



Introducing...

SMB paths for Solutions Partner designations

Data & AI (Azure)

Digital & App Innovation (Azure)

Infrastructure (Azure)

Microsoft AI Cloud Partner Program: Levels

Specializations and Expert offerings

Technical certification and attestation

Solutions Partner designations

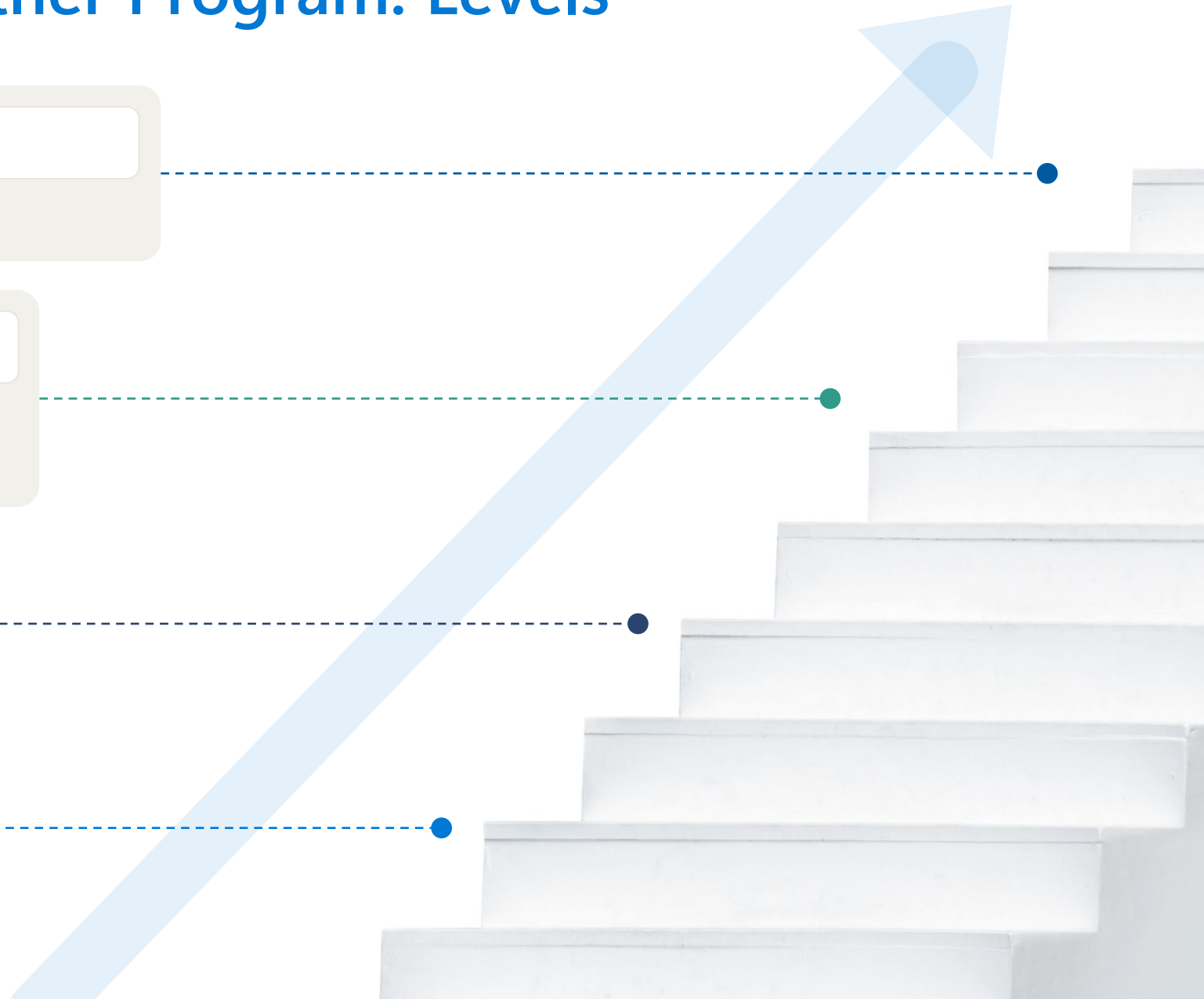
Attained designation and attestation
(Partner capability score)

Partner success

Partner success benefit holders

Membership

All channel partners



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
- 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](#)

Foundation for growth and profitability

[Microsoft AI Cloud Partner Program Training Gallery](#) for full list of resources.

Growth resources



Enablement Resources

Build new technical and sales skills to fund new sales opportunities and routes to market.



GTM Resources

Marketing resources to help you find new customers, or land new solutions with existing customers.



Microsoft MCI Incentive

Differentiate your practice and get paid from the Microsoft MCI incentive.

Solutions Partner designation required*



Azure Migration Offerings

Drive AI and Azure workloads with differentiated incentives.

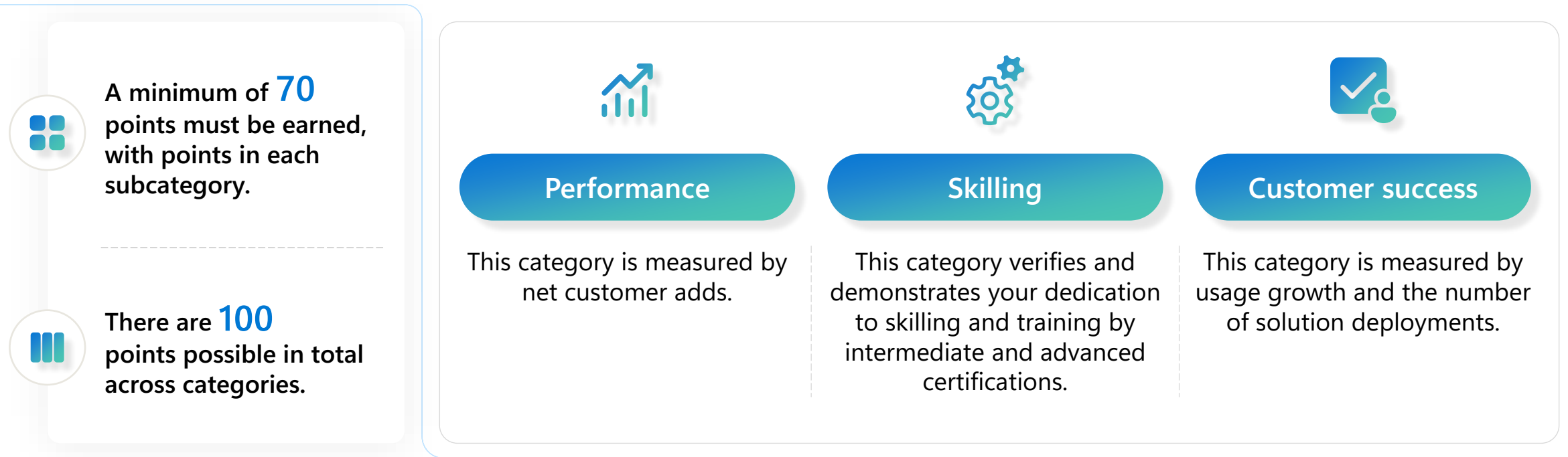
Solutions Partner designation required

Specialization required

*Legacy cloud competency benefit kits are included for eligibility in FY24

How to attain a Solutions Partner designation for solution areas

The partner capability score provides flexibility to demonstrate knowledge, skills, and experience across subcategories of performance, skilling, and customer success. Partners qualify either on an SMB path or an Enterprise path, and must reach 70 points for the path they are on.



Admins can sign in to [Partner Center](#) to see how your organization is progressing towards a Solutions Partner designation today. SMB path details and progress will be available later in 2024.

Understanding the partner capability score

Each solution area 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. The maximum number of points available for each subcategory are the same for SMB and Enterprise paths.

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

Category

Performance

Skilling

Customer Success

#




Represents maximum number of points in that 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					
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 → 20pts	Intermediate Certs → 20pts	Intermediate Certs → 10pts	
	Advanced Certs → 15pts	Intermediate Certs → 40pts	Advanced Certs → 20pts	Advanced Certs → 20pts	Advanced Certs → 15pts	Intermediate Certs → 40pts
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

Introducing: SMB paths for Azure designations






Existing designations

-  Aligned to existing Azure and Security designations
-  Same designation, regardless of the path
-  Same Benefits






One path or the other

-  Either the SMB path or the Enterprise path
-  Single score in Partner Center
-  Specific criteria will qualify for each path





Adjusted requirements

-  Points for smaller net customer adds
-  Fewer prerequisite certifications
-  Points for prerequisite certifications



Updates to deployments

-  Deployments only if they were created in the trailing twelve months
-  Virtual machines now count as eligible deployments

Partner path alignment

Partners qualify either on the SMB or Enterprise path and will see in Partner Center only one score aligned to their path.

Enterprise Path

- ↑ Partners driving more than USD \$1,000,000 in revenue, or
- ⬇ Partners with <USD \$1,000,000 revenue and >20% of customers in the enterprise segment.

Enterprise Path is for partners with significant revenue or a substantial portion of enterprise customers.

SMB Path

- ↓ Partners driving <USD \$1,000,000 in revenue and ≥80% of customers in the SMB/SMC segment.

SMB Path is for partners with lower revenue or predominantly serving SMB/SMC customers.

ACR Trailing 12 months

<

\$1M

≥

\$1M

Customers in SMB/SMC

≥

80%

<

80%

SMB Path

Enterprise

Enterprise

Enterprise

Requirements for Digital & App Innovation and Infrastructure

Three categories make up the framework for Solutions Partner for Digital & App Innovation (Azure) and Infrastructure (Azure): performance, skilling, and customer success. Points are earned through net customer adds, certifications and exams, growth in usage and the number of successful deployed customer solutions. Points are earned incrementally as partners make progress in each subcategory.

Partners will see only one score in Partner Center aligned to their chosen path, simplifying the qualification process.

	Eligible attributions	Maximum contribution (Enterprise path)	Maximum contribution (SMB path)	Max points
Performance				30
Net Customer Adds	PAL, DPOR, CSP	3 net customer adds >USD \$1000 ACR per month	3 customer adds >USD \$500 ACR per month	30
Skilling				40
Intermediate Certifications	Certified professional associated to Partner Center account	5 unique individuals 2 prerequisite certifications*	4 unique individuals 1 prerequisite certifications**	40
Advanced Certifications	Certified professional associated to Partner Center account	5 unique individuals 2 prerequisite certifications*	4 unique individuals 1 prerequisite certifications**	20
Customer Success				30
Usage Growth	PAL, DPOR, CSP	20% ACR growth YoY	20% ACR growth YoY	20
Deployments	PAL, DPOR, CSP	5 new deployments in TTM + Virtual Machines	5 new deployments in TTM + Virtual Machines	10
TOTAL				100
Minimum total points required for Solutions Partner designation				70

*On the Enterprise path, partners must have [prerequisite certifications](#) before points are earned for scoring certifications. No points are earned for prerequisite certifications.

** On the SMB path, partners earn points for the two [prerequisite certifications](#). Prerequisites must still be met in order to earn points for scoring certifications.

All dates and requirements subject to change.

Requirements for Data & AI

Three categories make up the framework for Solutions Partner for Data & AI (Azure): Performance, skilling, and customer success. Points are earned through performance, certifications and exams, growth in usage and the number of successful deployed customer solutions. Points are earned incrementally as partners make progress in each subcategory.

Partners will see only one score in Partner Center aligned to their chosen path, simplifying the qualification process.

	Eligible attributions	Maximum contribution (Enterprise path)	Maximum contribution (SMB path)	Max points
Performance				30
Net Customer Adds	PAL, DPOR, CSP	3 net customer adds >USD \$1000 ACR per month	3 customer adds >USD \$500 ACR per month	30
Skilling				40
Intermediate Certifications	Certified professional associated to Partner Center account	10 unique individuals 4 prerequisite certifications*	8 unique individuals 2 prerequisite certifications**	40
Customer Success				30
Usage Growth	PAL, DPOR, CSP	20% ACR growth YoY	20% ACR growth YoY	20
Deployments	PAL, DPOR, CSP	5 new deployments in TTM	5 new deployments in TTM	10
TOTAL				100
Minimum total points required for Solutions Partner designation				70

*On the Enterprise path, partners must have [prerequisite certifications](#) before points are earned for scoring certifications. No points are earned for prerequisite certifications.

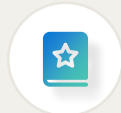
** On the SMB path, partners earn points for the two prerequisite certifications. Prerequisites must still be met in order to earn points for scoring certifications.

*All dates and requirements subject to change. | For more information about measurements specific to Solutions Partner for Data & AI (Azure), [click here](#).

Resources



Assets



Walking decks

- [Data & AI \(Azure\)](#)
- [Digital & App Innovation \(Azure\)](#)
- [Infrastructure \(Azure\)](#)



[FAQ](#)



[Partner Learn docs](#)



Other links



[Training gallery](#)



[Microsoft partner website](#)



[Partner Center Membership](#)



[Partner Center Insights](#)



[Azure Cloud Weeks](#)

Get your teams ready: Cloud Weeks for Partners

Microsoft Azure Cloud Weeks for Partners is a five-day event that helps prepare you for Microsoft advanced role-based certifications. This is one of the best ways to help your organization meet the skilling criteria needed to attain a Solutions Partner designation.



Who is it for?

Technical professionals who are ready to fill their skill gaps in Microsoft solutions and prepare for certification.



When is the next one?

[Azure Cloud Weeks](#)

June 10-14, 2024



Why should you attend?

This modular five-day virtual training includes structured instructor-led training, hands-on labs, exam preparation, and live and offline Q&A, available during the hours that best fit your busy schedule. The pre-recorded sessions include live chat moderation with subject matter experts, ready to answer your questions.

It focuses on the most important aspects of the certification exam curriculum, allowing you to include working billable hours in your day. Other benefits include:

- ✓ Streamlined format that prepares you for certification
- ✓ Keep pace with technical roles and requirements
- ✓ Flexible learning to fit your schedule and working hours
- ✓ Lab resources
- ✓ Pre-recorded sessions presented in English, with captions in 12 languages
- ✓ 3 time zone choices (PST/PDT, GMT/BST, CST)

Learn more:

[Azure](#)

[Biz Apps](#)

[Modern Work](#)

[Security](#)

Call to action



Learn about SMB path and benefits



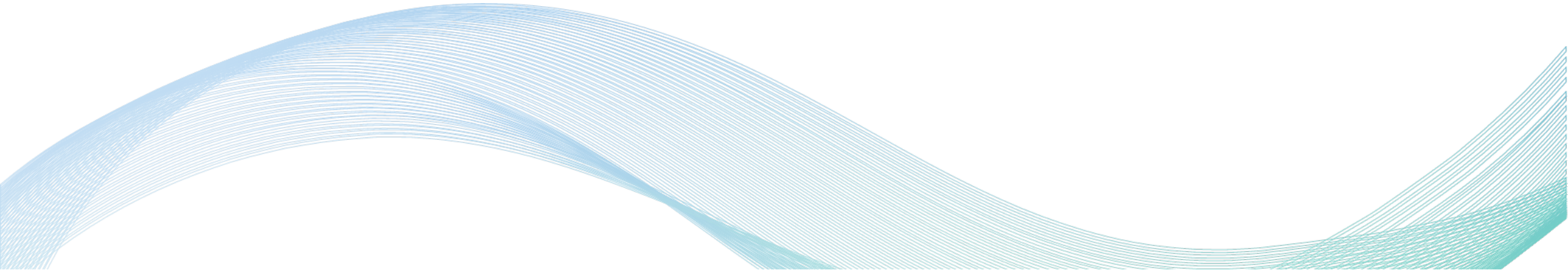
Assess your score



Leverage Cloud Weeks



Attain designations and unlock benefits



Appendix

Requirements for performance

30_{pts}



Net customer adds

The net customer adds subcategory measures the growth of a partner's experience with new customers over time. We look at the number of net customers added over the trailing 12 months. Partners earn 10 points for each incremental net customer add, up to 3 max net customer adds.

Net customer adds is defined as: Contributing customers in the last two months – Contributing customers in same two months last year. Customers will count positively toward the net customer adds score if they had USD \$0 Azure consumed revenue (ACR) in both of the two baseline months (last year) and had ACR above the threshold in any one of the last two months. Customers will count negatively toward net customer adds if they are above the threshold in the baseline months and below the threshold in the last two months. Customers will not count toward net customer adds if they are above the threshold or below the threshold in all considered months.



Enterprise path

Contributing customers = customers with \geq USD \$1,000/month ACR in any one of the last two months and with USD \$0 in both of the baseline months.



SMB path

Contributing customers = customers with \geq USD \$500/month ACR in any one of the last two months and with USD \$0 in both of the baseline months.

Requirements for skilling: Digital & App Innovation, Infrastructure 40pts

Partners must meet the prerequisites before they will earn points for the scoring certifications in each skilling subcategory. The individuals who earn the prerequisite certifications can be the same as or different than the individuals who earn the scoring certifications. However, individuals who earn more than one of the scoring certifications will count only once toward your scoring certifications in each subcategory. Individuals who earn scoring certifications in both intermediate and advanced skilling will be counted for each subcategory.



Enterprise path

- Intermediate certifications
 - Must earn 2 Azure Administrator Associate prerequisite certifications to begin earning scoring certification points. No points are earned for prerequisite certifications.
 - Once prerequisite is met, earn 4 points each for intermediate scoring certifications for up to 5 unique certified individuals
- Advanced certifications
 - Must earn 2 Azure Solution Architect Expert prerequisite certifications to begin earning scoring certification points. No points are earned for prerequisite certifications.
 - Once prerequisite is met, earn 4 points each for advanced scoring certifications for up to 5 unique certified individuals



SMB path

- Intermediate certifications
 - Must earn 1 Azure Administrator Associate prerequisite certification to begin earning scoring certification points, earn 4 points for that prerequisite certification
 - Once prerequisite is met, earn 4 points each for intermediate scoring certifications for up to 4 unique certified individuals
- Advanced certifications
 - Must earn 1 Azure Solution Architect Expert prerequisite certification to begin earning scoring certification points, earn 4 points for that prerequisite certification
 - Once prerequisite is met, earn 4 points each for advanced scoring certifications for up to 4 unique certified individuals

† This certification retired on July 31, 2023. It will remain eligible for partner capability score points through July 2024.

All dates and requirements subject to change. | For more information about measurements specific to Solutions Partner for Infrastructure (Azure), [click here](#).

Requirements for skilling: Data & AI

40pts



Intermediate Certifications

For Data & AI (Azure), skilling points are earned only in the intermediate subcategory. Partners must meet the prerequisites for their path before they will earn points for the scoring certifications. The individuals who earn the prerequisite certifications can be the same as or different than the individuals who earn the scoring certifications. However, individuals who earn more than one of the scoring certifications will count only once toward your scoring certifications.

Prerequisite certifications

- [Azure Administrator Associate](#)
- [Azure Solution Architect Expert](#)

Scoring certifications

- [Azure Database Administrator Associate](#)
- [Azure AI Engineer Associate](#)
- [Azure Data Scientist Associate](#)
- [Azure Data Engineer Associate](#)
- [Data Analyst Associate](#)
- [Customer Data Platform Specialty](#)
- [Azure Cosmos DB Developer Specialty](#)



Enterprise path

- **Prerequisites:** Partners must earn at least 2 Azure Administrator Associate and at least 2 Azure Solution Architect Expert. Prerequisites do not earn points.
- **Scoring certifications:** Once prerequisites are met, partners earn 4 points each for up to 10 unique certified individuals.



SMB path

- **Prerequisites:** Partners must earn 1 Azure Administrator Associate and 1 Azure Solution Architect Expert, and earn 4 points for each.
- **Scoring certifications:** Once prerequisites are met, partners earn 4 points each for up to 8 unique certified individuals.

*All dates and requirements subject to change. | For more information about requirements specific to Solutions Partner for Data & AI (Azure), [click here](#).

Requirements for customer success

30pts

The definitions for both deployments and usage growth are the same for both the Enterprise and SMB paths.



Deployments

10pts

- Deployments are a measurement of a partner's ability to successfully deploy solutions for their customers.
- Eligible deployments are any Service Level 2 Azure service** deployed in the trailing 12 months.
- Earn 2 points per deployment, up to a maximum of 5 deployments and 10 points.

*** All Service Level 2 services will count toward your deployments score except Virtual Machines Licenses*



Usage Growth

20pts

- Usage growth is a measurement of a partner's ability to successfully guide customers as their Azure needs expand year over year.
- Usage growth percentage = $(\text{Total ACR summed across all customers last month} - \text{Total ACR summed across all customers same month last year}) / \text{Total ACR summed across all customers same month last year} \times 100$.
- Each 1% growth in ACR contributes one point, up to a maximum of 20 points.
- Total ACR must be at least USD \$1,000 to qualify for scoring.