



Microsoft Cloud Partner Program & Specialisation

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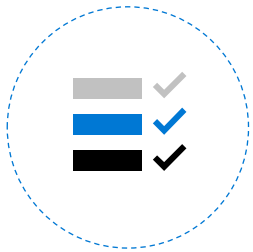
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Evolving the Microsoft Partner Network programs

Focusing on customer needs and your growth

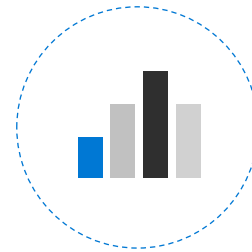
We want to help you grow a profitable business and to continue to deliver successful customer outcomes.



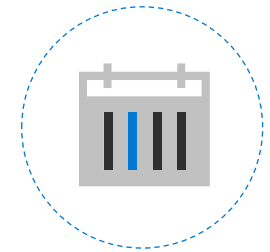
Simplifying
our programs



Delivering greater
customer value

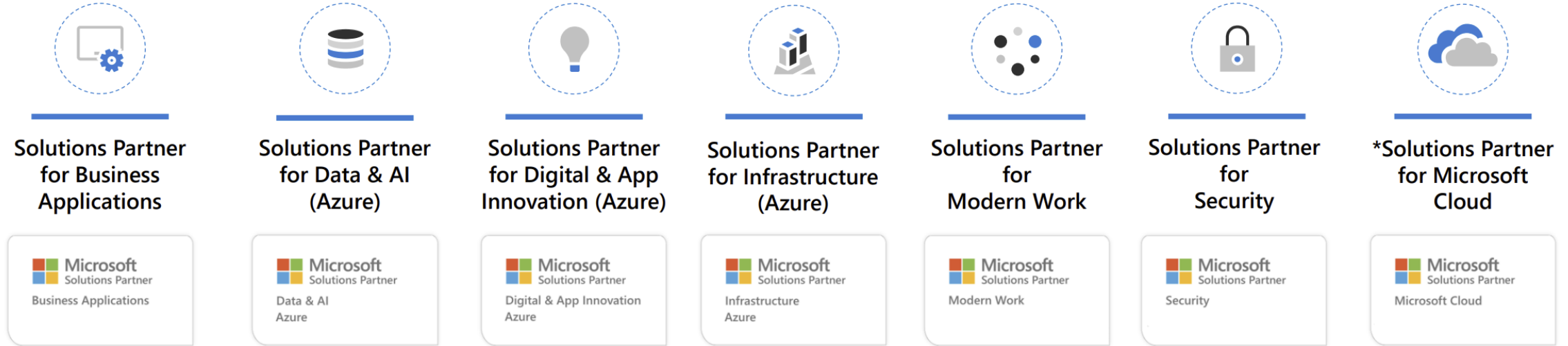


Investing in your
growth in new ways



You have time
to prepare

Distinguish yourself with Solutions Partner designations



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

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

Specializations further validate deep technical expertise after you attain a Solutions Partner designation and set you apart from the competition.



*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



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.

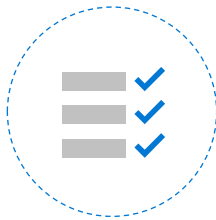
A minimum of **70** points must be earned, with points in each category.

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.

Requirements for each Solutions Partner designation

Each designation has a specific number of possible points that can be earned per category. You have the flexibility to choose which categories to focus on within a solution area to match your business needs

Each Solutions Partner designation requires **70+ points** with at least one point in each subcategory

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

represents maximum number of points in that subcategory

Grow your partner capability score with partner associations

Make sure your organization is receiving the points you've earned by having the right associations in place



Associations are the sole mechanism by which customer success, performance, and skilling subcategory points are acknowledged and calculated towards achieving Solutions Partner designations



There are two paths to earning points:

- **Partner associations** recognize partners for performance and customer success subcategories including net customer adds, usage growth, and deployment
- **Certified professional associations** provide visibility into the certifications individuals in your company have earned



Ensure your partner associations are connected as you prep to attain Solutions Partner designations

Explore the [Partner Associations Playbook](#) for more information on which associations are right for you and additional steps to maximize your partner capability score.

Benefits for Solutions Partner designations

Benefits for Solutions Partners 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 and enablement.



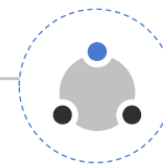
Encouraging business development

- Product benefits (formerly internal use licenses) have been designed to align to the Solutions Partner designations, including:
 - Azure bulk credits for your organization
 - Access to development environments
 - New cloud services 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 and enablement

- 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, review our [benefits guide](#)

Differentiate further with specializations

Once you attain a Solutions Partner designation, you can further differentiate your deep technical expertise and experience with specializations



Greater customer confidence

Earning a specialization validates your deep technical expertise, differentiates you from your competitors in areas with high customer demand, and helps customers identify your ability to meet their specific needs



Prioritization

Benefits to earning a specialization include prioritization ranking in the commercial marketplace and evaluation for active cooperative selling opportunities with Microsoft field sellers



Incremental product benefits

Gain access to incremental product benefits to further accelerate your business, including greater access to Azure credits, additional product licenses, and cloud service subscriptions that are most relevant in market today



Showcase your expertise

Earn a customer-facing badge to display on your business profile in the Microsoft AppSource partner gallery to promote your expertise

Learn more about earning [specializations](#) to further differentiate your capabilities to customers.

How specializations map to Solutions Partner designations

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

Key dates for Solutions Partner designations

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



Last day to renew legacy competencies
September 30, 2022

Legacy competencies and associated badging are no longer in market after this date. Partners could choose to retain their legacy competency benefits.

General availability (GA)

October 3, 2022



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

If your organization meets the criteria for Solutions Partner designation, 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.

Not eligible, need more time?

If your organization doesn't yet meet the criteria for Solutions Partner designation:

- No change to your benefits until your first anniversary date after GA.
- At any time after October 3, 2022, meet the requirements and earn the Solutions Partner designation.

First anniversary date after October 3, 2022



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

After meeting all requirements for your Solutions Partner designation(s):

- Renew into Solutions Partner designation with badge
- Choose between new Solutions Partner benefits or legacy benefits package
- Take the next step in your Microsoft partner journey and earn a specialization with access to incremental product benefits

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.

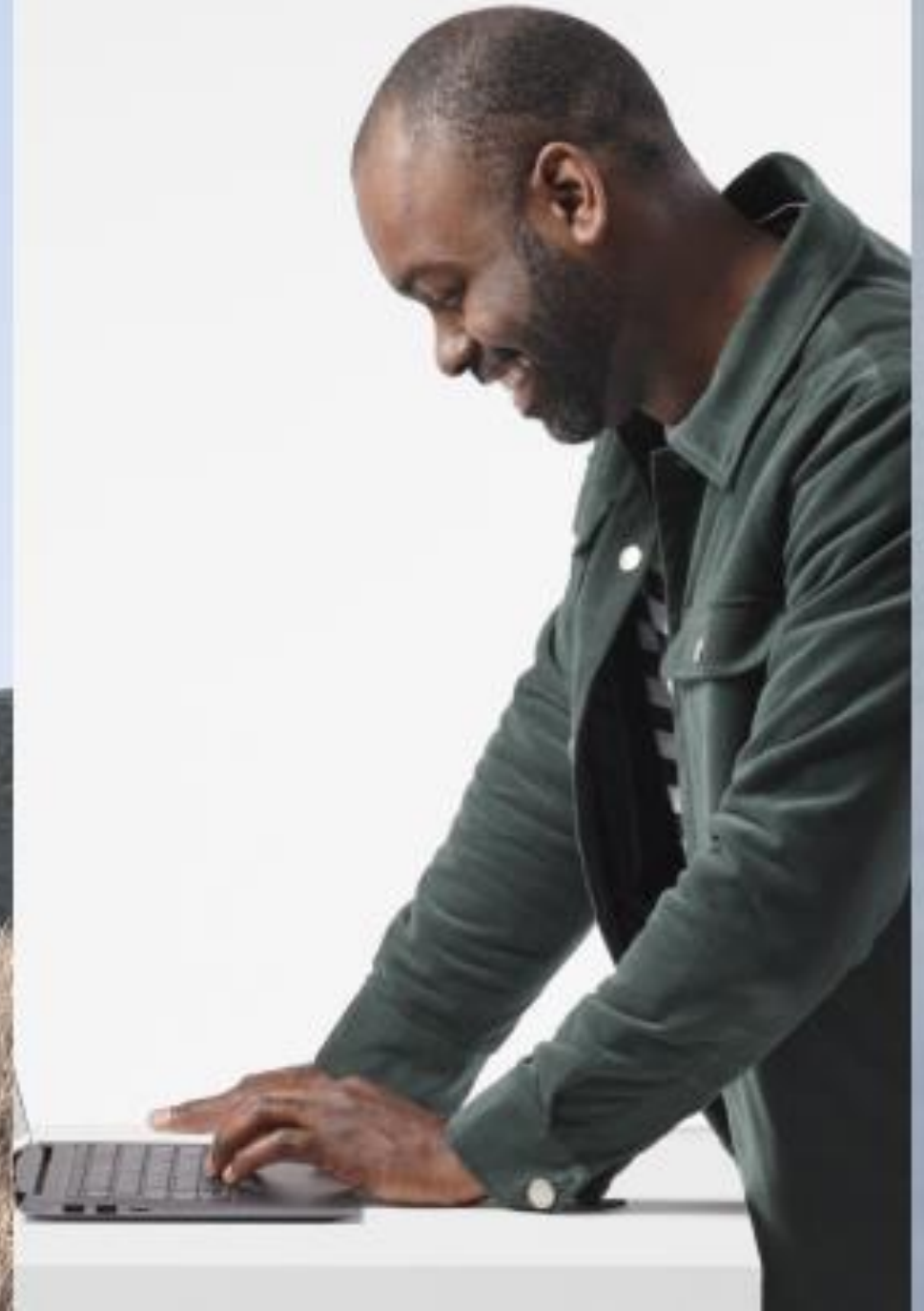
If you choose not to purchase your legacy benefits, you also have the option to purchase a Microsoft Action Pack.

Solutions partner for Infrastructure (Azure)

Requirements & Benefits



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	\$12,000 per year (bulk)	\$24,000 per year (bulk)
	Visual Studio Subscriptions	25 Visual Studio Enterprise subscriptions (no monthly Azure credit)	10 Visual Studio Enterprise subscriptions (no monthly Azure credit)
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	2 Windows IoT 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.

	Underlying data source	Eligible attributions	Threshold	Max points
Performance				30
Net Customer Adds	Azure Health Report	PAL, DPOR, CSP	3	30
Skilling				40
*Intermediate Certifications	Azure Network Engineer Associate ; OR Azure Stack Hub Operator Associate ; OR Windows Server Hybrid Administrator Associate	N/A	5 Unique individuals	20
**Advanced Certifications	Azure Virtual Desktop Specialty ; OR Azure for SAP Workloads Specialty	N/A	5 Unique individuals	20
Customer Success				30
Usage Growth	Azure Health Report	PAL, DPOR, CSP	20%	20
Deployments	Azure Health Report	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 Associate 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 – Azure

- 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 $\geq$ \$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 three [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

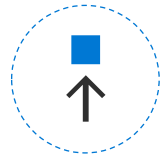


- Requires at least three [Azure Solutions Architect Expert](#) certifications to qualify.
- # of individuals certified with any of the following:
 - [Azure Virtual Desktop Specialty](#); OR
 - [Azure for SAP Workloads Specialty](#)

*All dates and requirements subject to change.

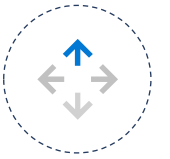
Requirements for Infrastructure (Azure): Customer Success

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

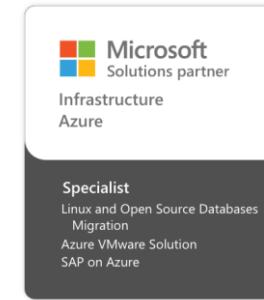
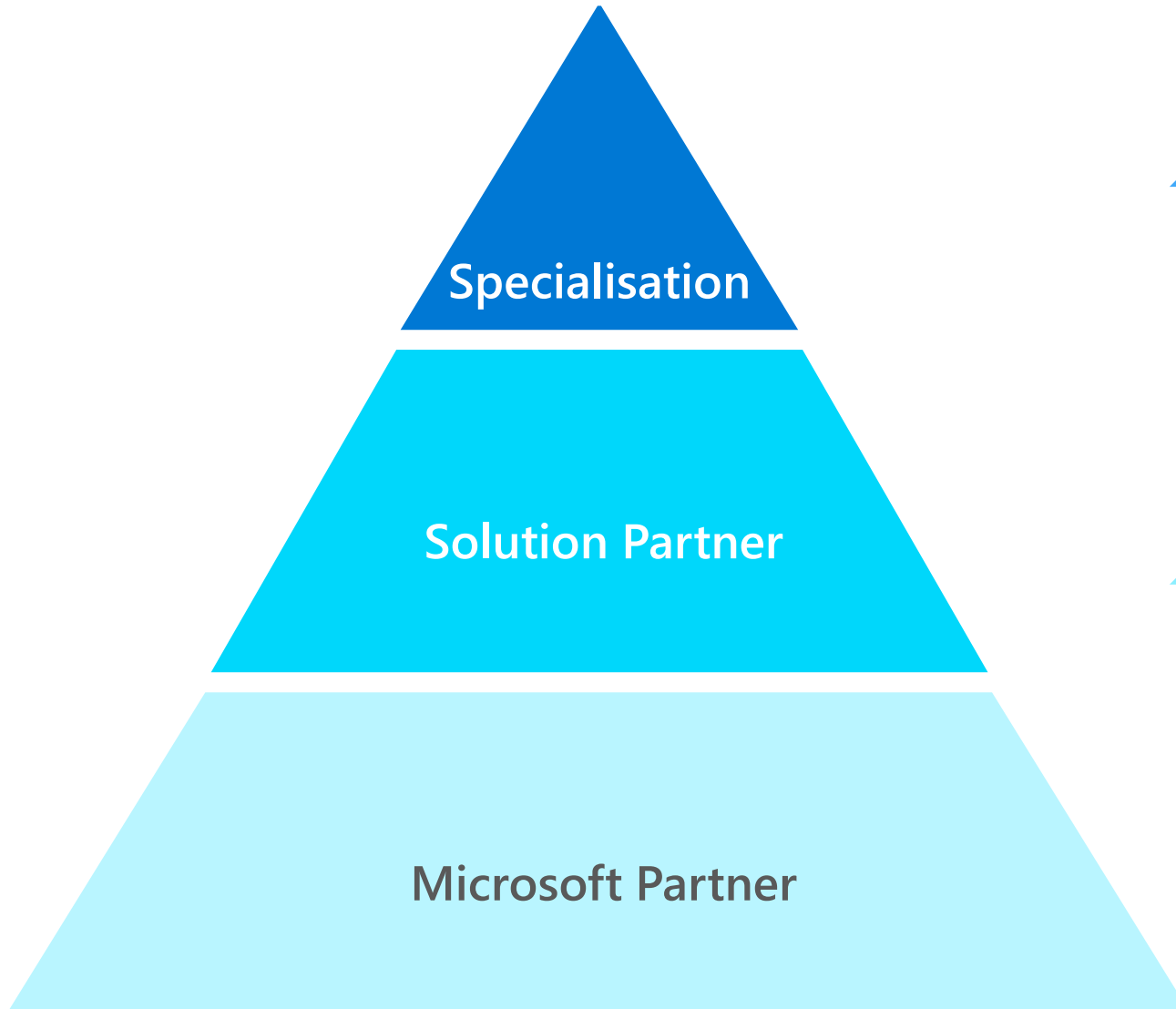
ACR Growth (YoY)



- 20% growth Year over Year
= $\text{ACR today} - \text{ACR from 12 months ago} \div \text{ACR from 12 months ago} \times 100$.
- Requires Min. threshold of \$1K ACR.

*All dates and requirements subject to change.

Partners' Journey



Specialization further validate and differentiate partner's deep technical experience and expertise.

- **Relevant Solution Partner designation**
- **Performance:** This category is measured by the ACR for the required workloads
- **Knowledge:** This category is verified by the number of individuals pass required certifications
- **Audit:** For Azure, your company must pass a third-party audit.

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.

USEFUL RESOURCES

- Link to MCPP Blog for partner : [Microsoft Cloud Partner Program](#)
- CPOR association guide for Microsoft 365 and Dynamics 365 : [Create a customer association - Partner Center | Microsoft Learn](#)
- PAL/DPOR association for Azure : [Link a PartnerID for Azure performance PAL or DPOR - Partner Center | Microsoft Learn](#)