



Evolving the Microsoft Partner Network programs

Walking deck

Updated: August 24, 2022

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Evolving the Microsoft Partner Network programs

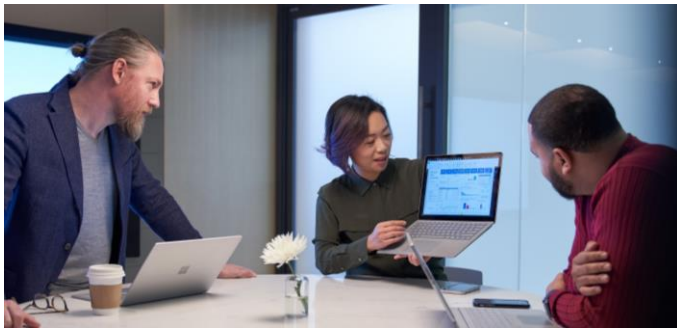


The world and how we work is rapidly changing. The opportunities for Microsoft partners—whether you build and sell services, software solutions, or devices—are significant. As the capabilities required by our customers have evolved, our partner programs must also evolve to meet that demand.

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.

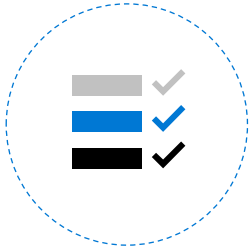
Future state of the Microsoft Cloud Partner Program

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.

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

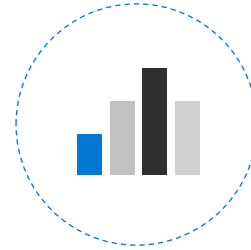
A new single tier Solutions Partner designation, aligned to six solution areas and the Microsoft Cloud.

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



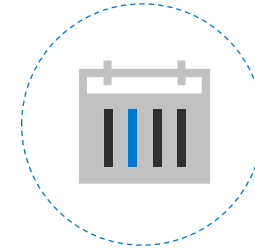
Delivering greater customer value

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

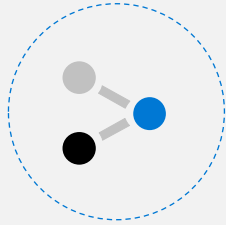
We are making investments to help encourage business development, increase customer reach, and expansion through technical skilling and enablement.



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.

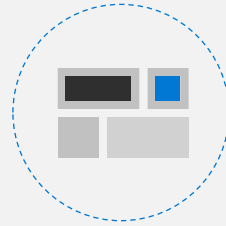
We are simplifying our Microsoft Network programs



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



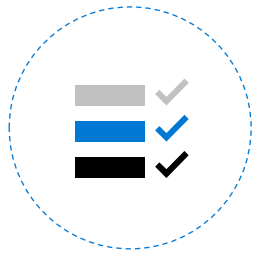
These changes will act as a catalyst boost in the future for partner capability to sell through and sell with Microsoft.



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.

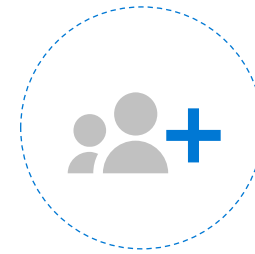
A Solutions Partner designation identifies partners with specific capabilities and experiences in high customer demand solution areas.



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.

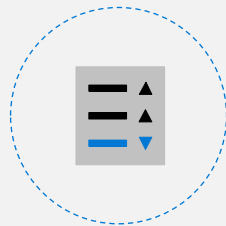
We are introducing a new, holistic partner capability score



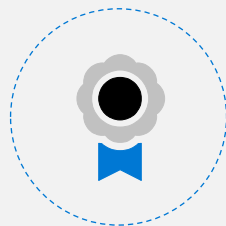
Partners need a minimum of 70 points out of a possible 100 points to attain a Solutions Partner designation.



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.

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Partner capability score: Alignment across the Microsoft Cloud

#

70+ points

With >0 points for each metric meets requirements for Solutions Partner

	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 >> 15pts	Net customer adds >> 20pts	Net customer adds >> 20pts	Net customer adds >> 30pts
Skilling	Intermediate Certs >> 20pts	Intermediate Certs >> 10pts	Intermediate Certs >> 40pts	Intermediate Certs >> 20pts
	Advanced Certs >> 15pts	Advanced Certs >> 15pts	Advanced Certs >> 20pts	Advanced Certs >> 20pts
Customer Success	Usage Growth >> 30pts	Usage Growth >> 30pts	Usage Growth >> 20pts	Usage Growth >> 20pts
	Deployments >> 20pts	Deployments >> 25pts	Deployments >> 20pts	Deployments >> 10pts

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.



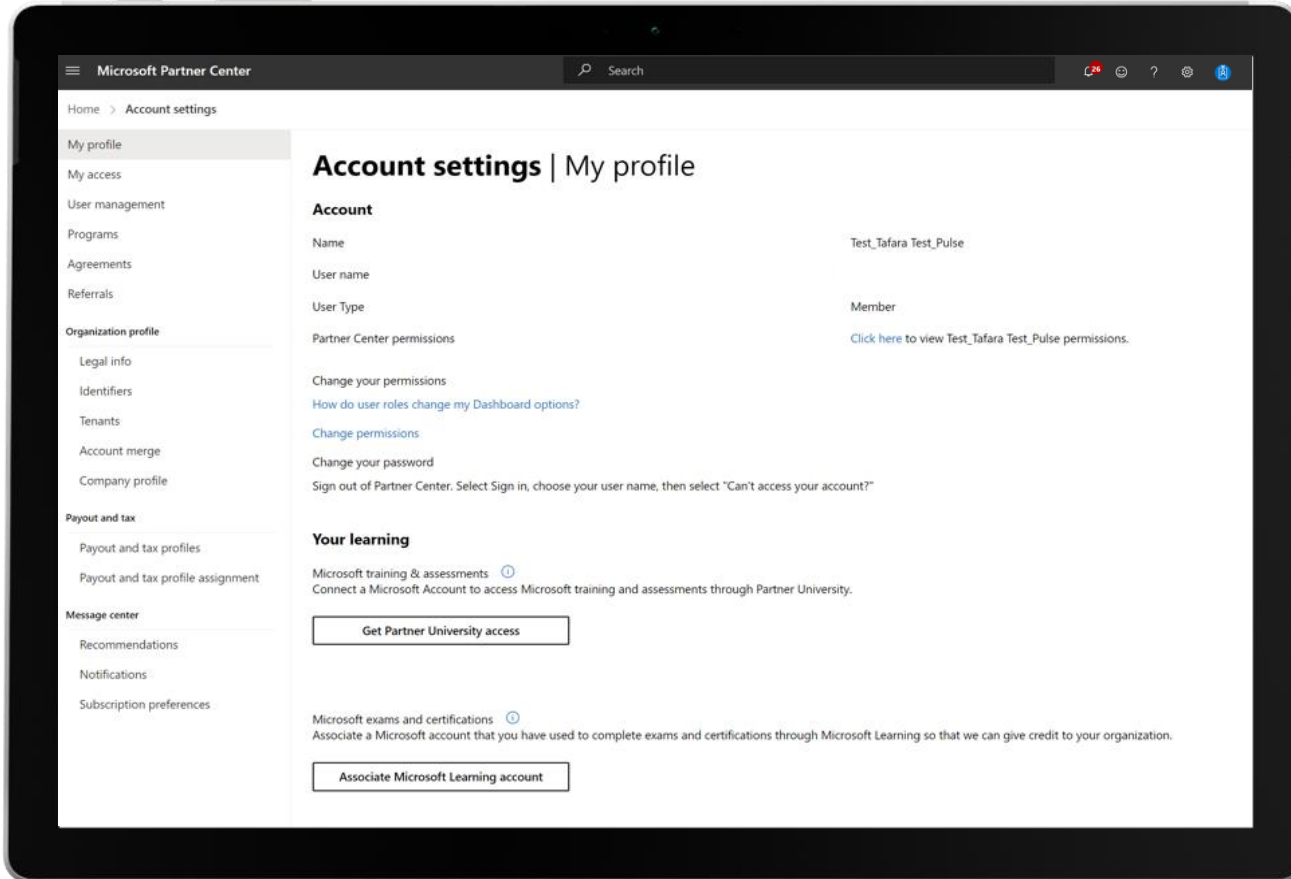
Start ensuring your partner associations are connected now as you prep to attain Solutions Partner designations starting Oct. 3, 2022, and beyond.

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>

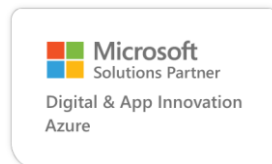
Introducing Solutions Partner designations



Solutions Partner
for Data & AI
(Azure)



Solutions Partner
for Digital & App
Innovation (Azure)



Solutions Partner
for Infrastructure
(Azure)



Solutions Partner
for Business
Applications



Solutions Partner
for
Modern Work



Solutions Partner
for
Security



*Solutions Partner
for 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.

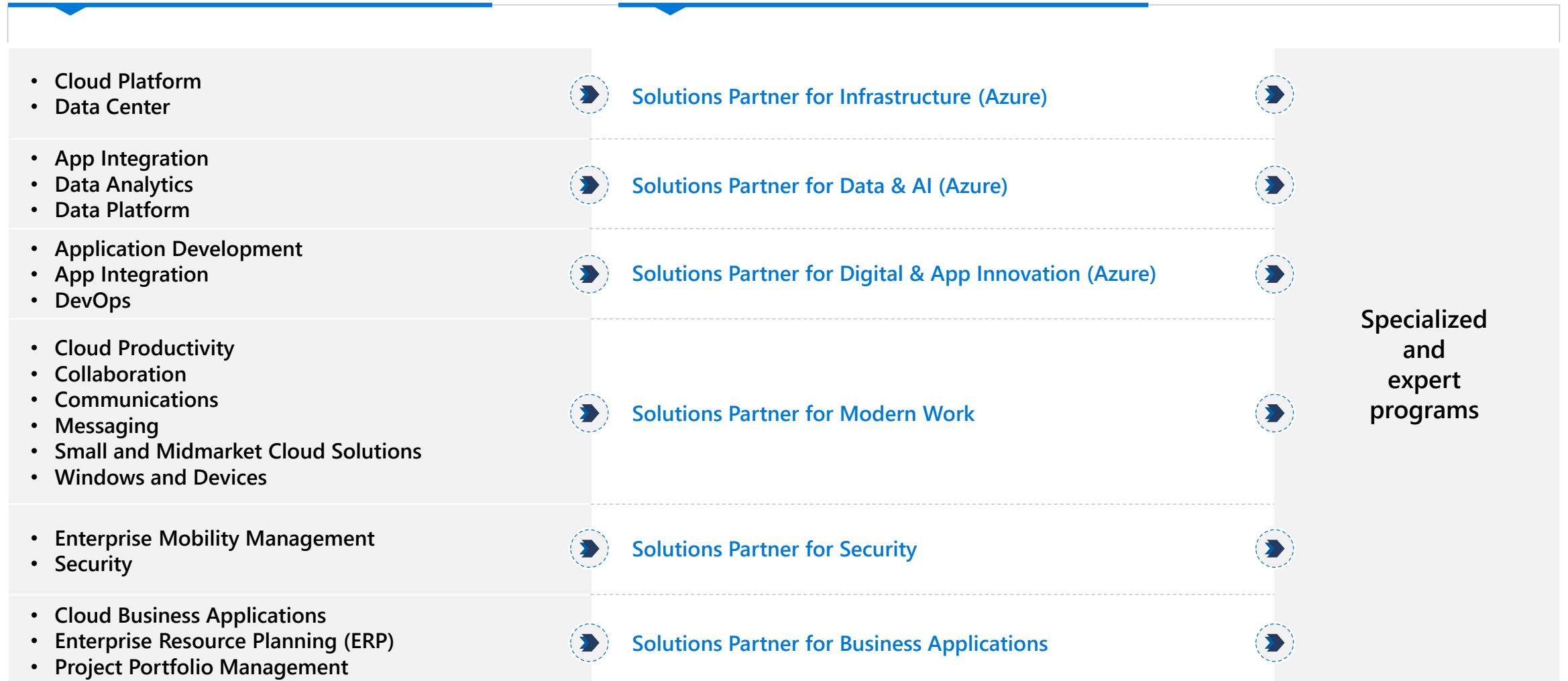


*Partners who attain all six Solutions Partner designations receive a Microsoft Cloud badge, recognizing your capabilities across the Microsoft Cloud.

How competencies map to Solutions Partner designations

LEGACY COMPETENCIES

SOLUTIONS PARTNER DESIGNATIONS



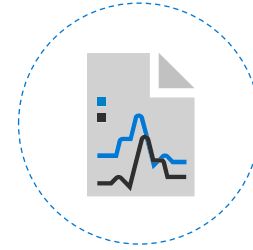
We are investing in your growth in new ways



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			

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.



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.

*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.



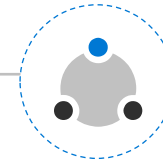
Encouraging business development

- 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

- 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

[Training asset gallery](#)

[Microsoft partner blog](#)

[Partner capability score dashboard](#)



**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 Security

Requirements & Benefits



Solutions Partner for Security

As a Solutions Partner for Security, you demonstrate your broad capability to help customers safeguard their entire organization with integrated security, compliance, and identity solutions.

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

If these activities describe the work that you do, consider Solutions Partner for Security:

- Implementing, managing, and monitoring security and compliance solutions for customer cloud and hybrid environments.
- Planning, deploying, and managing Microsoft 365 mobility and security services to keep enterprise customers secure, compliant, and connected.



For more information about measurements specific to Solutions Partner for Security, [click here](#).

Benefits for Security

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 Security.

Product Group	Solutions Partner for Security	Security specialization*
Azure Production Credits	\$6,000 per year (bulk)	\$9,000 per year (bulk)
Azure Dev/Test Credits	<i>Bulk offer delayed – in interim, dev/test credits are provided with Visual Studio Enterprise</i>	<i>Bulk offer delayed – in interim, dev/test credits are provided with Visual Studio Enterprise</i>
Visual Studio Subscriptions	25 Visual Studio Enterprise subscriptions	10 Visual Studio Enterprise subscriptions
Dynamics 365 (D365)	D365 Operations Application Partner Sandbox, D365 Sales, Field Service and Customer Service Partner Sandbox	-
Viva	50 users	-
Microsoft 365 (M365)	100 M365 E5 users, 12 Business Premium users, 25 M365 EDU A5 users	50 M365 E5 users
Windows 365 Enterprise	5 users (Premium)	-
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 3 specializations across all Security specializations.

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 Security

	Eligible attributions	Threshold	Max points
Performance			20
M365 & Azure Net Customer Adds	CPOR, PAL	10 net customer associations/adds in TTM	20
Skilling			40
Intermediate Certifications		6 individuals with: Microsoft 365 Security Administrator Associate AND Azure Security Engineer AND at least one of the following: <ul style="list-style-type: none"> • Microsoft Security Operations Analyst; OR, • Microsoft Identity and Access Administrator; OR, • Microsoft Information Protection Administrator 	40
Customer Success			40
M365 & Azure Deployments	CPOR, PAL	6 customers in TTM with: Microsoft 365 – crossing 15% threshold on eligible Security workloads AND/OR, Azure: more than \$12,000 Security ACR TTM	20
M365 & Azure Usage Growth	CPOR	Microsoft 365: At least 2,500 net total MPU growth based on TTM AND/OR, Azure: At least \$25,000 net total Security ACR growth based on TTM	20
TOTAL			100
Minimum total points required for Solutions Partner designation (based on single path max)			70
Product eligibility: AADP, MDO, MDE, MDI, MIP, Sentinel, Azure Defender, Network Security, Intune, Identity and Access Management			

*All dates and requirements subject to change.

Requirements for Security: Performance

Net customer adds – M365



Net customer adds – Azure Security



Points can be earned through Microsoft 365 and/or Azure customers. Points earned are 2 (two) points per net customer add up to 10 net customer ads. Partners can earn all max points via Microsoft 365 customers, Azure customers or a combination of both.

This category will be tied to customer association in CPOR. A customer is defined as a unique tenant ID.

- Calculation of Net Customer Adds: [# of current customers (tenants)] – [# of customers (tenants) 12 months prior].
- A customer add is defined under these conditions: When a customer has no paid seats in a prior month but has at least twenty-five paid seats in the current month.
- A customer lost is defined under these conditions: When a customer has at least twenty-five paid seats in their tenant in a prior month and does not have any paid seats in the current month.

- This category will be tied to customer association through PAL. A customer is defined as a unique TPID.
- Net customer adds is calculated monthly as customers added minus customers lost and aggregated over 12 months.
- A customer add is defined under these conditions: When a customer has at least a monthly average of at least \$100 of Security Azure Consumed Revenue TTM.
- A customer lost is defined under these conditions: When a customer had at least a monthly average of \$100 of Security Azure Consumed Revenue in the prior TTM, and has a monthly average of less than \$100 of Security Azure Consumed Revenue in the current TTM.
- PAL not available in China.

*All dates and requirements subject to change.

Requirements for Security: Skilling

Intermediate Skilling



The applicable certifications for the Security Verified partner designation are:

- Partner should have a minimum of six individual certified engineers to achieve full points for this category
- A certified engineer has achieved certifications in
 - Microsoft 365 Security Administrator Associate AND Azure Security Engineer**AND**
 - At least one of the following:
 - Microsoft Security Operations Analyst; **OR**,
 - Microsoft Identity and Access Administrator; **OR**,
 - Microsoft Information Protection Administrator

*All dates and requirements subject to change.

Requirements for Security: Customer Success – Deployments

Deployments – M365



Deployments – Azure



Points can be earned through Microsoft 365 and/or Azure customer deployments. Partners can earn all max points for Microsoft 365 deployments, Azure deployments or a combination of both. Each deployment earns 3.3 points for a maximum of 20 points.

- Partners will qualify based on monthly protected users to show customer impact.
 - A deployment is required at the customer's production tenant environment.
 - A deployment must have at least at least twenty-five paid seats in the current month.
 - A deployment must meet the threshold of 15 percent of monthly protected users deployed in the customer's production tenant environment.
 - No points are awarded for customers with less than 15 percent deployed monthly protected users.
 - Monthly protected users are counted per workload at the tenant level and summed up per workload across only the paid subscriptions under the tenant.
 - A tenant is considered to have crossed the monthly protected user threshold if the tenant was:
 - Below the specified threshold 12 months ago, and
 - Crossed that threshold at least once over the subsequent 11 months.
- Partners will qualify based on Security ACR to show customer impact.
 - A deployment is required at the customer's production tenant environment.
 - A deployment must meet the minimum threshold of \$12,000 Security ACR TTM; calculation occurs at the end of every month.
 - A tenant is considered to have crossed the ACR threshold if the tenant was:
 - Below the specified threshold 12 months ago, and
 - Crossed that threshold at least once over the subsequent 11 months.
 - Partners are associated to tenants at the subscription level. Subscriptions are mapped to qualifying products.
 - Subscriptions are mapped to qualifying products.

*All dates and requirements subject to change.

Requirements for Security: Customer Success – Usage Growth

Usage Growth – M365



Usage Growth – Azure Security



Points can be earned through Microsoft 365 and/or Azure customer usage. Partners can earn all max points via customer usage growth in Microsoft 365, Azure or a combination of both.

- Partners will qualify based on monthly protected users.
 - Monthly protected user growth is defined as the growth of monthly protected users across the entire customer base over the past 12 months after the point of the customer's association to the partner.
 - Monthly protected users are counted per workload at the tenant level and summed up per workload across only the paid subscriptions under the tenant.
 - The monthly protected user growth indicators compare the current month against a baseline from 12 months ago.
 - Monthly protected users are calculated at the end of every month.
 - Partners are associated to tenants at the subscription level. Subscriptions are mapped to qualifying products.
- Partners will qualify based on Security ACR.
 - Security ACR growth is defined as the growth of Security ACR across the partner's entire customer base over the past 12 months.
 - Security ACR is counted at the tenant level and summed up across only the paid subscriptions under the tenant.
 - Security ACR growth indicators compare the current month against a baseline from 12 months ago.
 - Security ACR is calculated at the end of every month.
 - Partners are associated to tenants at the subscription level. Subscriptions are mapped to qualifying products.

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

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**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**

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Business Applications overview page](#)

