Solutions Partner for Training Services Onboarding & designation overview

Updated March 20, 2024

Solutions Partner designations and Training Services overview

The **Solutions Partner for Training Services designation** is part of the larger [Microsoft AI Cloud Partner Program](#) and requires a validated Microsoft partner account and partner account admin access.

[Solutions Partner designations](#) are anchored on the Microsoft Cloud across six solution areas aligned to how Microsoft goes to market. By attaining Solutions Partner designations, you demonstrate your organization's capabilities in delivering customer training success in the solution areas. Solution areas are how Microsoft goes to market and include:

- Business Applications
- Data & AI (Azure)
- Digital & App Innovation (Azure)
- Infrastructure (Azure)
- Modern Work
- Security

The Solutions Partner for Training Services designation is unique in that the requirements are built specifically for partners whose core service business is skilling learners on Microsoft solution area technologies.

The Training Services designation **does not** leverage the partner capability score requirement of other Solutions Partner designations. Specific requirements for the Training Services designation are outlined in this document.
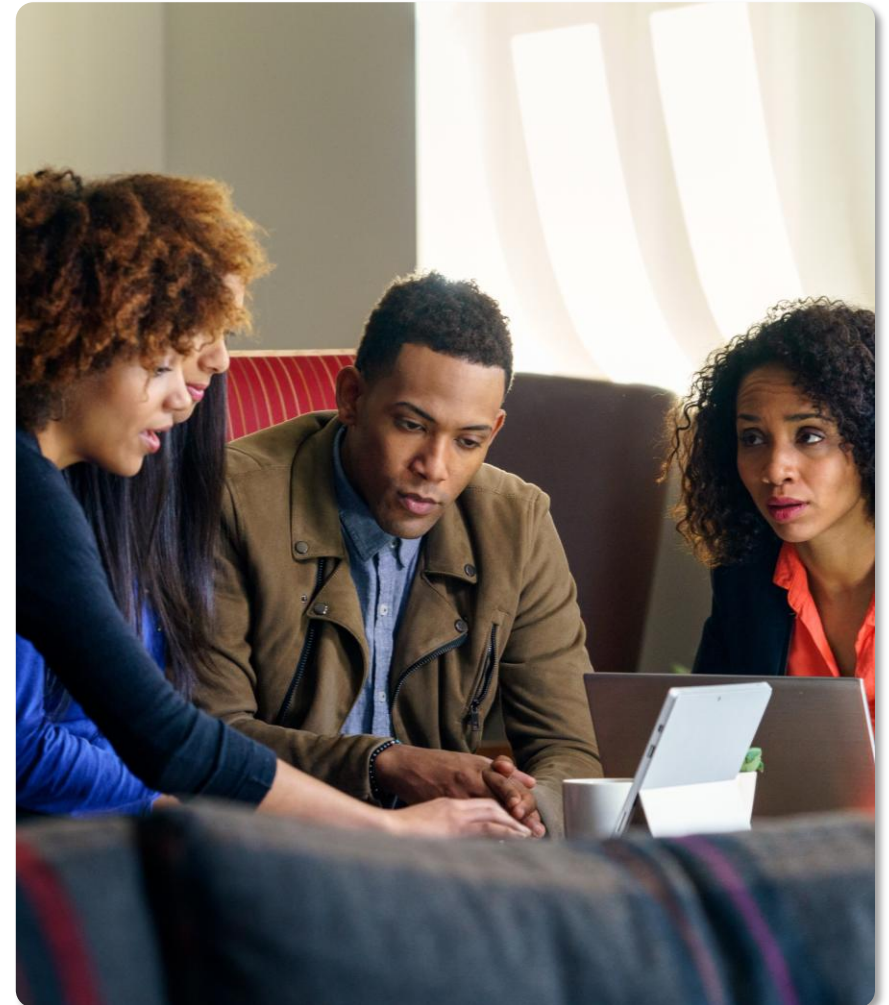
Training Services partner benefits (with and without a designation)

All partners that meet the onboarding requirements are considered Training Services partners and are permitted to deliver official Microsoft training to learners. Additionally, all Training Services partners have access to certain benefits to accelerate their business on day one.

Some important benefits are reserved for organizations that meet high performance requirements and attain a Solutions Partner for Training Services designation.

Training Services partners who have not attained a Solutions Partner for Training Services designation receive:

Access to required Microsoft Certified Trainers (MCTs) to deliver training

May promote business as "official" Microsoft training

Access to free courseware, paid labs, and discounted certification vouchers

Microsoft generated marketing assets

Training Services Partner community calls and forum (community)

Insights into upcoming course releases and retirements

In addition, Training Services partners who have attained a Solutions Partner for Training Services designation receive:
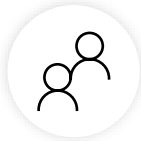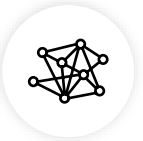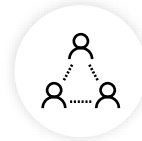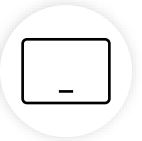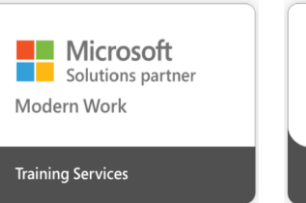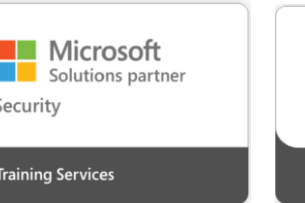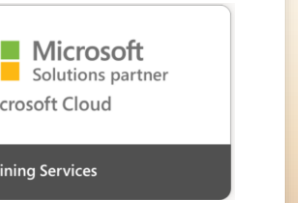
Stackable licensing benefits by solution area

Public-facing solution area badging

Promotion on customer-facing Microsoft partner directories, by solution area

Supplemental Microsoft programs, based on availability and performance

Training Services Designations (badging)

| Solutions partner for Infrastructure (Azure) | Solutions partner for Data & AI (Azure) | Solutions partner for Digital & App Innovation (Azure) | Solutions partner for Modern Work | Solutions partner for Security | Solutions partner for Business Applications | *Solutions partner for Microsoft Cloud |

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.

Training Services Partner Journey

1 Onboard

Start your journey by purchasing a Learning Action Pack and getting set up with required reporting and tracking capabilities.
(see Get Started Overview)

2 Deliver

Use Microsoft content & trainers and grow your official Microsoft training business. Leverage Microsoft-supplied resources & benefits to expand your reach.

3 Achieve

Partners who attain a Solutions Partner for Training Services designation have access to even more benefits including solution area badging, licensing, and promotion.

Onboarding as a Training Services partner

Organizations who meet the following criteria are considered part of the Training Services partner ecosystem and can promote themselves as delivering official Microsoft training.

✓ Register your organization as part of the Microsoft AI Cloud Partner Program

✓ Purchase and maintain an annual membership in the Learning Action Pack (Required for partners who have not attained a Solutions Partner for Training Services designation). Explore Learning Action Pack benefits here.

✓ Use qualified Microsoft Certified Trainers (MCTs) to conduct training

✓ Use courseware on Microsoft Learn

✓ Provide labs for required courses, available from our Authorized Lab Hosters (ALHs)

✓ Acquire Microsoft Certified Professional (MCP) exam vouchers via the Pearson Partner Store

✓ Deliver and promote redemption of achievement code to every learner

✓ Deliver a quality survey to every learner upon course completion (Metrics that Matter)

See our Get Started Overview for additional details

Formula for attaining Solutions Partner for Training Services designation

Solutions Partner for Training Services designation

=

Base Performance
(met across all training)

+

Solution Area Performance
(met per solution area)

Courseware Completions

Exam Unit Purchases

Survey Response Score

Survey Completions

Survey Response Score

- Business rules apply, see next page
- Key Performance Indicators (KPIs) are calculated on previous 12 complete months of performance data
- Progress towards requirements is tracked on the Training Services dashboard on Partner Center (must have partner admin role to view).

Designation benchmarks and business rules (base)

Base performance
Met across (aggregate of) all Microsoft training

1,000 Courseware KPI (measured by achievement code redemptions)	**200 Exam KPI** (measured by partner exam purchases)	**≥ 4.25 Overall Survey Score** (measured by advanced courseware responses)
Fundamentals Courseware: 1 achievement code redeemed = 0.5 KPI	Fundamentals Exams: 1 qty purchased = 0.5 KPI	Long form courses (≥ 3 day) = 1 KPI; Short form course survey (<2 days or less) = .5 KPI
Short form courseware (2 days or less)*: 1 achievement code redeemed = 0.5 KPI	Advanced Exams: 1 qty purchased = 1 KPI	Scoring based on 9 selected partner-influenced survey questions
Long form courseware (3 days or more): 1 achievement code redeemed = 1 KPI	No maximum Fundamentals Exams contribution to KPIs	While Fundamentals is not included in the benchmark score, partners delivering official Microsoft courses, including Fundamentals, are required to provide each learner an individual survey link
Maximum Fundamentals Courseware contribution to overall benchmark: 300 KPI		
See Courseware value tables for specific course KPIs		

* Includes Applied Skills

Designation benchmarks and business rules (solution areas)

Solution area performance
Met per solution area

200 **Business Applications** surveys submitted by learners w/ ≥ 4.25 average score

200 **Data & AI (Azure)** surveys submitted by learners w/ ≥ 4.25 average score

200 **Digital & App Innovation (Azure)** surveys submitted by learners w/ ≥ 4.25 average score

200 **Infrastructure (Azure)** surveys submitted by learners w/ ≥ 4.25 average score

200 **Modern Work** surveys submitted by learners w/ ≥ 4.25 average score

200 **Security** surveys submitted by learners w/ ≥ 4.25 average score

Long form courses (≥ 3 day) = 1 KPI; Short form course survey (<2 days or less) = .5 KPI

Scoring based on 9 selected partner-influenced survey questions

While Fundamentals is not included in the benchmark score, all Microsoft courses including Fundamentals need to leverage MTM

Microsoft

Solutions Partner for Training Services Courseware value tables

Course & exam KPI values (page 1 of 2)

Note: Courses listed are currently active, announced as upcoming releases, or retired in the previous 12 months.

For additional course details, please refer to the latest Courseware Title Plan on the Learning Resources site.

Fundamentals and Advanced Role-based (ARB)

ID	Title	KPI	Area
AI-050	Develop Generative AI Solutions with Azure OpenAI Service	0.5	Data & AI
AI-102	Designing and Implementing a Microsoft Azure AI Solution	1	Data & AI
AI-900	Microsoft Azure AI Fundamentals	0.5	Data & AI
AZ-040	Automating Administration with PowerShell	1	Infrastructure
AZ-104	Microsoft Azure Administrator	1	Infrastructure
AZ-120	Planning and Deploying SAP on Azure	1	Infrastructure
AZ-140	Configuring and Operating Microsoft Azure Virtual Desktop	1	Infrastructure
AZ-204	Developing Solutions for Microsoft Azure	1	Dig. App Innov.
AZ-220	Microsoft Azure IoT Developer	1	Dig. App Innov.
AZ-305	Designing Microsoft Azure Infrastructure Solutions	1	Infrastructure
AZ-400	Designing and Implementing Microsoft DevOps solutions	1	Dig. App Innov.
AZ-500	Microsoft Azure Security Technologies	1	Security
AZ-600	Configuring and Operating a Hybrid Cloud with Microsoft Azure Stack Hub	1	Infrastructure
AZ-700	Designing and Implementing Microsoft Azure Networking Solutions	1	Infrastructure
AZ-720	Azure Support Engineer Troubleshooting Azure Connectivity	1	Infrastructure
AZ-800	Administering Windows Server Hybrid Core Infrastructure	1	Infrastructure
AZ-801	Configuring Windows Server Hybrid Advanced Services	1	Infrastructure
AZ-900	Microsoft Azure Fundamentals	0.5	Infrastructure
DP-050	Migrate SQL workloads to Azure	0.5	Data & AI
DP-060	Migrate NoSQL workloads to Azure Cosmos DB	0.5	Data & AI
DP-070	Migrate Open Source Data Workloads to Azure	0.5	Data & AI
DP-080	Querying Data with Microsoft Transact-SQL	0.5	Data & AI
DP-090	Implementing a Machine Learning Solution with Microsoft Azure Databricks	0.5	Data & AI
DP-100T01	Designing and implementing a data science solution on Azure	1	Data & AI
DP-203T00	Data Engineering on Microsoft Azure	1	Data & AI
DP-300T00	Administering Microsoft Azure SQL Solutions	1	Data & AI
DP-420T00	Designing and Implementing Cloud-Native Applications Using Microsoft Azure Cosmos DB	1	Data & AI
DP-500T00	Designing and Implementing Enterprise-Scale Analytics Solutions Using Microsoft Azure and Microsoft Power BI	1	Data & AI
DP-601T00	Implementing a Lakehouse with Microsoft Fabric	0.5	Data & AI
DP-900T00	Microsoft Azure Data Fundamentals	0.5	Data & AI

Fundamentals and Advanced Role-based (ARB) continued

ID	Title	KPI	Area
IC-001T00	IC-001T00: Microsoft Cloud for Healthcare	1	N/A
IC-002T00	IC-002T00: Microsoft Cloud for Sustainability	0.5	N/A
MB-210	Microsoft Dynamics 365 Sales	0.5	Bus. Apps.
MB-220	Dynamics 365 Customer Insights – Journeys	1	Bus. Apps.
MB-230	Microsoft Dynamics 365 Customer Service	1	Bus. Apps.
MB-240	Microsoft Dynamics 365 Field Service	1	Bus. Apps.
MB-260	Microsoft Customer Insights – Data Specialty	1	Bus. Apps.
MB-300	Microsoft Dynamics 365: Core Finance and Operations	0.5	Bus. Apps.
MB-310	Microsoft Dynamics 365 Finance	1	Bus. Apps.
MB-320	Microsoft Dynamics 365 Supply Chain Management, Manufacturing	1	Bus. Apps.
MB-330	Microsoft Dynamics 365 Supply Chain Management	1	Bus. Apps.
MB-335	Microsoft Dynamics 365 Supply Chain Management, Expert	1	Bus. Apps.
MB-500	Microsoft Dynamics 365: Finance and Operations Apps Developer	1	Bus. Apps.
MB-700	Microsoft Dynamics 365: Finance and Operations Apps Solution Architect	1	Bus. Apps.
MB-800	Microsoft Dynamics 365 Business Central Functional Consultant	1	Bus. Apps.
MB-910	Microsoft Dynamics 365 Fundamentals (CRM)	0.5	Bus. Apps.
MB-920	Microsoft Dynamics 365 Fundamentals (ERP)	0.5	Bus. Apps.
MD-100	Windows Client	1	Modern Work
MD-101	Managing Modern Desktops	1	Modern Work
MD-102	Microsoft 365 Endpoint Administrator	1	Modern Work
MS-012	Microsoft 365 Copilot for Administrators	0.5	Modern Work
MS-080	Employee Experience Platform Specialist	0.5	Modern Work
MS-100	Microsoft 365 Identity and Services	1	Modern Work
MS-101	Microsoft 365 Mobility and Security	1	Modern Work
MS-102	Microsoft 365 Administrator	1	Modern Work
MS-203	Microsoft 365 Messaging	1	Modern Work
MS-220	Troubleshoot Microsoft Exchange Online	1	Modern Work
MS-500	Microsoft 365 Security Administration	1	Security
MS-600	Building Applications and Solutions with Microsoft 365 Core Services	1	Modern Work
MS-700	Managing Microsoft Teams	1	Modern Work
MS-720	Microsoft Teams Voice Engineer	1	Modern Work
MS-721	Collaboration Communications Systems Engineer	1	Modern Work
MS-740	Troubleshooting Microsoft Teams	1	Modern Work
MS-900	Microsoft 365 Fundamentals	0.5	Modern Work

Course & exam KPI values (page 2 of 2)

Fundamentals and Advanced Role-based (ARB) continued

ID	Title	KPI	Area
PL-100T00	Microsoft Power Platform App Maker	1	Bus. Apps.
PL-200T00	Microsoft Power Platform Functional Consultant	1	Bus. Apps.
PL-300T00	Microsoft Power BI Data Analyst	1	Data & AI
PL-400T00	Microsoft Power Platform Developer	1	Bus. Apps.
PL-500T00	Microsoft Power Automate RPA Developer	1	Bus. Apps.
PL-600T00	Microsoft Power Platform Solution Architect	1	Bus. Apps.
PL-900T00	Microsoft Power Platform Fundamentals	0.5	Bus. Apps.
SC-100T00	Microsoft Cybersecurity Architect	1	Security
SC-200T00	Microsoft Security Operations Analyst	1	Security
SC-300T00	Microsoft Identity and Access Administrator	1	Security
SC-400T00	Administering Information Protection and Compliance in Microsoft 365	1	Security
SC-900T00	Microsoft Security, Compliance, and Identity Fundamentals	0.5	Security

Applied Skills Credentials (Availability TBD)

ID	Title	KPI	Area
AI-3002	Create document intelligence solutions with Azure AI Document Intelligence	0.5	Data & AI
AI-3003	Build a natural language processing solution with Azure AI Services	0.5	Data & AI
AI-3004	Build an Azure AI Vision solution with Azure AI services	0.5	Data & AI
AZ-1001	Deploy and manage containers using Azure Kubernetes Service	0.5	Infrastructure
AZ-1002	Configure secure access to your workloads using networking with Azure Virtual Network	0.5	Infrastructure
AZ-1003	Secure storage for Azure Files and Azure Blob Storage	0.5	Infrastructure
AZ-1004	Deploy and configure Azure Monitor	0.5	Infrastructure
AZ-2001	Implement security through a pipeline using Azure DevOps	0.5	Dig. App Innov.
AZ-2002	Develop an ASP.NET Core web app that consumes an API	0.5	Dig. App Innov.
DP-3001	Migrate SQL Server workload to Azure SQL Database	0.5	Data & AI
PL-7001	Create and Manage Canvas Apps with Power Apps	0.5	Bus. Apps.
PL-7002	Create and Manage Automated Processes by using Power Automate	0.5	Bus. Apps.
SC-5001	Configure SIEM security operations using Microsoft Sentinel	0.5	Security
SC-5002	Secure Azure services and workloads with Microsoft Defender for Cloud regulatory compliance controls	0.5	Security

Microsoft Certified Professional Exams

ID	Title	KPI
A85-04151	Exam Voucher (w/o retake)	1
A85-04343	Exam Voucher + Retake	1
A85-04428	ARB SKU (Cert Trial)	1
A85-04430	ARB SKU (Cert Trial Campaign)	1
PPM-00001	Fundamentals Exam Voucher	0.5

Designation milestones

November 2023

Training Services partner data live in Partner Center

- Performance KPI counts compared to designation benchmarks

April 2024

Full Solutions Partner for Training Services designation launch in Partner Center including:

- Designation transactions

- Designation badges

- New licensing benefits

- Designation partner discoverability (May 2024)

FY25 and beyond

Review and refinement of performance metrics, eligible courseware, and partner experience on Partner Center.

All dates and requirements subject to change.

Designation and product support

	Courseware support	**Community questions**	**Partner account support**
Support channel use	Technical issues specific to a course, achievement code, or Microsoft Learn	Product availability, general questions regarding designation or related programs.	Microsoft Partner membership, benefits, and dashboards
Example scenario	"AZ-305 is missing a module." -OR- "We are having a problem requesting Achievement Codes"	"When will MS-102 be available?"	"I am unable to renew my membership."
Access	https://aka.ms/ILTSupport	https://aka.ms/TSPCom	https://partner.microsoft.com/support

Additional resources

Designation & partner program membership

- Monthly Community Calls
- Marketing assets
- Learning Resources
- Solutions Partner Benefits / FAQ
- Training Services partner dashboard (Partner Center)

Labs
(Authorized Lab Hosters)

- Authorized Lab Hoster FAQ
- Support alias: see FAQ for ALH contacts

Certification exam vouchers
(Pearson Partner Store)

- Pearson Partner Store FAQ
- Pearson Partner Store Registration
- Support alias: mspartnersupport@pearson.com

Quality surveys
(Metrics that Matter)

- Metrics that Matter Documents
- Get Started in Metrics that Matter
- Support alias: support@explorance.com

Top of dashboard

Microsoft Partner Center

Search

Partner center tools > Prose

Software
Developer tools
Technical support and consultation
Technical pre-sales and deployment
Marketing benefits

Solutions partner

Overview
Business applications
Data & AI
Digital & app innovation
Infrastructure
Modern work
Security
Training Services Partner

Insights

CPP Insights

Customers

Membership | Training Services Partner

ⓘ Data for courseware completions, exam unit purchases and average response score is refreshed monthly.

Overview

The Training Services Partner Program caters to partners with expertise in providing comprehensive technical training on Microsoft technologies. For information about the program's benchmarks, criteria, enrollment pro benefits, and how to join, please click here ↗

Qualification criteria

1. To qualify for the solutions partner designation your organization must meet the base criteria in three categories: Courseware completions, Exam unit purchases, and Average survey score. Performance data is calculated rolling 12 complete months.
2. Additionally, your organization must meet 1 or more solution area requirements, consisting of survey completions and a minimum average survey score of 4.25.
3. For program qualification details, please visit Get Started ↗

| Qualification for Training Services | = | Meet base criteria | + | Qualify any one of Solution area |

Overall qualification status ⊘ Qualified

1. Base criteria Qualified

6924.0 / 1000
⊘ Qualified
Courseware completions
Total number of courseware completions in the past 12 months.
View details

5209.0 / 200
⊘ Qualified
Exam unit purchases
Total number of exam unit purchases in the past 12 months.
View details

4.52 / 4.25
Advanced role based
⊘ Qualified
Average response score
Average survey score from advanced courseware deliveries, across all Microsoft solution areas in the past 12 months.
View details

Overview, explanations, and links

TSP Menu down near the bottom of the navigation.

Scores for base criteria

Bottom of dashboard

Scores for solution areas

Locations

Users

Customers

Security Alerts

Security Requirements

MFA Statistics

MPN Programs

Programs

Marketplace Rewards

MPN program templatizer

Enrollments pending qualification

MPN & CSP

Azure expert MSP

SAP on Microsoft Azure

2. Solution areas

Summary   Business Applications   Data & AI   Digital & App Innovation   Infrastructure   Security   Modern work

Business Applications	✓ Qualified
Survey completions	Average response score
343 /200 pts	4.48 /4.25
View details	

Data & AI	✓ Qualified
Survey completions	Average response score
792 /200 pts	4.52 /4.25
View details	

Digital & App Innovation	✓ Qualified
Survey completions	Average response score
284 /200 pts	4.51 /4.25
View details	

Infrastructure	✓ Qualified
Survey completions	Average response score
2158 /200 pts	4.52 /4.25
View details	

Security	✓ Qualified
Survey completions	Average response score
795 /200 pts	4.49 /4.25
View details	

Modern work	✓ Qualified
Survey completions	Average response score
1105 /200 pts	4.55 /4.25
View details	

Details: courseware completions

Clicking "View Details" for each of the 3 Base Criteria shows score calculation, excel download button, and resource links (not pictured).

Thank you for being a valued Microsoft partner.