

Get Started in the Training Services Partner Ecosystem

How can you get started delivering official Microsoft training courses? This high-level overview provides guidance to get your organization onboarded and growing towards the Solutions Partner for Training Services designation.

Register as a Microsoft Partner



If you haven't already, [be sure to register \(free\)](#) in the Microsoft Cloud Partner Program. This validates your organization and provides you with a Microsoft partner ID that is required for all further steps.

Purchase a Learning Action Pack (LAP)



This is a low-cost, annual benefits package that provides partners with licensing and Azure benefits to start their program journey. Partners who have not attained a Solutions Partner for Training Services designation are required to maintain an active Learning Action Pack (annual purchase). Details around enabling and a list of benefits can be found on the [Get Action Pack page](#).

Note: partner must first acquire the Microsoft Action Pack and convert to the Learning Action Pack after purchase. See details page for more information

Use Official Microsoft Courseware, Labs, and Exams



The Microsoft Learning Partner program uses [Microsoft Learn](#) as the foundation for all trainings. Our partners and trainers then layer their expertise and services to create engaging classroom experiences. Additional resources such as required labs, can be purchased via our Authorized Lab Hosters (ALH's). Discounted Microsoft Certified Professional (MCP) exam vouchers can be purchased via the Pearson Partner Store.

A critical aspect of course delivery is the creation and distribution of learner Achievement Codes. Achievement codes can be redeemed by learners for badging on their individual Microsoft Learn profiles. Partner performance metrics are tied to the redemption of these codes and can be measured over time. Training Services Partners must register for a Microsoft Learn administrator account which enables the creation of these codes. For information on setting up an admin account for Learn please review the [Microsoft Learn Support Resources](#) documentation.

- Accessing labs via ALH [FAQ](#) / Accessing exam vouchers [FAQ](#)

All Microsoft course trainings are required to be delivered by an MCT who has an advanced certification in the solution area topics being taught.

Deliver via Microsoft Certified Trainers (MCTs)



- [MCT Overview](#)

Register for Metrics that Matter (MTM)



Our Training Services Partner designation utilizes a post-training quality survey from our third-party partner, Explorance, as part of tracking partner performance. All partners are required to provide a survey link to every learner that attends their official Microsoft training. The survey associates the learner with your partner organization and the Microsoft Certified Trainer who taught the course.

- [Metrics that Matter information site](#)
- [Register your organization](#)
- Support email: MTMSolutions@explorance.com

Additional Resources



- [Microsoft Training Services Partner Community](#) (forums)
- [Learning Resources](#) (documentation)
 - [Getting Started](#)
 - [Courseware on Microsoft Learn](#)
- Track ecosystem performance via the [Training Services dashboard](#) on Microsoft's Partner Center
- [Partner Marketing Resources](#) (request access)
- Training Services Partner Designation Guidelines (Coming Soon)

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*****End of Document*****