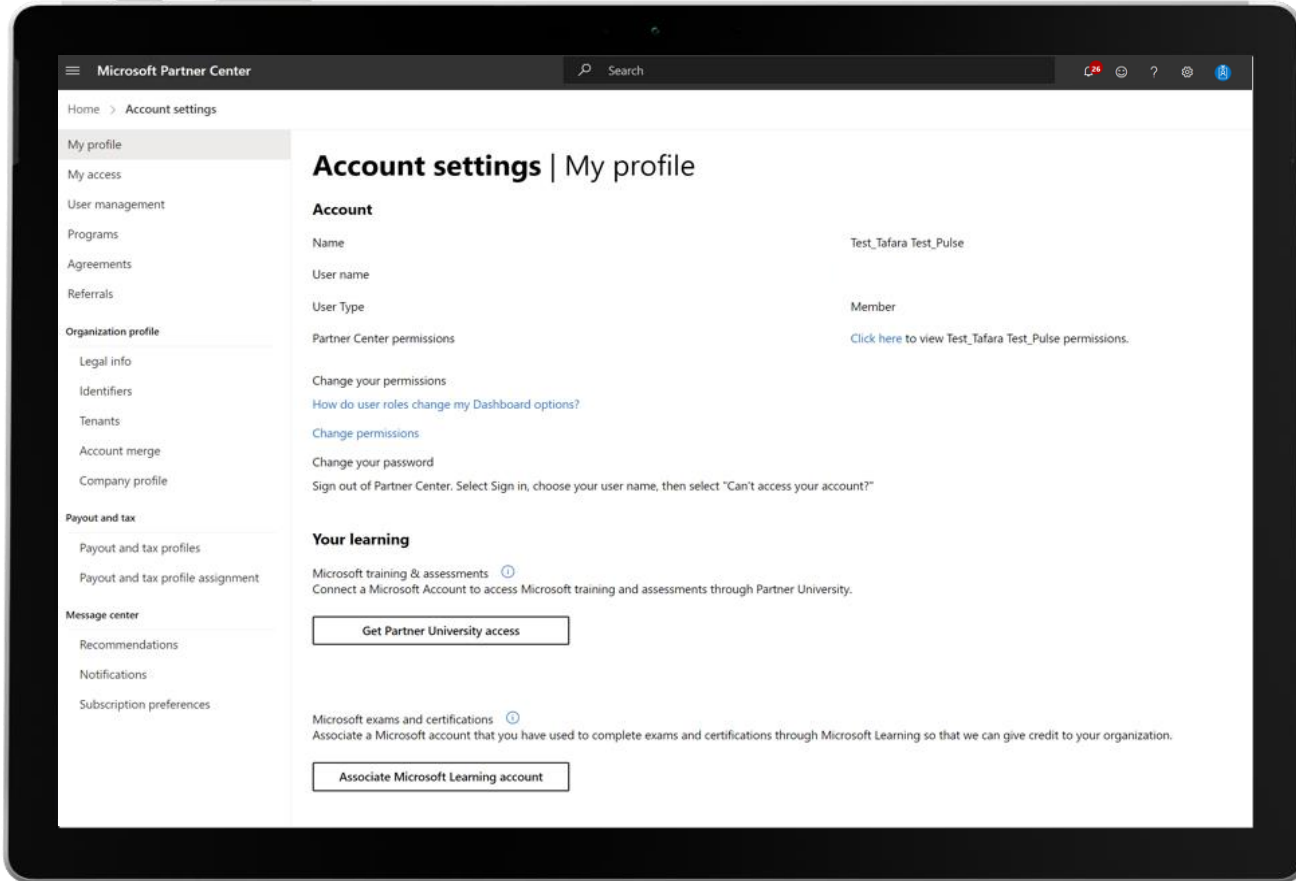
- Microsoft certifications are linked to an individual's learning account. To ensure your organization is benefiting from relevant certifications earned by employees, it's important to link the individual's certification to their organization's account in Partner Center.

- Once you've associated an employee with your Partner Center account, have your employees take the following steps:
  - Log in to Partner Center using their work credentials
  - Click on the setting icon at the top right and select Account
  - Go to My Profile and follow the instructions to associate both a Partner University and Microsoft Learning account

To learn more about how to make this association, go here: https:/assetsprod.microsoft.com/mpn/how-to-link-learning-credentials-to-your-companys-partner-center-account.mp4
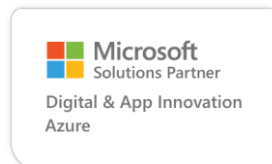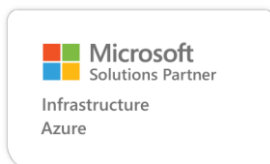
Introducing Solutions Partner designations

Solutions Partner for Data & AI (Azure)

Microsoft Solutions Partner
Data & AI
Azure

Solutions Partner for Digital & App Innovation (Azure)

Microsoft Solutions Partner
Digital & App Innovation
Azure

Solutions Partner for Infrastructure (Azure)

Microsoft Solutions Partner
Infrastructure
Azure

Solutions Partner for Business Applications

Microsoft Solutions Partner
Business Applications

Solutions Partner for Modern Work

Microsoft Solutions Partner
Modern Work

Solutions Partner for Security
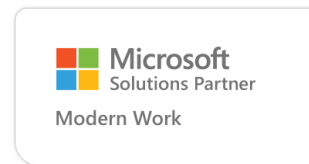
Microsoft Solutions Partner
Security

*Solutions Partner for Microsoft Cloud

Microsoft Solutions Partner
Microsoft Cloud
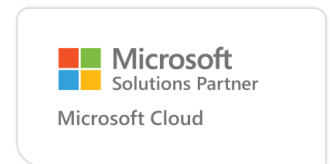
Designations aligned to the Microsoft solution areas that recognize your broad technical capabilities and demonstrated success delivering technology solutions.

Demonstrate your breadth of skills and knowledge and set yourself apart from the competition. Once you attain a Solutions Partner designation, you can further validate deep technical expertise and experience by earning a specialization (currently called advanced specializations).

Benefits aligned to your Solutions Partner designation including product benefits, go-to-market services, co-sell eligibility, skilling and sales enablement resources, and customer-facing badges to help you market your expertise.

Microsoft Solutions partner
Modern Work

Specialist
Adoption and Change Management
Teamwork Deployment
Modernize Endpoint

*Partners who attain all six Solutions Partner designations receive a Microsoft Cloud badge, recognizing your capabilities across the Microsoft Cloud.

How competencies map to Solutions Partner designations

LEGACY COMPETENCIES   SOLUTIONS PARTNER DESIGNATIONS

- Cloud Platform
- Data Center   **Solutions Partner for Infrastructure (Azure)**

- App Integration
- Data Analytics   **Solutions Partner for Data & AI (Azure)**
- Data Platform

- Application Development
- App Integration   **Solutions Partner for Digital & App Innovation (Azure)**
- DevOps

- Cloud Productivity   Specialized
- Collaboration   and
- Communications   expert
- Messaging   **Solutions Partner for Modern Work**   programs
- Small and Midmarket Cloud Solutions
- Windows and Devices

- Enterprise Mobility Management
- Security   **Solutions Partner for Security**

- Cloud Business Applications
- Enterprise Resource Planning (ERP)   **Solutions Partner for Business Applications**
- Project Portfolio Management

We are investing in your growth in new ways

Updated benefits aligned to Solutions Partner designations will continue to support you as you grow your business and are optimized to focus on new cloud technology, and tailored quantities of cloud services subscription.

All the valuable categories you're familiar with: Product benefits (including IURs), go-to-market services, technical pre-sales and deployment services, and placement in the commercial marketplace to increase your exposure to customers.

New incremental product benefits for specializations and expert programs to further accelerate your business.

How specializations map to solutions partner designations

Infrastructure (Azure)	Digital & App Innovation (Azure)	Data & AI (Azure)	Business Applications	Modern Work	Security
Windows Server and SQL Server Migration to Microsoft Azure	Kubernetes on Microsoft Azure	Windows Server and SQL Server Migration to Microsoft Azure	Microsoft Low Code Application Development	Adoption and Change Management	Cloud Security
Linux and Open Source Database Migration to Microsoft Azure	Modernization of Web Applications to Microsoft Azure	Linux and Open Source Database Migration to Microsoft Azure	Small and Midsize Business Management	Calling for Microsoft Teams	Identity and Access Management
SAP on Microsoft Azure	AI and Machine Learning on Microsoft Azure	Data Warehouse Migration to Microsoft Azure		Customer Solutions for Microsoft Teams	Information Protection and Governance
Microsoft Azure Virtual Desktop	DevOps with GitHub on Microsoft Azure	Kubernetes on Microsoft Azure		Meetings and Meeting Rooms for Microsoft Teams	Threat Protection
Microsoft Azure Vmware Solution	Hybrid Operations and Management with Microsoft Azure Arc	Modernization of Web Applications to Microsoft Azure		Teamwork Deployment	
Hybrid Operations and Management with Microsoft Azure Arc	Hybrid Operations and Management with Microsoft Azure Arc	Analytics on Microsoft Azure		Modernize Endpoints	
Hybrid Cloud Infrastructure with Microsoft Azure Stack HCI	Microsoft Low Code Application Development	AI and Machine Learning on Microsoft Azure			
Networking Services in Microsoft Azure		Hybrid Operations and Management with Microsoft Azure Arc			
		Hybrid Cloud Infrastructure with Microsoft Azure Stack HCI			

Microsoft

New Solutions Partner designations

Options for existing Microsoft partners to transition to the new Solutions Partner designations.

We're evolving our partner program to meeting customer needs and grow your business, and our partnership, for the future.

- New Solutions Partner designation and updated benefits.
- No change to your existing anniversary dates.
- Options to retain your legacy benefits.
- Time to learn more and assess for your organization.

Eligible to attain the new Solutions Partner designation(s)?

If your organization meets the criteria for Solutions Partner designation after general availability (GA), earning 70 points or more:

- Between GA and first anniversary date, partners will receive the new designation if they meet the requirements.
- No change to your benefits until your first anniversary date after GA.
- Go to Logo Builder in Partner Center and download your new customer-facing badge.

Microsoft
Solutions Partner

Security

Looking to continue with the new Solutions Partner designation(s)?

After meeting all requirements for your Solutions Partner designations, select one of the benefits package options:

- Solutions Partner benefits; OR
- Legacy benefits; OR
- And pay the associated annual membership fee.

📢 **Announcement**

March 16, 2022

👥 **General availability (GA)**

October 3, 2022

🔄 **First anniversary date after GA**

Learn more about the new designations and check your progress towards attaining a Solutions Partner designation and benefits in Partner Center.

🌐 Visit the Microsoft partner website to learn more: aka.ms/Solutionspartner.Overview

Not eligible, need more time?

If your organization doesn't meet the criteria for Solutions Partner designation at general availability (GA), 70 points or more:

- No change to your benefits until your first anniversary date after GA.
- Legacy competencies and associated badging are no longer in market, but partners can choose to retain their legacy competency benefits.
- At any time after October 3, 2022, meet the requirements and earn the Solutions Partner designation.

Still not eligible?

For partners who don't meet the requirements for a Solutions Partner designation and have renewed a legacy competency by September 30, 2022, you'll have the option to continue to pay a fee (aligned to your legacy competency fee) and retain your legacy benefits.

If you choose not to purchase your legacy benefits, you also have the option to purchase Microsoft Action Pack.

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*Available between anniversary dates with benefits change only available at anniversary date.

**Available only on your anniversary date.

***Dates subject to change.

Benefits for Solutions Partner designations

Benefits for Solutions Partners have been updated to ensure they are effective, helpful, and relevant to your organization. We're investing more to help you with business development, increasing customer reach, and expanding technical skilling, enablement and support.

Encouraging business development

- Product benefits (formerly IUR) have been designed to align to the Solutions Partner designations, including:
  - Azure bulk credits for your organization
  - Access to development environments
  - New cloud product subscriptions that are most relevant in market

Increasing customer reach

- Co-selling with Microsoft to expand your customer footprint
- Go-To-Market services, assets and personalized consultation to help you along your marketing journey
- Microsoft solutions provider placement to increase exposure
- Customer-facing badges to showcase your capabilities
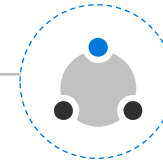
Expanding technical skilling, enablement and support

- Personalized assistance, comprehensive courses, and world-class Microsoft experts to build your knowledge
- Technical presales and deployment services to help you deliver solutions faster
- Product (on-prem and cloud), platform, and technical support to help you troubleshoot specific issues

For details about benefits specific to each Solutions Partner designation, click here.

Key dates

We understand that these updates may require you to adjust your business plans. We're providing time for you to learn about the new opportunities and requirements and identify a plan for your organization.

Your anniversary date up until Sept. 30th	September 30, 2022*	October 3, 2022*	Your anniversary date after Oct. 3, 2022

Your anniversary date up until Sept. 30th
- Attain and/or renew your competency by September 30th to keep your legacy benefits until your next anniversary date.

September 30, 2022*
- Last day partners can attain competencies.
- Last day competency badges will be in market, but partners can retain their legacy benefits.

October 3, 2022*
- Solutions Partner designations are available to attain. Get the designation badge in between anniversary dates if you reach 70 points in any Solutions Partner designation
- Partners will need to meet the required partner capability score to attain Solutions Partner designations.

Your anniversary date after Oct. 3, 2022
- **Scenario 1: you qualify for Solutions Partner designation**
  - Renew into Solutions Partner designation with badge .
  - Choose between legacy OR new benefit package.
- **Scenario 2: you don't qualify for solutions partner designation**
  - Renew your legacy benefits.
  - Get the designation badge in between anniversary dates if you reach 70 points in any Solutions Partner designation.

*All dates and requirements subject to change.

Next steps

How should I prepare?

Admins can sign in to [Partner Center](#) to see how your organization is progressing towards a Solutions Partner designation and see the associated benefits.

Go to [Training Gallery](#) & [Microsoft docs](#) to learn about the requirements needed to attain a Solutions Partner designation.

For more information visit the [Microsoft partner website](#) and [Microsoft partner blog](#).

Additional resources

**Solutions Partner
for Infrastructure (Azure)**

[Solutions Partner for
Infrastructure overview page](#)

**Solutions Partner
for Data & AI (Azure)**

[Solutions Partner for
Data & AI overview page](#)

**Solutions Partner
for Digital & App Innovation (Azure)**

[Solutions Partner for Digital & App
Innovation overview page](#)

Solutions Partner for Modern Work

[Solutions Partner for
Modern Work overview page](#)

Solutions Partner for Security

[Solutions Partner for
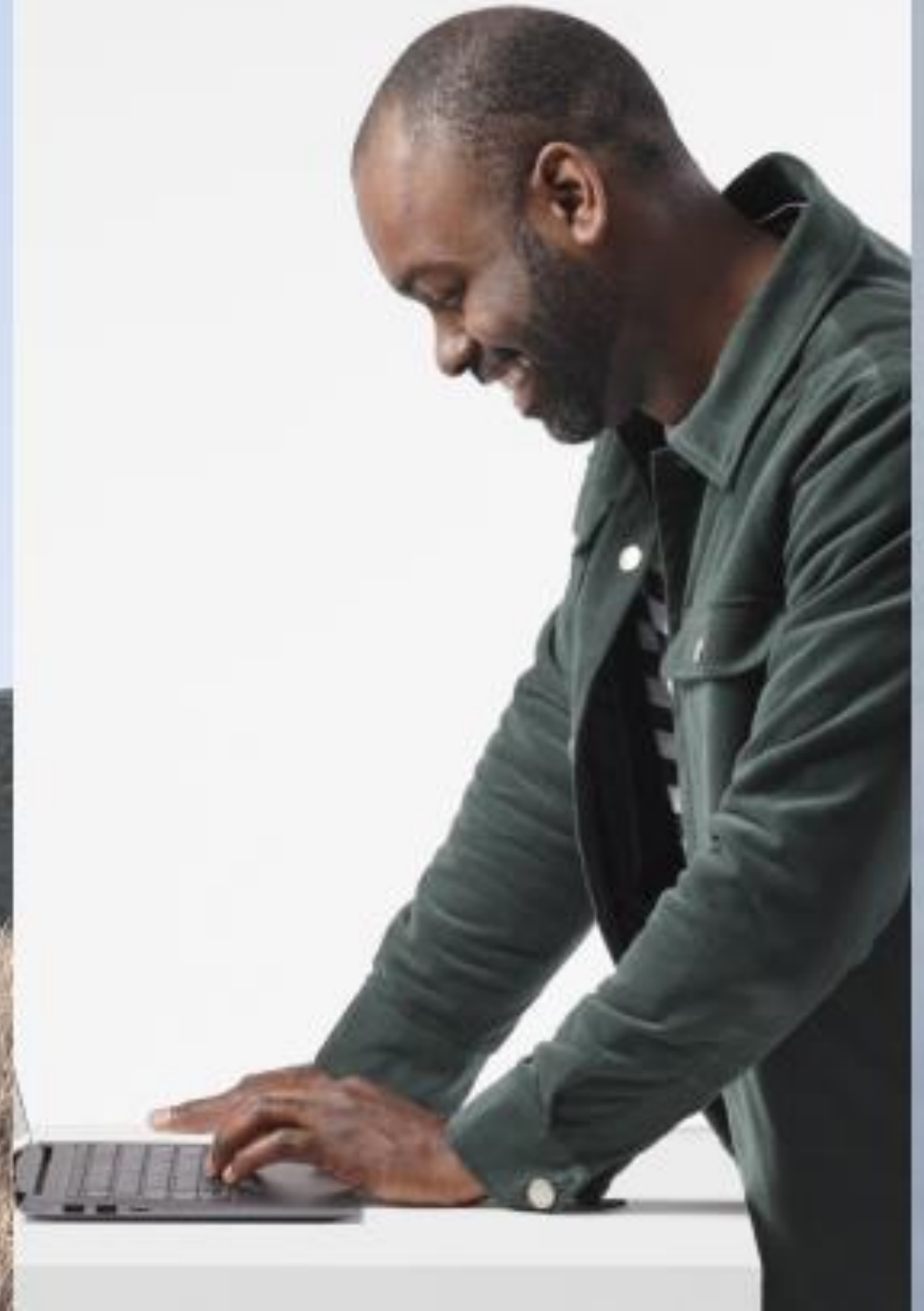Security overview page](#)

**Solutions Partner
for Business Applications**

[Solutions Partner for
Business Applications overview page](#)

Solutions Partner
for Infrastructure (Azure)

Requirements & Benefits

Solutions Partner for Infrastructure (Azure)

As a Solutions Partner for Infrastructure, you demonstrate your broad capability to help customers accelerate migration of key infrastructure workloads to Microsoft Azure.

Becoming a Solutions Partner for Infrastructure gives customers a way to identify you as a partner that has both the commitment to training and accreditation and has delivered solutions that lead to customer success.

If these activities describe the work that you do, consider Solutions Partner for Infrastructure (Azure):

- Designing, implementing, operating, and optimizing customers' Infrastructure (Azure) architecture, cost, and security.

- Migrating and Modernizing customers' Infrastructure (Azure) for Virtualized workloads (including SAP) and Virtual Desktop environments.

- Replicating applications from other cloud platforms and moving to Azure to support multi-cloud strategies.

- Onboarding and management of High-Performance Computing workloads in Azure.

- Management, Governance, Security and DevOps (on-premises, cloud and multi-cloud) with Azure Arc.

Microsoft Solutions partner
Infrastructure
Azure

For more information about measurements specific to Solutions Partner for Infrastructure (Azure), click here.

Microsoft Solutions Partner
Infrastructure
Azure

Benefits for Infrastructure (Azure)

Benefits will include all common Solutions Partner benefits, like go-to-market services, TP&D advisory hours, technical support incidents, as well as unique product benefits designed specifically for Solutions Partner for Infrastructure (Azure).

	Product Group	Solutions Partner for Infrastructure	per Azure specialization*
Incremental	**Azure Production Credits**	$6,000 per year (bulk)	$12,000 per year (bulk)
	Azure Dev/Test Credits	*Bulk offer delayed – in interim, dev/test credits are provided with Visual Studio Enterprise*	*Bulk offer delayed – in interim, dev/test credits are provided with Visual Studio Enterprise*
	Visual Studio Subscriptions	25 Visual Studio Enterprise subscriptions	10 Visual Studio Enterprise subscriptions
Core among Solutions Partner for Infrastructure, Data & AI, and Digital App & Innovation	**Dynamics 365 (D365)**	D365 Operations Application Partner Sandbox, D365 Sales, Field Service and Customer Service Partner Sandbox	-
	Power BI	100 Power BI Premium users	-
	Microsoft 365 (M365)	100 M365 E3 users	30 M365 E3 users
	Microsoft Project Online	20 users (Plan 5)	-
	Visio Online	5 users (Plan 2)	-
	Software Licenses	100 Windows Server Standard 2022, 32 Windows Server 2022 Data Center, 16 SQL Server, 100 System Center Standard, select CALs, and more	-

*Max stacking of 5 specializations across all Azure specializations and expert programs (shared across Solutions Partner for Infrastructure, Data & AI, and Digital & App Innovation designations).
This asset is intended only for reference purposes as a high-level overview. Benefits are subject to change. Full details and terms and conditions are subject to applicable program guide.

Requirements for Infrastructure (Azure)

Three categories make up the framework for Solutions Partner for Infrastructure (Azure): Performance, skilling, and customer success. Points will be earned through performance, certifications and exams and the number of successful deployed customer solutions.

	Eligible attributions	Threshold	Max points
Performance			**30**
Net Customer Adds	PAL, DPOR, CSP	3	30
Skilling			**40**
*Intermediate Certifications	N/A	5 Unique individuals	20
**Advanced Certifications	N/A	5 Unique individuals	20
Customer Success			**30**
Usage Growth	PAL, DPOR, CSP	20%	20
Deployments	PAL, DPOR, CSP	5	10
TOTAL			**100**
Minimum total points required for Solutions Partner designation			**70**

*Intermediate Certifications: Must have two or more Azure Administrator certifications to be eligible.
**Advanced Certifications: Must have two or more Azure Solutions Architect Expert certifications to be eligible.

All dates and requirements subject to change.

Requirements for Infrastructure (Azure): Performance

Net customer adds – M365

- Net Customer Adds from the trailing 12 months.

- Net Customer Adds = End of Period (EOP) customers (new tenants from past 12 months) above thresholds – EOP customers below thresholds for two consecutive months.

- Threshold: A consuming customer is defined by having ACR >= $1,000/month.

- A customer drop (churn) is calculated if the customer drops below the monthly threshold for a consecutive 2 months.

*All dates and requirements subject to change.

Requirements for Infrastructure (Azure): Skilling

Intermediate Certifications

- Requires at least two Azure Administrator Associate certifications to qualify.

- \# of individuals certified with any of the following:

  - Azure Network Engineer Associate; OR

  - Azure Stack Hub Operator Associate; OR

  - Windows Server Hybrid Administrator Associate

Advanced Certifications

- Requires at least two Azure Solutions Architect Expert certifications to qualify.

- \# of individuals certified with any of the following:

  - Azure Virtual Desktop Specialty; OR

  - Azure for SAP Workloads Specialty

*All dates and requirements subject to change.

Requirements for Infrastructure (Azure): Customer Success

Number of deployed solutions

- Total number of advanced Azure services represented in ACR (Service Level 2) over the last 12 months (one point for any one of the below, max of 5 points).

- Service Level 2 = all except:
  - Virtual Machines
  - Virtual Machines Licenses

ACR Growth (YoY)

- **20%** growth Year over Year
  =ACR today – ACR from 12 months ago divided by ACR from 12 months ago x 100.

- Requires Min. threshold of $1K ACR.

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Key dates

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October 3, 2022*

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- Partners will need to meet the required partner capability score to attain Solutions Partner designations.

Your anniversary date after Oct. 3, 2022

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  - Choose between legacy OR new benefit package.
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  - Renew your legacy benefits.
  - Get the designation badge in between anniversary dates if you reach 70 points in any Solutions Partner designation.

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Next steps

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For more information visit the [Microsoft partner website](#) and [Microsoft partner blog](#).

Additional resources

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Solutions Partner for
Infrastructure overview page

**Solutions Partner
for Data & AI (Azure)**

Solutions Partner for
Data & AI overview page

**Solutions Partner
for Digital & App Innovation (Azure)**

Solutions Partner for Digital & App
Innovation overview page

Solutions Partner for Modern Work

Solutions Partner for
Modern Work overview page

Solutions Partner for Security

Solutions Partner for
Security overview page

**Solutions Partner
for Business Applications**

Solutions Partner for
Business Applications overview page