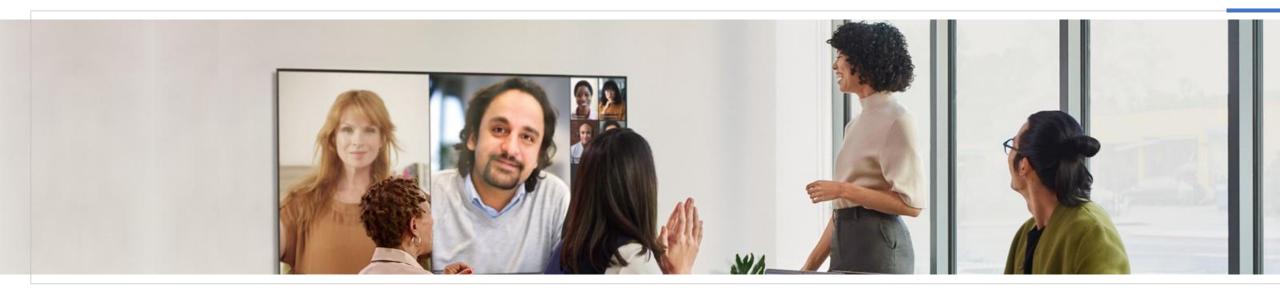


Evolving the Microsoft Partner Network programs



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.

Focusing on customer needs and Partner 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 set of learning partner requirements that holistically measures your organization's capabilities to drive customer success.



Investing in your growth in new ways

We are making investments to help differentiate partners on their customer and solution area reach and quality and have modernized benefits for partners attaining the new program designations.



You have time to prepare

We are providing you with 6+ 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.

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 deep knowledge and expertise.

A solutions partner designation identifies partners with specific capabilities and experiences in high customer demand solution areas. It also rewards partners who deliver training with quality.



Earn one or more

Partners can choose to earn one solutions partner designation, or more, if applicable to your organization.

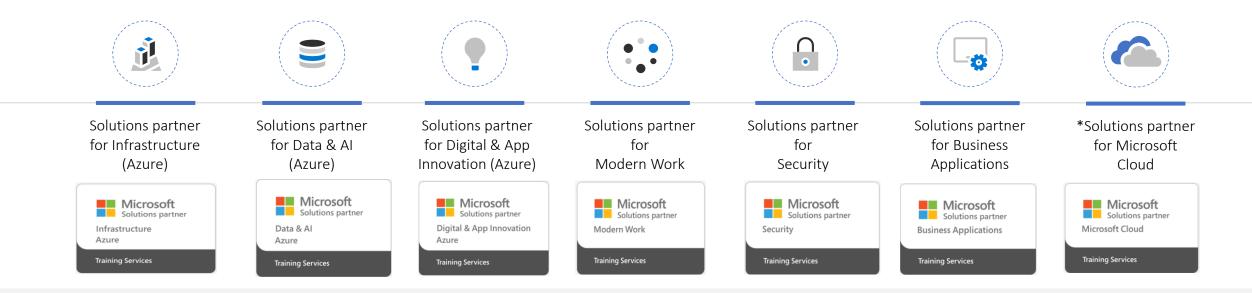
Once you attain a solutions partner designation, subsequent designations can be attained, after requirements are met, with no additional fee.



Opportunity

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

Introducing solutions partner designations



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

Demonstrate your breadth and depth of skills and knowledge and set yourself apart from the competition. Once you attain a solutions partner designation, you can further validate breadth of expertise by earning additional solutions partner designations.

Benefits are aligned to your solutions partner designations including product benefits, go-to-market services, co-sell eligibility, 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 to attain a solutions partner designation

Requirements **Solutions Partner** Business Category & Metrics Benchmark Rules Performance \nearrow **Courseware Completion** 1,000 • Fundamentals Courseware & Exams: 1 unit = 0.5 KPI KPI* **Breadth** Advanced Courseware & Exams: 1 unit = 1 KPI (Courseware / Exams) Max Fundamentals Courseware contribution: 300 KPI Exam Unit Max Fundamentals Exams contribution: No Max # of courseware completions 200 KPI* # of MCP Exams purchased Performance 📻 **Solution Area** # of Surveys Completed • Must earn designation in at least one solution area Depth 200 Infrastructure • Minimum of 200 learner surveys completed via Metrics that Matter (MTM) (MTM Survey) Data & Al • Applicable to Advanced role-based course surveys only 200 Meet at least • Azure categories: Digital and App innovation, Data & Al, and Infrastructure one Digital & App Innov. 200 # of surveys by Solution **Solution Area** Survey completions from May 1, 2022 – October 31, 2022 will count as 2 Area Modern Work 200 completions. Survey completions until May 1, 2022 and from November 1, 2022 will count as 1. Security 200 · Completions count only if associated to an eligible MCT instructor **Business Applications** 200 + Quality Scoring applicable to Advanced role-based course surveys only 4.25 +(Survey) **Survey Response**

Score

Scoring based on 9 selected partner-influenced survey questions

courses including Fundamentals need to leverage MTM

Scores count only if associated to an eligible MCT instructor

While Fundamentals is not included in the benchmark score, all Microsoft

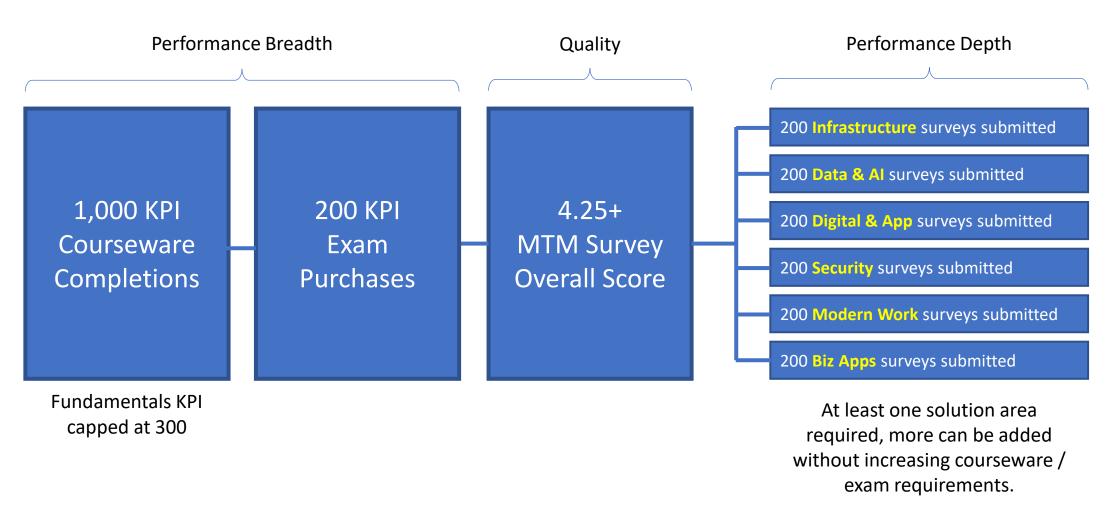
Avg. Training score by

solution area

*KPI = Key Performance Indicator All metrics will continue to be calculated on a rolling 12 completed months of data prior to a partner's anniversary date

Simplified View for Achieving Solution Area Badging

Trailing 12 complete months of data prior to anniversary date



Surveys count 2x May – Oct, 2022

Not Meeting Solution Area KPIs?

Existing Learning Partners using MTM survey can:

Access and deliver free MS Learn
Courseware

Participate in Learning Partner forums, community calls, and events

Publicly promote their ability to provide official Microsoft training

Utilize the Courseware Title Plan

Access Courseware Marketplace for labs, community courses, and Azure passes

Continue leveraging MCTs for public trainings

Access and leverage Microsoft-created marketing resources and files

Free access to Metrics that Matter (MTM) quality survey tool

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.

March 16, 2022

Microsoft announces plan for new

• Last d

Partners begin to plan for program changes

solutions partner designations.

 Partners will have 6+ months' notice before designations are available and existing competencies are no longer available.

September 30, 2022*

 Last day partners can renew legacy competencies. Associated badging will no longer be valid from October, but partners can retain their existing benefits.

Q4 CY2022*

- Solutions partner designations are available to attain.
- Partners will need to meet the required learning partner benchmarks to attain solutions partner designations.
- Benefits associated with legacy competencies continue through the partners' next anniversary date.

^{*}Timeline TBD: All dates and requirements subject to change.

Next steps

- Watch for future updates across comms channels including our monthly Community Call, monthly <u>Learning Partner newsletter</u>, the <u>Learning Partner Community</u>, and our <u>Learning Resources fileshare</u>.
- Register for and leverage the Metrics that Matter (MTM) survey platform for all Microsoft training deliveries
- Encourage your learners to activate their courseware and complete post-training surveys
- Create a plan for incorporating exam vouchers into your student training offering

Reference documents

<u>Microsoft Partner Network Solutions Partner Overview</u>
<u>Learning Partner Program Update</u>

