Microsoft AI Cloud Partner Program
Solutions Partner for Security

Updated: July 18, 2023

Contents

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.
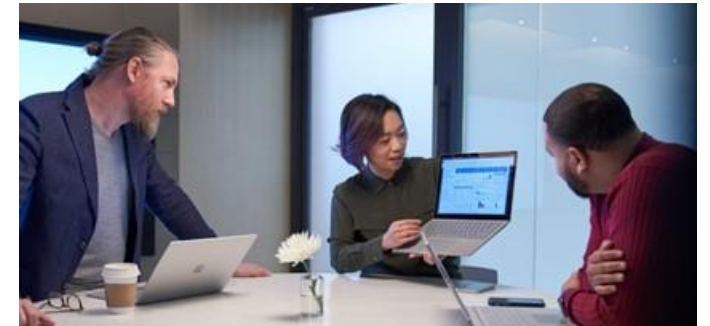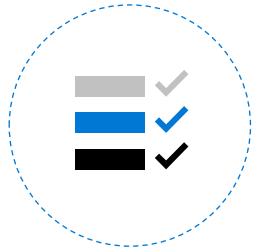

Tap into the largest technology ecosystem

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.
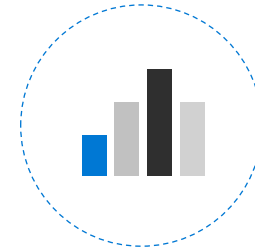
## Investing in partners' profitability

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.
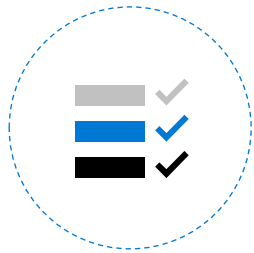
Easily identifiable

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.
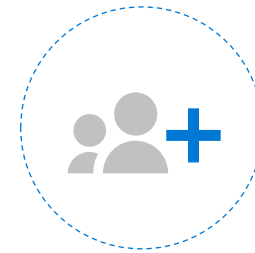
Opportunity

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

Microsoft Solutions Partner
Business Applications

Solutions Partner for Data & AI (Azure)

Microsoft Solutions Partner
Data & AI
Azure

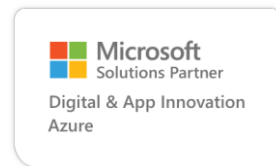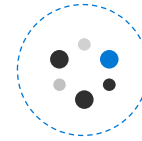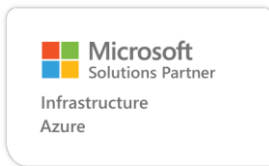**Solutions Partner for Digital & App Innovation (Azure)**

Microsoft Solutions Partner
Digital & App Innovation
Azure

Solutions Partner for Infrastructure (Azure)

Microsoft Solutions Partner
Infrastructure
Azure

Solutions Partner for Modern Work

Microsoft Solutions Partner
Modern Work

Solutions Partner for Security
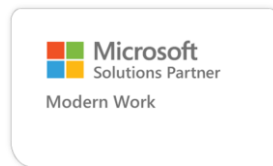
Microsoft Solutions Partner
Security

***Solutions Partner for Microsoft Cloud**

Microsoft Solutions Partner
Microsoft Cloud

Designations aligned to the Microsoft solution areas 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.

Microsoft Solutions Partner
Security

Specialist
Cloud Security
Identity and Access Management
Information Protection and Governance

*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.
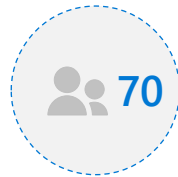
Validate capability

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.
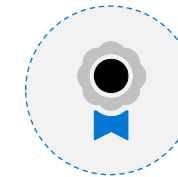
Showcase your expertise

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.
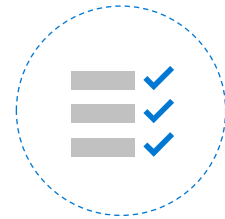
Skilling

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

Category		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					
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
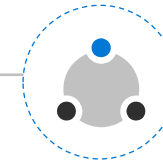
Expanding technical skilling and enablement

- 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.
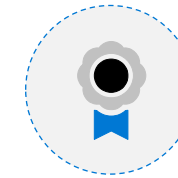
Showcase your expertise

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

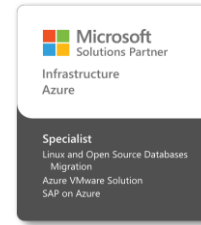| Business Applications	Data & AI (Azure)	Digital & App Innovation (Azure)	Infrastructure (Azure)	Modern Work	Security
Business Intelligence	AI and Machine Learning on Microsoft Azure	AI and Machine Learning on Microsoft Azure	Hybrid Cloud Infrastructure with Microsoft Azure Stack HCI	Adoption and Change Management	Cloud Security
Finance	Analytics on Microsoft Azure	Build and Modernize AI Apps with Microsoft Azure	Infra and Database Migration to Microsoft Azure	Calling for Solutions for Microsoft Teams	Identity and Access Management
Intelligent Automation	Build and Modernize AI Apps with Microsoft Azure	DevOps with GitHub on Microsoft Azure	Microsoft Azure VMware Solution	Custom Solutions for Microsoft Teams	Information Protection and Governance
Microsoft Low Code Application Development	Business Intelligence	Intelligent Automation	Microsoft Azure Virtual Desktop	Meetings and Meeting Rooms for Microsoft Teams	Threat Protection
Sales	Data Warehouse Migration to Microsoft Azure	Hybrid Cloud Infrastructure with Microsoft Azure Stack HCI	Networking Services in Microsoft Azure	Modernize Endpoints	
Service	Hybrid Cloud Infrastructure with Microsoft Azure Stack HCI	Kubernetes on Microsoft Azure	SAP on Microsoft Azure	Teamwork Deployment	
Small and Midsize Business Management	Infra and Database Migration to Microsoft Azure	Microsoft Low Code Application Development			
Supply Chain	Kubernetes on Microsoft Azure	Migrate Enterprise Applications to Microsoft Azure			
	Migrate Enterprise Applications to Microsoft Azure				

Solutions Partner for Security
Benefits & Requirements

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 M365 mobility and Security services to keep enterprise customers secure, compliant, and connected.

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	*Bulk offer delayed – in interim, dev/test credits are provided with Visual Studio Enterprise*	*Bulk offer delayed – in interim, dev/test credits are provided with Visual Studio Enterprise*
Visual Studio Subscriptions	25 Visual Studio Enterprise subscriptions	10 Visual Studio Enterprise subscriptions
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:** • *Microsoft Security Operations Analyst; **OR,** • Microsoft Identity and Access Administrator; **OR,** • Microsoft Information Protection Administrator *Click here to learn more about the prerequisites and certifications that will retire starting on June 30, 2023, and the new prerequisites and certifications that will be available starting on July 1, 2023.	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.
For more information about measurements specific to Solutions Partner for Security, click here.

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.
For more information about requirements specific to Solutions Partner for Security, click here.

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

*Click here to learn more about the prerequisites and certifications that will retire starting on June 30, 2023, and the new prerequisites and certifications that will be available starting on July 1, 2023.

All dates and requirements subject to change.
For more information about requirements specific to Solutions Partner for Security, click here.

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:

  o Below the specified threshold 12 months ago, and

    o 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.
For more information about requirements specific to
Solutions Partner for Security, click here.

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.

*All dates and requirements subject to change.
For more information about requirements specific to Solutions Partner for Security, click here.

Microsoft

Key dates for
Solutions Partner designations

How and when Microsoft partners can attain Solutions Partner designations

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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

**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
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**Solutions Partner for
Security**

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