



**Microsoft AI Cloud Partner Program**  
**Solutions Partner for Business Applications**

Updated: July 18, 2023

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## Microsoft AI Cloud Partner Program

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# Welcome to the Microsoft AI Cloud Partner Program

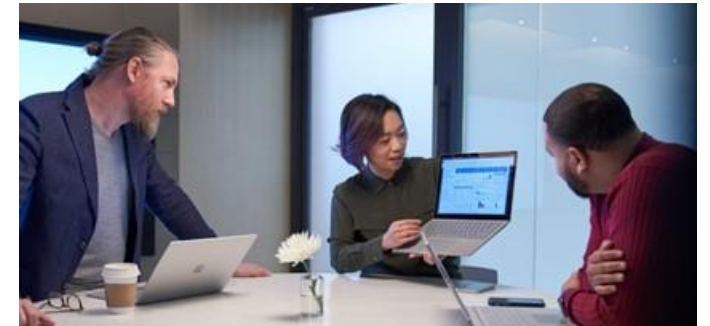


The world and how we work is rapidly changing. The opportunities for Microsoft partners—whether you build and sell services, software solutions, or devices—are significant. The capabilities required by our customers are evolving, and our partner programs are changing to meet that demand.

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

# The Microsoft AI Cloud Partner Program is your foundation for growth and profitability

Our program is a portfolio of tools, resources, and offerings to help you meet evolving customer opportunities, innovate for any cloud scenario on an extensible platform, join a community of partners committed to serving customers, and deliver successful solutions to industries and markets worldwide.



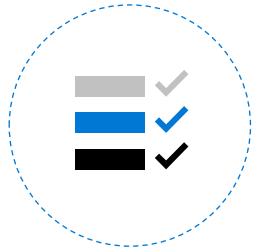
Tap into the largest technology ecosystem

Innovate on the most comprehensive, end-to-end cloud platform

Do business with a partner you can trust

# Focusing on customer needs and your growth

We're providing clear pathways for partners to grow their business, deliver customer success, and invest in their partnership with Microsoft.



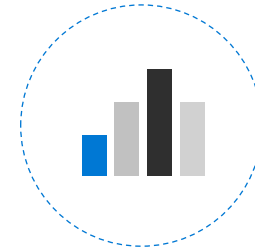
## Simplified partner programs

New **Solutions Partner** designations demonstrate your organization's breadth of capabilities on the Microsoft Cloud. The six solution area designations in market are aligned to where we see customer demand and where partners have the greatest opportunity to scale to meet customer needs.



## Validating partner capabilities to deliver successful outcomes

New **partner capability score** holistically measures your organization's technical capabilities and experience across performance, skilling, and customer success.

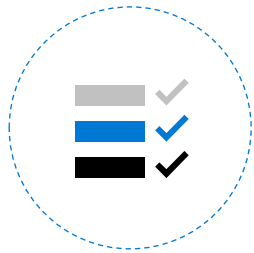


## Investing in partners' profitability

**Program benefits** continue to support you as you grow your business. We are making investments to help encourage business development, increase customer reach, and expand technical skilling and enablement.

# Solutions Partner designations

The Solutions Partner designation is the first opportunity for you to set yourself apart from the competition by demonstrating your organization's breadth of capabilities in solution areas with high customer demand and opportunities to scale.



## Easily identifiable

Customers want to work with partners who have the right skills and capabilities to meet their needs.

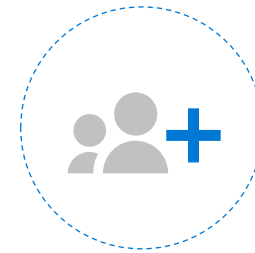
A Solutions Partner designation identifies partners with specific capabilities and experiences in high customer demand solution areas.



## 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're continuing to invest in new designations to differentiate solutions based on partners' technical maturity and customer success.

# Distinguish yourself with Solutions Partner designations



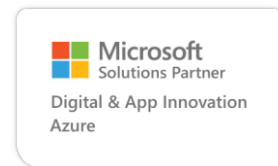
Solutions Partner  
for Business  
Applications



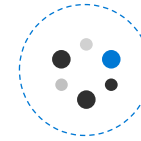
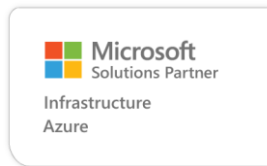
Solutions Partner  
for Data & AI  
(Azure)



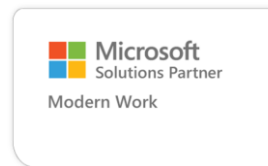
Solutions Partner  
for Digital & App  
Innovation (Azure)



Solutions Partner  
for Infrastructure  
(Azure)



Solutions Partner  
for  
Modern Work



Solutions Partner  
for  
Security



\*Solutions Partner  
for Microsoft  
Cloud



**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.

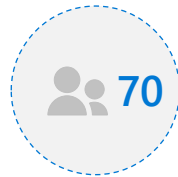
# Holistic measurement through the partner capability score

The Solutions Partner designation has a holistic measurement framework, the partner capability score, which measures your organization's technical capabilities, allowing you to showcase solutions you have delivered to help customers succeed and grow.



## Maintain flexibility

New telemetry-based partner capability score model provides you with flexibility to demonstrate your knowledge, skills, and experience.



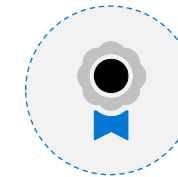
## Validate capability

Demonstrate your organization's capability in 1) performance, 2) skilling, and 3) customer success. Partners need at least 70 points out of a possible 100 points to attain a Solutions Partner designation.



## Track your progress

The partner capability score dashboard in [Partner Center](#) shows how you're tracking towards new designations and where you can take action to increase your score.



## Showcase your expertise

New customer-facing badges help you stand out and market your capabilities once you've attained a designation.



# How to attain a Solutions Partner designation

The partner capability score provides flexibility to demonstrate knowledge, skills, and experience across subcategories of performance, skilling, and customer success.

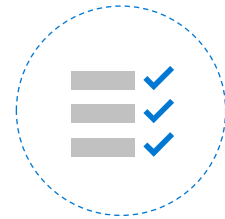
A minimum of **70** points must be earned, with points in each category.

There are **100** points possible in total across categories.



## 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
	Subcategory					
<b>Performance</b>	Net customer adds >> 15pts	Net customer adds >> 30pts	Net customer adds >> 30pts	Net customer adds >> 30pts	Net customer adds >> 20pts	Net customer adds >> 20pts
<b>Skilling</b>	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	
<b>Customer Success</b>	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

Category

# 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.



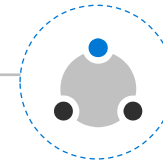
## Encouraging business development

- 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.



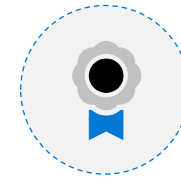
## Prioritization

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.

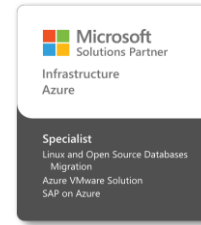


## Showcase your expertise

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

Business Intelligence  
Finance  
Intelligent Automation  
Microsoft Low Code Application Development  
Sales  
Service  
Small and Midsize Business Management  
Supply Chain

## Data & AI (Azure)

AI and Machine Learning on Microsoft Azure  
Analytics on Microsoft Azure  
Build and Modernize AI Apps with Microsoft Azure  
Business Intelligence  
Data Warehouse Migration to Microsoft Azure  
Hybrid Cloud Infrastructure with Microsoft Azure Stack HCI  
Infra and Database Migration to Microsoft Azure  
Kubernetes on Microsoft Azure  
Migrate Enterprise Applications to Microsoft Azure

## Digital & App Innovation (Azure)

AI and Machine Learning on Microsoft Azure  
Build and Modernize AI Apps with Microsoft Azure  
DevOps with GitHub on Microsoft Azure  
Intelligent Automation  
Hybrid Cloud Infrastructure with Microsoft Azure Stack HCI  
Kubernetes on Microsoft Azure  
Microsoft Low Code Application Development  
Migrate Enterprise Applications to Microsoft Azure

## Infrastructure (Azure)

Hybrid Cloud Infrastructure with Microsoft Azure Stack HCI  
Infra and Database Migration to Microsoft Azure  
Microsoft Azure VMware Solution  
Microsoft Azure Virtual Desktop  
Networking Services in Microsoft Azure  
SAP on Microsoft Azure

## Modern Work

Adoption and Change Management  
Calling for Solutions for Microsoft Teams  
Custom Solutions for Microsoft Teams  
Meetings and Meeting Rooms for Microsoft Teams  
Modernize Endpoints  
Teamwork Deployment

## Security

Cloud Security  
Identity and Access Management  
Information Protection and Governance  
Threat Protection



# Solutions Partner for Business Applications

## Benefits & Requirements

# Solutions Partner for Business Applications

As a Solutions Partner for Business Applications, you demonstrate your broad capability to deliver solutions with Dynamics 365 and Power Platform.

Becoming a Solutions Partner for Business Applications 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 Business Applications:

- Cloud Business Applications
- Enterprise Resource Planning (ERP)



\*All dates and requirements subject to change.  
For more information specific to Solutions Partner for Business Applications, [click here](#).



# Benefits for Business Applications

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 Business Applications.

Product Group	Solutions Partner for Business Applications	Business Applications specialization*
Azure Production Credits	-	\$4,500 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)	100 users D365 Finance, HR, Project Ops, Sales, and more 1 tenant D365 Marketing and Customer Insights D365 Partner Sandbox products (all)	25 users D365 Finance, HR, Project Ops, Sales, and more 1 D365 Marketing Attach
Power BI	100 Power BI Premium users	-
Microsoft 365 (M365)	100 M365 E3 users	50 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 1 specialization across all Business Applications 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.

# Partner capability score: Enterprise and SMB paths to attainment

Business Applications recognizes partner organizations who work with customers of all sizes. Partners can attain their Solutions Partner designation badge by qualifying through the Enterprise path or SMB path.

- Your organization is automatically categorized into **one of** the two paths, depending on the number and the size of customers you tend to serve.
- The required criteria for each metric includes **different thresholds** depending on the Enterprise or SMB path for each category of performance, skilling and customer success.
- **Partial points** can be earned in each category, and a minimum of 1 point in each category is needed to reach attainment. There are a total of 100 possible points to earn, while 70 points are required to attain a Solutions Partner designation.
- Regardless of which path partners qualify, a **single Solutions Partner designation badge** and associated benefits is granted upon meeting the criteria.

\*All dates and requirements subject to change.

For more information specific to Solutions Partner for Business Applications, [click here](#).

# Requirements for Business Applications

	Eligible attributions	Threshold (Enterprise path)	Threshold (SMB path)	Max points
<b>Performance</b>				<b>15</b>
Net Customer Adds	<b>D365:</b> CPOR, CSP Tier 1/2, DPOR <b>Power Platform:</b> CPOR, CSP Tier 1/2, DPOR	5 Customer Adds, >\$1,500 Adjusted Revenue	5 Customer Adds, >\$250 Adjusted Revenue	15
<b>Skilling</b>				<b>35</b>
Intermediate Certs	Functional consultants & Developer certifications (see docs for full list)	20 Functional consultants + Devs	5 Functional consultants + Devs	20
Advanced Certs	Solution Architect certifications (see docs for full list)	7 Architects	2 Architects	15
<b>Customer Success</b>				<b>50</b>
Deployments	<b>D365:</b> CPOR, CPOR RevRec, CSP Tier 1/2, DPOR <b>Power Platform &amp; Customer Insights:</b> PAL	5 Production deployments, MIN 10,000 monthly consumption value <sup>1</sup>	5 Production deployments, MIN 5,000 monthly consumption value <sup>1</sup>	20
Usage Growth	<b>D365:</b> CPOR, CPOR RevRec, CSP Tier 1/2, DPOR <b>Power Platform &amp; Customer Insights:</b> PAL	Monthly consumption value <sup>1</sup> growth of 30%+ across all customers (vs baseline >= 50,000)	Monthly consumption value <sup>1</sup> growth of 30%+ across all customers (vs baseline >= 25,000)	30
<b>TOTAL</b>				<b>100</b>
<b>Minimum total points required for Solutions Partner designation</b>				<b>70</b>
<b>Product eligibility</b>	AI BUILDER, BUSINESS CENTRAL, CE BUNDLE, COMMERCE, CUSTOMER INSIGHTS, CUSTOMER SERVICE, CUSTOMER VOICE, F&O BUNDLE, FIELD SERVICE, FINANCE, FRAUD PROTECTION, MARKETING, MIXED REALITY, POWER APPS, POWER AUTOMATE, POWER BI PREMIUM/PRO, POWER VIRTUAL AGENT, PROJECT OPERATIONS, SALES, SUPPLY CHAIN, TALENT/HR			

<sup>1</sup> Monthly consumption value is defined as the workload consumption (monthly active users or capacity) multiplied by the consumption rate. See Monthly Consumption Value slide.

\*All dates and requirements subject to change.

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

# Requirements for Business Applications: Performance

**Net Customer Adds:** The number of net new customers claimed by or associated with a partner for the purpose of driving deployment and/or adoption of Dynamics 365 and Power Platform services in a trailing 12-month period.

## Eligibility path



### Initial requirements:

- **For max points (Enterprise path):**  
5 Customer Adds (current month adjusted revenue >\$1500 and current month partner attached adjusted revenue >\$0)
- **For max points (SMB path):**  
5 Customer Adds (current month adjusted revenue >\$250 and current month partner attached adjusted revenue >\$0)

### This indicator's points are calculated for the Business Applications Solutions Partner designation as follows:

- A customer add is when one of the specified workloads is added, via one or more active subscriptions, to the customer during the trailing twelve-month period
- Net customer adds simply counts the number of eligible workloads in a customer tenant across all active subscriptions in the current month, and subtracts the number of eligible workloads in a customer tenant across all active subscriptions twelve months ago
- The adjusted revenue for the workload, summed up across all the active subscriptions for that workload attached to the partner, must exceed \$1500 for the Enterprise path, and must exceed \$250 for the SMB path.
- Multiple partners can get credit for new workloads under the same customer in the same 12-month period
- Net customers are added across all sales channels
- Partial points can be earned for this metric

\*All dates and requirements subject to change.

For more information about requirements specific to Solutions Partner for Business Applications, [click here](#).

# Requirements for Business Application: Skilling

## Intermediate Certifications

Relevant role-based certifications are listed below

- For max points (Enterprise path): 20 functional consultants + developers
- For max points (SMB path): 5 functional consultants + developers
- Partial points can be earned for this metric
- Individuals will be counted toward points once even if they have multiple certifications in the list below

[Microsoft Certified: Dynamics 365 Finance Functional Consultant Associate](#)

\*[Microsoft Certified: Dynamics 365 Commerce Functional Consultant Associate](#) (will retire June 30, 2023)

[Microsoft Certified: Dynamics 365: Finance and Operations Apps Developer Associate](#)

[Microsoft Certified: Dynamics 365 Supply Chain Management Functional Consultant Associate](#)

\*[Microsoft Certified: Dynamics 365 Supply Chain Management, Manufacturing Functional Consultant Associate](#) (will retire June 30, 2023)

[Microsoft Certified: Dynamics 365 Customer Service Functional Consultant Associate](#)

[Microsoft Certified: Dynamics 365 Sales Functional Consultant Associate](#)

[Microsoft Certified: Dynamics 365 Field Service Functional Consultant Associate](#)

[Microsoft Certified: Dynamics 365 Business Central Functional Consultant Associate](#)

[Microsoft Certified: Dynamics 365 Marketing Functional Consultant Associate](#)

\*[Microsoft Certified: Power Platform App Maker Associate](#) (will be removed from eligibility for intermediate certifications on November 1, 2023)

[Microsoft Certified: Data Analyst Associate](#)

[Microsoft Certified: Power Platform Functional Consultant Associate](#)

[Microsoft Certified: Power Platform Developer Associate](#)

[Microsoft Certified: Customer Data Platform Specialty](#)

[Microsoft Certified: Azure Enterprise Data Analyst Associate](#)

[Microsoft Certified: Power Automate RPA Developer Associate](#)

## Advanced Certifications

Relevant role-based certifications are listed below

- For max points (Enterprise path): 7 architects
- For max points (SMB path): 2 architect
- Partial points can be earned for this metric
- These can be the same or different individuals as the those who earned points for intermediate certifications.
- Individuals will be counted toward points once even if they have multiple certifications in the list below



[Microsoft Certified: Dynamics 365: Finance and Operations Apps Solution Architect Expert](#)

[Microsoft Certified: Power Platform Solution Architect Expert](#)

All dates and requirements subject to change.

For more information about requirements specific to Solutions Partner for Business Applications, [click here](#).

# Monthly consumption value

Business Applications has varied workloads and varied usage units: Monthly active users, profiles, etc. Monthly consumption value (MCV) is used instead of monthly active users to include capacity-based workloads (i.e., Customer Insights) and to include a workload-based weighting using the consumption rate. This rate addresses the differences in expected workload deployment sizes. The calculation ensures that partners of all workloads can reach the point requirements without including a workload-specific threshold.

## Monthly consumption value =

$$\left( \text{Eligible monthly active users/profiles} \right) * \left( \text{Consumption rate} \right)$$

### Note:

This is not a dollar amount, but a weighted calculation based on active customer usage.

### Example

- A Business Central deployment of 10 MAU one month would be 10,000 MCV, given the rate of 1,000.
- A Customer Insights deployment with 50,000 profiles would be 10,000 MCV, given the rate of 0.2.
- Together, these two customers in a customer base would count as 20,000 MCV for the month.
- $(10 \text{ Business Central MAU} * 1000) + (50,000 \text{ Customer Insights profiles} * 0.2) = 20,000 \text{ MCV across the customer base}$

Workload	Consumption Rate	Usage unit
Business Central	1000	MAU
Core HR	1000	MAU
Common data service (Customer Engagement)*	40	MAU
Customer Insights	0.2	Profiles
Finance & Operations*	100	MAU
Guides	1000	MAU
Power Apps	200	MAU
Power Automate	200	MAU
Power BI	200	MAU
Remote Assist	1000	MAU
Retail	100	MAU
Talent Attract	1000	MAU
Talent Onboard	1000	MAU

\* Customer Engagement workload includes usage from Sales, Sales Insights, Customer Service and Field Service

\* Finance & Operations workload includes usage from Finance and Project Operations.

\*All dates and requirements subject to change. Rate card subject to change.

For more information about requirements specific to Solutions Partner for Business Applications, [click here](#).

# Requirements for Business Applications: Customer Success

**Deployments:** The number of net new Dynamics 365 and Power Platform deployments services that cross the usage threshold in a trailing 12-month period from customers claimed by or associated with a partner.

## Eligibility path



### Initial requirements:

- **For max points (Enterprise path):**  
5 production deployments, MIN 10,000 monthly consumption value
- **For max points (SMB path):**  
5 production deployments, MIN 5,000 monthly consumption value

### This indicator's points are calculated for the Solutions Partner for Business Applications designation as follows:

- A **deployment** is when one of the specified workloads crosses the MIN monthly consumption value at the customer during the trailing twelve-month period.
- **New deployments** counts the number of workloads in a customer tenant that have the MIN monthly consumption value in the current month and subtracts the number of workloads in a customer tenant that have the MIN monthly consumption value twelve months ago.
- For **Enterprise path**, each new deployment must cross **10,000** monthly consumption value.
- For **SMB path**, each new deployment must cross **5,000** monthly consumption value.
- For Dynamics 365 workloads this indicator will use association at the **Subscription grain**. For Power Platform and Customer Insights workloads this indicator will use the association at the **resource-level** (not subscription) using the **PAL** association type.
- The resource varies by workload. For Power BI it is a dataset. For Power Apps, it is a production app. For Power Automate, it is a production flow. For Customer Insights, it is Customer Profiles.
- Partial points can be earned for this metric.

\*All dates and requirements subject to change.

For more information about requirements specific to Solutions Partner for Business Applications, [click here](#).

# Requirements for Business Applications: Customer Success

**Usage Growth:** The amount of Dynamics 365 and Power Platform usage and consumption growth in a trailing 12-month period from customers claimed by or associated with a partner.

## Eligibility path



### Initial requirements:

- **For max points (Enterprise path):**  
Monthly consumption value growth of 30%+ across all customers (vs consumption value baseline  $\geq 50,000$ )
- **For max points (SMB path):**  
Monthly consumption value growth of 30%+ across all customers (vs consumption value baseline  $\geq 25,000$ )

### This indicator's points are calculated for the Solutions Partner for Business Applications designation as follows:

Monthly consumption value growth is defined as the growth of consumption (monthly active users or capacity) multiplied by the consumption rate, across all customer tenants over the past 12 months.

- The monthly consumption value growth indicator compares the total monthly consumption value in the current month against a baseline from 12 months ago.
- Monthly consumption value is calculated at the end of every month.
- For the Enterprise path eligibility, partners must have a baseline of at least **50,000** consumption value units across their entire customer base 12 months ago in order to attain any points.
- For the SMB path eligibility, partners must have a baseline of at least **25,000** consumption value units across their entire customer base 12 months ago in order to attain any points.
- Partial points can be earned for this metric, once the minimum baseline of 50,000 monthly consumption value is attained.
- For Dynamics 365 workloads this indicator will use association at the Subscription grain. For Power Platform and Customer Insights workloads this indicator will use the association at the resource-level (not subscription) using the PAL association type.
- The resource varies by workload. For Power BI it is a dataset. For Power Apps it is a production app. For Power Automate it is a production flow. For Customer Insights it is Customer Profiles.

\*All dates and requirements subject to change.

For more information about requirements specific to Solutions Partner for Business Applications, [click here](#).



# Key dates for Solutions Partner designations

## How and when Microsoft partners can attain Solutions Partner designations

### General availability (GA)

October 3, 2022

Legacy competencies and associated badging are no longer in market. Partners are no longer considered or referred to as gold or silver partners. Partners can choose to retain the legacy benefits historically associated to their past competencies.

### At your anniversary date or new enrollment

#### Looking to attain or maintain the Solutions Partner designation(s)?

After meeting all requirements for one or more Solutions Partner designations:

- Enroll or renew in Partner Center
- Activate your Solutions Partner benefits (or select and activate legacy benefits package, if eligible)
- Earn a specialization to access incremental product benefits



#### Not eligible?

For partners who have not met the requirements for a Solutions Partner designation and had a legacy competency on 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.

### Between anniversary dates

#### Eligible for a Solutions Partner designation?

If your organization meets the criteria for Solutions Partner designation, earning 70 points or more:

- Between anniversary dates, partners will receive the designation and badge.
- No change to existing benefits until your anniversary date.
- Attain a second to sixth Solutions Partner designation between anniversary dates and get the incremental benefits for your new designations right away



#### Need more time?

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

- No change to your benefits until your anniversary date.
- At any time, meet the requirements and earn a Solutions Partner designation.

### At your next anniversary date

Same as the last anniversary date

# Next steps



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](#)

[Partner capability score dashboard](#)

[Microsoft partner blog](#)



**Solutions Partner for  
Business Applications**

[Solutions Partner for  
Business Applications 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  
Infrastructure (Azure)**

[Solutions Partner for  
Infrastructure overview page](#)



**Solutions Partner for  
Modern Work**

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



**Solutions Partner for  
Security**

[Solutions Partner for  
Security overview page](#)

