



Playbook

# Microsoft Cloud Partner Program



# Evolving in a challenging market

Customers today are demanding more – it's a challenging market and they need consistent and deep expertise to continue their digital transformation. They're looking for effective partners that have the right skills and capabilities end to end.

We've launched the Microsoft Cloud Partner Program to give partners the skills, resources and access to the latest tech to evolve their competencies and stand out in the most competitive marketplace to date.

The program centers on the core capabilities our customers have been most vocal on: performance, advance technical skills and success for their business.

## Tip

Learn about Microsoft Commercial Marketplace [here](#)

## Insights from IDC Study 'Microsoft Ecosystem Value: Partner Paths to Profitability and Growth'

In its European research into the Microsoft ecosystem value, IDC has uncovered the growth benefits a Microsoft partnership can bring to partners.



### For every \$1 of Microsoft revenue:

Services-led partners in Europe make \$5.75  
Software-led partners in Europe make \$7.86  
Resale-led partners in Europe make \$2.21 in economic value.



Partners that derive at least 75% of their revenue from Microsoft-related activities have the highest profitability, with an **average gross margin of 30%**.



**29% revenue growth** expected in 2022 for European partners who invest more than 10% of their revenue in developing IP.

IDC eBook, Sponsored by Microsoft, Microsoft Ecosystem Value: Partners Paths to profitability and Growth, (Doc. #EUR149732822, October 2022)



"For every €1 of Microsoft products or services we sell, **we see a €6 to €7 opportunity** for Verne's own products and services on top of that."

**Antonio Soto, Director, Verne Tech, Spain**




# What the new Microsoft Cloud Partner Program means for you





## Action

Review this playbook and supporting materials to understand the new Solution Partner Designations and what you need to do to achieve them.




### What's different about the new program?

-  We're evolving the Microsoft Partner Network (MPN), streamlining the 19 Silver and Gold competencies into **six simplified Solution Partner Designations** aligned to how Microsoft goes to market. There is a seventh for partners attaining all six individual solution areas: Microsoft Cloud.
-  Simplified Specializations, moving away from Advanced Specializations.
-  The simplicity of Designations and how they shift to Specializations aims to give partners a stronger differentiation for their capabilities with customers. The Gold vs Silver vs. Advanced Specialization and later vs. MSP competency mix created confusion for customers looking for help over time.

### What does the new program mean for my business?

-  To attain the new Solutions Partner Designations, partners will need to demonstrate their organization's capability in Performance, Skilling and Customer Success. For Modern Work and Business Applications, we are also introducing Enterprise and SMB paths.
-  These are measured through our new **Partner Capability Score** and can be accessed in your Partner Dashboard in Partner Center.
-  These Designations help showcase your organization's capabilities to customers, helping you stand out as customers have a clear view of which partners are a good fit for their needs.

### What happens to my existing benefits?

-  We're not removing benefits partners receive today. However, we will provide more investments to partners who meet the Designations – they will have access to more benefits, more Azure credits, additional product licenses to build, test, demo, pilot, and create proof of concepts to showcase and sell solutions to customers, and cloud service subscriptions that are most relevant in market today.
-  We also understand change takes time: qualifying requirements for our Co-Sell programs and incentives will not change this year but, in the future, the program will be the access point to them.
-  Partners still remain our partners regardless of their Designation, and so we're always going to look for ways to support them through any evolutions that are happening with us and in the market.



Moving from  
Silver and Gold  
competencies  
to Solutions  
Partner Designations

# The new Solutions Partner Designations

Our Solutions Partner Designations are anchored on the Microsoft Cloud in six solution areas aligned to how Microsoft goes to market. This new model provides two qualifying levels:

- **The Solutions Partner level** is a Designation that is based on meeting specific requirements across what we call the partner capability score for each solution area.
- **Specializations and expert programs** will give solutions partners a way to differentiate their organizations and demonstrate deep technical expertise and experience in specific technical scenarios under each solution area.



Customer-facing badge that clearly differentiates partners from their competition and lead-sharing opportunities.

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EXPLORE

## Membership

First step to accessing Microsoft Cloud Partner Program and free marketing resources.



BUILD

## Microsoft Action Pack

Access to hands-on Microsoft tech, support, and marketing tools.



EXECUTE  
& SELL

## Solutions Partner

Demonstrate your organization's broad services-solution capabilities aligned to customer needs and the Microsoft Cloud.



DIFFERENTIATE  
& SELL

## Specializations

Further differentiate your organization's deep expertise in specific technical scenarios aligned to the Microsoft Cloud.

[Learn more](#)

## Expert MSP program

Demonstrate your organization's deep expertise providing managed services across the end-to-end lifecycle for Azure customers.

[Learn more](#)



# How legacy competencies map to the new Designations

## Legacy Competencies

- Cloud Platform
- Data Center

- App Integration
- Data Analytics
- Data Platform

- Application Development
- App Integration
- DevOps

- Cloud Productivity
- Collaboration
- Communications
- Messaging
- Small and Midmarket Cloud Solutions
- Windows and Devices

- Enterprise Mobility Management
- Security

- Cloud Business Applications
- Enterprise Resource Planning (ERP)
- Project Portfolio Management

## Solutions Partner Designations

> **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 Application**

**Specialized and expert programs**

# How to attain Designations

To attain a Solutions Partner Designation, you need to earn at least 70 points within a subcategory – **performance**, **skilling**, **customer success** – out of the available 100 points. You must have more than 0 points in the other subcategories within that Designation.

Each of the three categories has metrics with various **weights** and **thresholds**. When you reach a metric's threshold, you receive the maximum weighted points for that metric. You get partial points for any progress on that metric.



## Action

Go to the one-stop-shop [Training Gallery](#) to ramp up on all things Solutions Partner Designations. Appoint a sponsor within your company to track progress across all solution Designations you are working on.

70+ pts With >0 points for each metric meets requirements for Solution partner	Solution Partner for Business Applications	Solution Partner for Modern Work	Solution Partner for Security	Solution Partner for Infrastructure, Data & AI and Digital & App Innovation (Azure)
<b>Performance</b>	Net customer adds <b>15 pts</b>	Net customer adds <b>20 pts</b>	Net customer adds <b>20 pts</b>	Net customer adds <b>30 pts</b>
<b>Skilling</b>	Intermediate Certs <b>20 pts</b>	Intermediate Certs <b>10 pts</b>	Intermediate Certs <b>20 pts</b>	Intermediate Certs <b>20 pts</b>
	Advanced Certs <b>15 pts</b>	Advanced Certs <b>15 pts</b>	Advanced Certs <b>20 pts</b>	Advanced Certs <b>20 pts</b>
<b>Customer success</b>	Usage Growth <b>30 pts</b>	Usage Growth <b>30 pts</b>	Usage Growth <b>20 pts</b>	Usage Growth <b>20 pts</b>
	Deployments <b>20 pts</b>	Deployments <b>25 pts</b>	Deployments <b>20 pts</b>	Deployments <b>10 pts</b>

## Tip

Scoring points across all categories is not a one-time effort. Keep track month-over-month to sustain growth and access to relevant incentives.

# Performance

The performance category measures the ability of partners to expand both your and Microsoft's customer base. Its primary metric is Net customer adds:

Points are awarded for the number of eligible customers added in the trailing 12 months. (Lost customers are subtracted from new customers.) Each of the six solution areas has:

- A customer growth threshold for partners to reach.
- Its own eligibility criteria for new customers.

The eligible customers are those new to the partner. This can be a customer new to using Microsoft products or a customer using Microsoft products that moves to a new partner. The customer must be associated with the partner to be included in the metric.



## Actions

- Go to the one-stop-shop [Training Gallery](#) to ramp up on how each metric is designed and measured.
- Explore the [Partner Associations Playbook](#) to understand how to maximize points.
- Boost your Performance scores with our [Customer Journey Playbooks](#)

**70+ pts**

With >0 points for each metric meets requirements for Solution partner

	Solution Partner for Business Applications	Solution Partner for Modern Work	Solution Partner for Security	Solution Partner for Infrastructure, Data & AI and Digital & App Innovation (Azure)
<b>Performance</b>	Net customer adds <b>15 pts</b>	Net customer adds <b>20 pts</b>	Net customer adds <b>20 pts</b>	Net customer adds <b>30 pts</b>
<b>Skilling</b>	Intermediate Certs <b>20 pts</b>	Intermediate Certs <b>10 pts</b>	Intermediate Certs <b>20 pts</b>	Intermediate Certs <b>20 pts</b>
	Advanced Certs <b>15 pts</b>	Advanced Certs <b>15 pts</b>	Advanced Certs <b>20 pts</b>	Advanced Certs <b>20 pts</b>
<b>Customer success</b>	Usage Growth <b>30 pts</b>	Usage Growth <b>30 pts</b>	Usage Growth <b>20 pts</b>	Usage Growth <b>20 pts</b>
	Deployments <b>20 pts</b>	Deployments <b>25 pts</b>	Deployments <b>20 pts</b>	Deployments <b>10 pts</b>

## Partners perspectives

"As soon as we learned about the new program, we immediately sent out invitations to all our partners for a webinar with a Microsoft expert. We then worked with individual partners doing a deep-dive into the program, taking them by the hand to make the right choices and getting their data sorted in the Partner Center. We helped them adapt to the change quickly – advising them on how to ensure end-customer data or exam certificates were in the Partner Center and how to make choices about their certifications."

**Arrow ECS Netherlands: Jap Verburg, Business Development Manager**



# Skilling

The skilling category measures capabilities and skills acquired as the number of people in a partner organization who are certified.

Specific certifications and courses are required in each of the six solution areas. Credits in the skilling category are based on the certifications earned by learners [linked to your organization](#).

There are two metrics in the skilling category:

- **Intermediate certifications** measure your organization's progress towards having an adequate number of people with intermediate certifications in specified solution areas. (In some of the six solution areas, only intermediate certifications are available).
- **Advanced certifications** measure your organization's progress towards having an adequate number of people with advanced certifications in specified solution areas.



## Actions

- As solution areas evolve and change, required certifications are expected to change too. For the latest required certifications, check the [Partner Skilling summary online](#).
- Refer to our [Partner Enablement Guides](#) for all skilling offers.
- Explore the [Training Hub](#), visit our [Partner Training Calendar](#) and [Cloud Champion](#) to find all the relevant available trainings for you for your targeted skilling needs.

**70+ pts**

With >0 points for each metric meets requirements for Solution partner

**Solution Partner for Business Applications**

**Solution Partner for Modern Work**

**Solution Partner for Security**

**Solution Partner for Infrastructure, Data & AI and Digital & App Innovation (Azure)**

	Solution Partner for Business Applications	Solution Partner for Modern Work	Solution Partner for Security	Solution Partner for Infrastructure, Data & AI and Digital & App Innovation (Azure)
<b>Performance</b>	Net customer adds <b>15 pts</b>	Net customer adds <b>20 pts</b>	Net customer adds <b>20 pts</b>	Net customer adds <b>30 pts</b>
<b>Skilling</b>	Intermediate Certs <b>20 pts</b>	Intermediate Certs <b>10 pts</b>	Intermediate Certs <b>20 pts</b>	Intermediate Certs <b>20 pts</b>
	Advanced Certs <b>15 pts</b>	Advanced Certs <b>15 pts</b>	Advanced Certs <b>20 pts</b>	Advanced Certs <b>20 pts</b>
<b>Customer success</b>	Usage Growth <b>30 pts</b>	Usage Growth <b>30 pts</b>	Usage Growth <b>20 pts</b>	Usage Growth <b>20 pts</b>
	Deployments <b>20 pts</b>	Deployments <b>25 pts</b>	Deployments <b>20 pts</b>	Deployments <b>10 pts</b>

## Partners perspectives

"We're really pleased with what the new program has enabled us to achieve in such a short space of time. By narrowing in on the 3 key elements – Net Customer Adds, Skilling and Customer Success – embracing the new program has felt realistic and it's allowed us to strengthen our focus, passion and energy to deliver successful deployments to our customers. We've been able to make upskilling of employees a key priority and one I have personally driven. Each of our consultants is now required to have at least three certifications – helping to strengthen our position with customers."

**Nedscaper: Derk van der Woude, CTO**

# Customer success

The customer success category measures your organization's ability to enable growth in the use of Microsoft products, or in the expansion of Microsoft's services and workloads used by customers.

There are two metrics in the customer success category:

- **Usage** growth measures the growth in usage of Microsoft's products by your customers in the past year. Each solution area has its own thresholds, weight and qualifying criteria for which customers earn points in this metric.
- **Deployments** measures your ability to expand the deployment of Microsoft workloads and products within a specified solution area across your customer portfolio. To learn more about the criteria for this metric, refer to the detailed requirements for each solution area.



## Actions

- Go to the one-stop-shop [Training Gallery](#) to ramp up on how each metric is designed and measured.
- Boost your Performance scores with our [Customer Journey Playbooks](#)
- [Review Technical documentation | Microsoft Learn](#)

**70+ pts**

With >0 points for each metric meets requirements for Solution partner

**Solution Partner for Business Applications**

**Solution Partner for Modern Work**

**Solution Partner for Security**

**Solution Partner for Infrastructure, Data & AI and Digital & App Innovation (Azure)**

	Solution Partner for Business Applications	Solution Partner for Modern Work	Solution Partner for Security	Solution Partner for Infrastructure, Data & AI and Digital & App Innovation (Azure)
<b>Performance</b>	Net customer adds <b>15 pts</b>	Net customer adds <b>20 pts</b>	Net customer adds <b>20 pts</b>	Net customer adds <b>30 pts</b>
<b>Skilling</b>	Intermediate Certs <b>20 pts</b>	Intermediate Certs <b>10 pts</b>	Intermediate Certs <b>20 pts</b>	Intermediate Certs <b>20 pts</b>
	Advanced Certs <b>15 pts</b>	Advanced Certs <b>15 pts</b>	Advanced Certs <b>20 pts</b>	Advanced Certs <b>20 pts</b>
	Usage Growth <b>30 pts</b>	Usage Growth <b>30 pts</b>	Usage Growth <b>20 pts</b>	Usage Growth <b>20 pts</b>
<b>Customer success</b>	Deployments <b>20 pts</b>	Deployments <b>25 pts</b>	Deployments <b>20 pts</b>	Deployments <b>10 pts</b>

## Partners perspectives

"As we've transitioned to the Microsoft Cloud Partner Program, our WorkplaceBuddy proposition has become more relevant to both Microsoft customers and partners. We're able to grow the stickiness of Microsoft technology by supporting every individual to understand how to optimize their day-to-day work through productivity and bringing more quality in the way they work. Microsoft Partners can now easily sell our solution through the Microsoft marketplace, steadily add points in the customer success element while having happier customers."

**WorkplaceBuddy: Sjoerd Koolen, CEO**

# How to start claiming points

It's time to get familiar with points as they differ per solution area.

There are two paths to work on – partner associations and certified professional associations. It's important to figure out how you will work with your customers or certified professionals to ensure these are in place so you get credit for the work you're doing with your customers.



## Actions

- Understand how you gain points here: [Solutions partner program partner capability score](#)
- Check out the [Partner Associations Playbook](#) to ensure you get credit for the work you do with customers.
- Go to [Partner Center](#) regularly to see how you're tracking towards attaining Designations.



### Path 1: Partner associations

Maximizing your partner capability score is key. To make sure your organization is receiving the points you've earned, you need to have the right partner associations in place.



### Path 2: Certified professional associations

Within Partner Center you need to have your certified professionals go in and link their learning account to your organization account – they can do that by going into Partner Center, clicking settings, etc. – that's how you'll get points for your skilling metrics across all of your solution areas.

## Tips

Consider P2P options if you are missing on Performance or Customer Success KPIs

**Ensure your employees link their Microsoft IDs to your organization.**

There is no problem to link more than one partner to a single customer in CPOR and PAL.



# Moving from Advanced Specializations to simplified Specializations

# How to Attain a Specialization

Aligned to the Microsoft Cloud, Specializations display your deep technical expertise to customers.

1

Previously partners were encouraged to get an Advanced Specialization.

2

Now to achieve or renew a Specialization, **partners will need to have a Designation in place** prior to working towards a Specialization.

3

They also need to obtain specific Microsoft certifications to demonstrate they're keeping pace with today's roles and requirements.



## Helping you reach more customers

- On your business profile page at the **Microsoft Appsource**, customers will be able to find you including your solution Designations and Specializations. You can update and optimize your Business Profile in Partner Center.
- At **Partner Center** you can learn what your position **is** towards attaining desired Specializations.



## Actions

- Check out our [Partner Enablement Guides](#) for technical and sales information that cover each Microsoft solution.
- Keep track of MSFT Cloud latest developments with our [Technical documentation](#).

# How to Renew a Specialization

Important stages of the Specialization renewal process to be aware of:



## Year 1

To renew the Specialization Partners will need to meet telemetry-based requirements (such as performance, certifications) only. These telemetry-based requirements are valid for one year and revalidated annually. They will be reviewed for all Specializations with anniversary dates beginning February 2023.

## Year 2

To renew the Specialization, partners will need to meet the telemetry-based requirements and complete manually validated requirements (such as audits or providing customer references). These requirements will be valid for two years and re-validated bi-annually every other year. These will start in FY24 with anniversary dates beginning February 2024.

## Year 3+

For this timeframe, renewals will follow the same process with telemetry requirements annually and telemetry plus manually validated requirements every other year.



# How Specializations map to Solutions Partner Designations

## Infrastructure (Azure)

Windows Server and SQL Server Migration to Microsoft Azure

Linux and Open Source Database Migration to Microsoft Azure

SAP on Microsoft Azure

Microsoft Azure Virtual Desktop

Microsoft Azure VMware Solution

Hybrid Operations and Management with Microsoft Azure Arc

Hybrid Cloud Infrastructure with Microsoft Azure Stack HCI

Networking Services in Microsoft Azure

## Digital & App Innovation (Azure)

Kubernetes on Microsoft Azure

Modernization of Web Applications to Microsoft Azure

AI and Machine Learning on Microsoft Azure

DevOps with GitHub on Microsoft Azure

Hybrid Operations and Management on Microsoft Azure Arc

Hybrid Operations and Management with Microsoft Azure Arc

Microsoft Low Code Application Development

## Data & AI (Azure)

Windows Server and SQL Server Migration to Microsoft Azure

Linux and Open Source Database Migration to Microsoft Azure

Data Warehouse Migration to Microsoft Azure

Kubernetes on Microsoft Azure

Modernization of Web Applications to Microsoft Azure

Analytics on Microsoft Azure

AI and Machine Learning on Microsoft Azure

Hybrid Operations and Management with Microsoft Azure Arc

Hybrid Cloud Infrastructure with Microsoft Azure Stack HCI

## Business Applications

Microsoft Low Code Application Development

Small and Midsize Business Management

## Modern Work

Adoption and Change Management

Calling for Microsoft Teams

Customer Solutions for Microsoft Teams

Meetings and Meeting Rooms for Microsoft Teams

Teamwork Deployment

Modernize Endpoints

## Security

Cloud Security

Identity and Access Management


Information Protection and Governance

Threat Protection

## Actions

Explore the [Training Hub](#), visit our [Partner Training Calendar](#) and [Cloud Champion](#) to find all the relevant available trainings for you for your targeted skilling needs.

How to check your Partner  
Center Score and what  
resources and incentives  
are available to you



# The Microsoft Partner Center

With the new Microsoft Partner Center, you can get an **overview of your Partner Center Score for each Designation** and see where you need to gain points. You can also access extensive customer insights, allowing you to look into tenants and subscriptions that are relevant to that solution area.

The **Solutions Partner score simulator** in the Partner Center can help you to understand the Solutions partner program and how its performance can affect scores in the respective solution areas. It can also help with strategic planning and exploration. It's useful for planning the best course of action to take based on the simulated effect that certain actions have on your **partner capability score**.

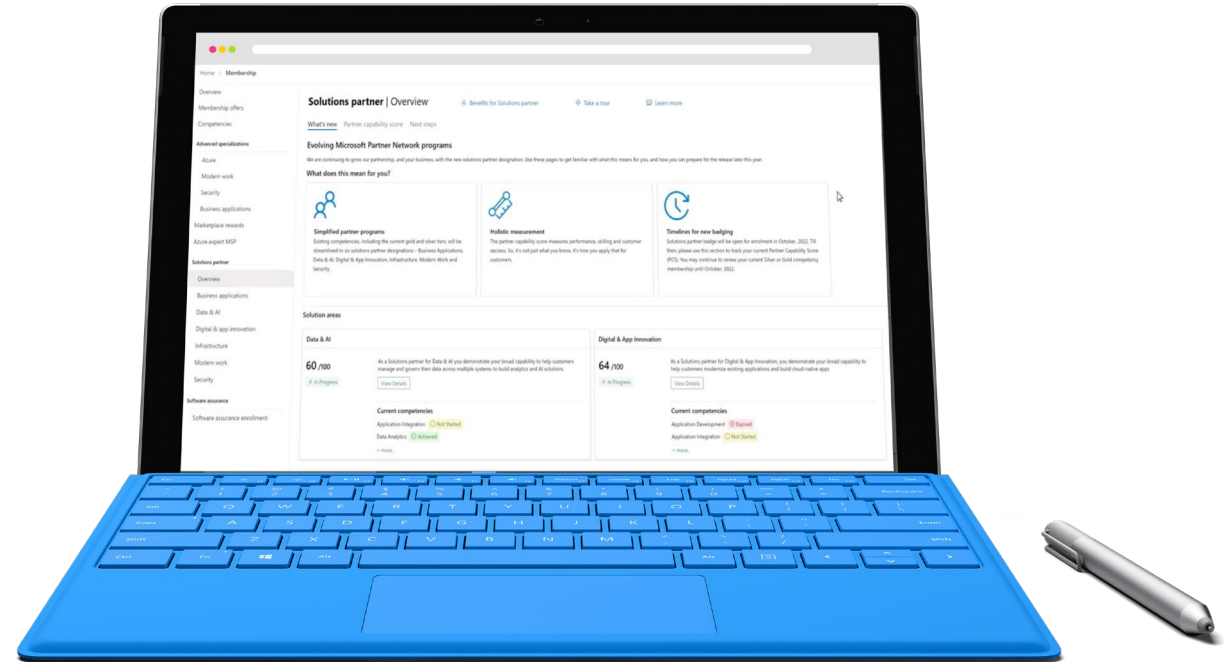


## Actions

- Go to the one-stop-shop [Training Gallery](#) to ramp up on how each metric is designed and measured.
- Explore the [Partner Associations Playbook](#) to understand how to maximize points.
- Boost your Performance scores with our [Customer Journey Playbooks](#)

Tip

Check your Partner Center Score and validate your customer list regularly.



## Partners perspectives

“Microsoft listened to our feedback provided through Voice of the Partner, and from other partners, and introduced an SMB-option for the Business Applications designation. We are very happy with this and are going to work to meet the requirements.”

**WSB Solutions: Jan Penning, Managing Director**

**Microsoft wants to hear your feedback: complete the [Voice of the Partner Sentiment Survey](#) to submit yours.**

# The new benefits

We're investing more than ever before into what our partners can benefit from joining our Microsoft Cloud Partner Program.

We aim to help both partners and customers grow their business with us.



## Action

Check out the [new Solutions Partner Benefits Guide](#) associated with the Solutions Partner Designations and Specializations.



### Encouraging business development

Product benefits (formerly IUR) have been designed to align the Solutions Partner Designations, including:

- Azure bulk credits
- Development environments
- New cloud product subscriptions



### Increasing customer reach

- Co-selling with Microsoft
- Go-To-Market services and tools, assets and personalized consultation
- Microsoft solutions provider placement



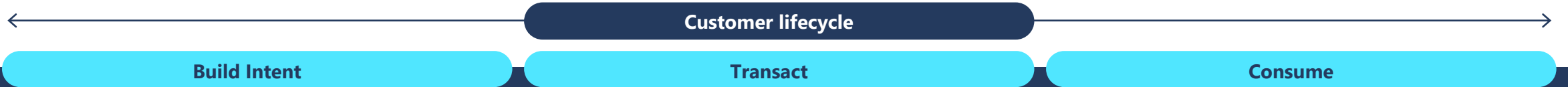
### Expanding technical skilling, enablement and support

- Personalized assistance, comprehensive courses, and world-class Microsoft experts
- Technical presales and deployments services
- Product (on-prem and cloud), platform, and technical support

# Incentives

As a partner in the Microsoft Cloud Partner Program, you have access to various incentives programs that can reward you for delivering services to customers. Many programs pay on top of the standard benefits from the Program. These programs can also help you expand your business.

**We understand change takes time. Qualifying requirements for our Co-Sell programs and incentives will not change this year but, in the future, the program will be the access point to them.**



## Envision use cases and prove solution value

### [Modern Work, Security, Business Applications Build Intent Workshops \(MW&S; BizApps\)](#)

Reward partners for generating demand through assessments, workshops and pre-sales advisory.

### [Online Services Advisor \(OSA\) \(BizApps\)](#)

Reward partners for presales activities that drive the platform sale of Dynamics 365, Power Apps, and Power Automate.

### [Workload Acquisition and Nurture Campaign \(Azure\)](#)

Encourage the adoption and increased consumption of strategic Azure workloads (Microsoft Managed Accounts).

### [Azure Analytics & AI Accelerate Program \(AAP\) \(Azure\)](#)

Provides the resources, credits, and incentives you need to accelerate demand, revenue, and customer success.

## Close opportunity

### [New Commerce CSP incentives \(MW&S; Azure; BizApps\)](#)

Cloud Solution Providers providing billing and support as part of a partner-managed experience for customers across all Clouds.

### [CSP WE FY23 Security QoQ Growth Campaign \(MW&S\)](#)

Drive new seat adoption for a set of strategic products by incentivizing QoQ growth (EMS – M365 BP/E3/E5 + suites) in SMB.

## Unblock usage and realize value

### [Modern Work, Security, Business Applications Build Intent Workshops \(MW&S; BizApps\)](#)

Reward partners for generating demand through assessments, workshops and pre-sales advisory.

### [Online Services Usage - M365 \(MW&S\)](#)

Reward partners for helping customers successfully deploy and adopt Microsoft 365 workloads.

### [Online Services Usage \(OSU\) – D365 \(BizApps\)](#)

Reward partners for driving usage growth for their Microsoft Dynamics 365 customers by tenant and offer.

### [Power Platform & Customer Insights Usage](#)

Reward partners for driving customer usage of Power Platform and Customer Insights.

### [Azure Enterprise and self-service \(MCI-Azure\)](#)

PAL-based incentives for partners delivering value-add services to customers.

### [Workload Acquisition and Nurture Campaign \(Azure\)](#)

Encourage the adoption and increased consumption of strategic Azure workloads.

## Actions

- If you're new to incentives and want to learn more about available incentives programs, sign in to [Microsoft investments and incentives](#).
- Want to keep up to date with the latest incentive offers in Microsoft Commerce Incentive (MCI)? Make sure you bookmark [MCI Partner Landing Page for Webinars & On-Demand Content](#).

# Getting started

What can you do now?

It's simple – start working towards your Designation and choose between legacy and new benefits packages.

Remember, if you've not moved yet or you're not ready, you can get the Designation badge between anniversary dates if you reach 70 points in any Solutions Partner Designation and score > 0 pts in each sub-category.



# Get started with four simple steps

## 1. Deep dive into program resources

- Go to the one-stop-shop [training gallery](#) to ramp up on all things Solutions Partner Designations
- Check out the [Partner Center](#) for an introduction to the Solutions partner program
- Check out the detailed, [all-encompassing FAQ](#)
- Discover all the [sales enablement resources](#) to help you grow

## 2. Learn more about Designations

- Assess your status and track your progress [here](#)
- Find everything you need to know about the [capability score](#)
- Understand how you gain points in this [tutorial](#)
- Discover the [Score simulator](#)
- Understand [customers associations](#) and how to add customers to your Partner Center
- Review our [Customer Journey Playbooks](#) set per Designation to help boost your Net Customer Adds scores

## 3. Get to grips with Specializations

- Read our [Partner Enablement Guides](#)
- Explore [the Training Hub](#) and [visit our Partner Training Calendar](#) to proactively find all the relevant available trainings for you for your targeted skilling needs
- Discover [Cloud Champion](#), the all-in-one platform sponsored by Microsoft and Distributors that helps SMB Partners grow their Microsoft Cloud Business

## 4. Find out more about your benefits and incentives

- Learn about [Go-To-Market with Microsoft offers](#)
- Learn how to [sell with Microsoft](#)
- Discover [Microsoft Marketing](#)
- Keep track of [MSFT Cloud latest developments](#)



# Solution Area Designations & Specializations Cheat sheet

# From Designation to Specialization and beyond

Attaining a **Designation** is the first step into demonstrating your organisation's **breadth** of capabilities.

Progressing to attaining a **Specialization** is where the tangible **depth** differentiation starts.

Specializations open the door to Azure MSP Expert programs and a host of high-end paid programs and incentives that can expand your earning potential along with customer impact.

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The following playbook section serves as one stop shop for all criteria to achieve Designation and fast progress into Specialization.

## Tip

Take a close look at [Partner Program Benefits Guide](#)

# Solution area: BizApps

BizApps	Enterprise	SMB
Performance (15 pts)	<ul style="list-style-type: none"> <li>10 Customer Adds, &gt;\$1500 Adjusted Revenue</li> </ul>	20 Customer Adds, >\$500 Adjusted Revenue
	<ul style="list-style-type: none"> <li>Attributions               <ul style="list-style-type: none"> <li>•D365: CPOR, CPOR RevRec, CSP Tier 1/2, DPOR</li> <li>•Power Platform: CPOR, CSP Tier 1/2, DPOR</li> </ul> </li> </ul>	
Skilling (35 pts)	<u>Intermediate Certs</u> : (20pts) Min. 20 Functional consultants + Dev <b>AND</b> Advanced Certs (15 pts) Min. 7 Solution Architects (see full list <a href="#">here</a> )	<u>Intermediate Certs</u> : (20pts) Min. 5 Functional consultants + Dev <b>AND</b> Advanced Certs (15pts) Min. 2 Solution Architects (see full list <a href="#">here</a> )
Customer Success (50pts)	<b># Net New Deployments:</b> <ul style="list-style-type: none"> <li>5 Production deployments TTM with Min 10,000 monthly consumption value</li> </ul> <b>Usage Growth:</b> <ul style="list-style-type: none"> <li>Monthly consumption value growth of 30%+ across all customers (vs baseline &gt;= 50,000)</li> </ul>	<b># Net New Deployments</b> <ul style="list-style-type: none"> <li>10 Production deployments TTM with MIN 5,000 monthly consumption value</li> </ul> <b>Usage Growth</b> <ul style="list-style-type: none"> <li>Monthly consumption value growth of 45%+ across all customers (vs baseline &gt;= 50,000)</li> </ul>
	<ul style="list-style-type: none"> <li>Attributions               <ul style="list-style-type: none"> <li>•D365: CPOR, CPOR RevRec, CSP Tier 1/2, DPOR</li> <li>•Power Platform &amp; Customer Insights : PAL</li> </ul> </li> </ul>	
Eligible Products Across the Categories	<ul style="list-style-type: none"> <li>AI Builder, Business Central, CE Bundle, Commerce, Customer Insights, Customer Service, Customer Voice, F&amp;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</li> </ul>	

Advanced Spec	Attributions	Performance	Skilling
<b>Low Code Application Development</b>  <b>Pre-requisite:</b> Active Solutions Partner for Digital & App Innovation (Azure) <b>OR</b> Business Applications designation	PAL	Min. <b>5 unique customers as new deployments</b> , each with min. 1 app deployed, for 12 Trailing Twelve Months (TTM) <ul style="list-style-type: none"> <li>A production <b>Power App</b> is an app in a production environment with <b>at least 5 users and 50 sessions per month</b>.</li> <li>The app must be built on paid eligible SKUs: <b>Power Apps per User OR Power Apps per App OR Portals</b></li> <li>Each app must have the partner user listed as the owner or co-owner of the application and have the same user <b>associated through PAL</b></li> </ul> <b>AND</b> Min. <b>35% MAU growth across your customer base</b> in the trailing 12 months (TTM). Your customer base must have min. 50 MAU at start of TTM period. Growth in MAU is calculated: <ul style="list-style-type: none"> <li>Across all PAL-associated applications in your customer base.</li> <li>At the application level, only paid subscriptions under the customer's tenant will qualify</li> </ul> <b>AND</b> You have min. 1 x Power Apps consulting offer published on Microsoft AppSource	Min. <b>5</b> Individuals with PL-200 <b>AND</b> Min. <b>2</b> Individuals with PL-400 <b>AND</b> Min. <b>1</b> Individuals x PL-600
<b>Small and Midsize Business Management</b>  <b>Pre-requisite:</b> Solutions Partner for Business Applications designation	CPOR, CPOR RevRec, CSP Tier 1/2, DPOR	<b>Product:</b> Dynamics 365 Business Central paid SKU  Min. <b>10 deployments</b> with min. 5 Monthly Active Users (MAU) <b>AND</b> Min. <b>35% MAU growth</b> for 12 TTM across customer base. Your customer base must have min. 50 MAU at start of TTM period <b>AND</b> You have min. 1 x Dynamics 365 Business Central (as Primary Product) <b>consulting offer published on Microsoft AppSource</b>	Min. <b>5</b> Individuals with MB-800 (TTM, renewal every year)

# Solution area: Modern Work

Modern Work	Enterprise	SMB
Performance (20 pts)	Min. 5 in TTM <ul style="list-style-type: none"> <li>Associations: CPOR, DPOR</li> <li>Workloads: Intune, Exchange, ProPlus, Sharepoint, Teams, Teams Meetings, Phone Calling 1p/3p, Teams Platform, Yammer</li> <li>SKUs: All Paid M365, O365, Office 2019 commercial and education licenses</li> <li>Eligible Customers: min. 1 workload &lt;= 300 PAU</li> </ul>	Min. 10 in TTM <ul style="list-style-type: none"> <li>Associations: CPOR, CSP Tier 1 and 2</li> <li>Workloads: Intune, Exchange, ProPlus, Sharepoint, Teams, Teams Meetings, Phone Calling 1p/3p, Teams Platform, Yammer</li> <li>SKUs: All Paid M365, O365, Office 2019 commercial and education licenses</li> <li>Eligible Customers: min. 1 workload &lt;= 300 <b>AND</b> &gt; 10 PAU</li> </ul>
Skilling (25 pts)	Min. 4 x MS-900 OR MS-203 OR MD-100 (+MD-101) OR MS-700 OR MS-600 <b>AND</b> Min. 2 x MS-100 (+MS-101)	Min. 2 x MS-900 OR MS-203 OR MD-100 (+MD-101) OR MS-700 OR MS-600 <b>AND</b> Min. 1 x MS-100 (+MS-101)
Customer Success (55 pts)	<b># Net New Deployments:</b> <ul style="list-style-type: none"> <li>CPOR: min. 5 TTM</li> <li>DPOR: min. 10 TTM</li> </ul> <b>Usage Growth:</b> <ul style="list-style-type: none"> <li>CPOR: min. 1,000 MAU growth TTM</li> <li>DPOR: min. 4,000 MAU growth TTM</li> </ul>	<b># Net New Deployments</b> <ul style="list-style-type: none"> <li>CPOR: min. 5 TTM</li> <li>CSP: min. 10 TTM</li> </ul> <b>Usage Growth</b> <ul style="list-style-type: none"> <li>CPOR: min. 500 MAU growth TTM</li> <li>CSP: min. 2,000 MAU growth TTM</li> </ul>

	Products	Attributions	Performance	Skilling
Adoption and Change Management	SharePoint, Teams and/or Yammer	CPOR	Min. 10,000 MAU growth for 12 TTM	Min. 2 x Microsoft Services Adoption Specialist Partner University Assessment
Calling with Teams	Microsoft Teams	CPOR	Min. 2,500 MAU growth for 12 TTM	Min. 4 x MS-700 <b>AND</b> Teams Calling Technical Assessment
Custom Solutions for Teams	Apps/solutions developed by partners using pro dev tools, Power Platform, or Microsoft provided templates, integrated through embedding, extension, or a Graph API call	CPOR, <b>Deployments:</b> <ul style="list-style-type: none"> <li>App deployed within Teams and leveraging min. 1 platform extensibility features</li> <li>Standalone web or device app using Teams Graph API calls</li> <li>Standalone web or device app embedding Teams components</li> </ul>	Min. 1,000 Teams Platform MAU growth for 12 TTM	Min. 4 x MS-600
Meetings and Meeting Rooms for Teams	Microsoft Teams	CPOR	Min. 5,000 MAU growth for 12 TTM	Min. 4 x MS-700 <b>AND</b> Teams Meetings and Meeting Rooms Technical Assessment
Teamwork Deployment	Exchange Online, SharePoint Online, Microsoft Teams, and Yammer)	CPOR	Min. 2,500 MAU growth for 12 TTM on min. 3 workloads <b>AND</b> Maintain 20% avg. AU for min. 3 workloads for 12 TTM <b>AND</b> Associate min. 12 new customer tenants with your organization for min. 1 workload in 12 TTM	Min. 2 x MS-203 <b>AND</b> Min. 2 x MS-700
Modernize Endpoints	Microsoft Intune	CPOR	Min. 5,000 MAU growth for 12 TTM	Min. 2 x MD-100 (+MD-101) <b>AND</b> Min. 2 x MS-100 (+MS-101) <b>AND</b> Min. 2 x AZ-140
Adoption and Change Management	SharePoint, Teams and/or Yammer	CPOR	Min. 10,000 MAU growth for 12 TTM	Min. 2 x Microsoft Services Adoption Specialist Partner University Assessment

# Solution area: Security

3 Customer References  
[\(Template & Guidelines\)](#)

Security		
Performance (20 pts)	M365 New Customer add (CPOR)  <b>AADP, MDO, MDE, MDI, MIP, MEM-Intune</b>	Azure Security Net Customer add (PAL) Sentinel, Azure Defender, Network Security, Identity and Access Management
Skilling (40 pts)	<b>Qualifying individuals have MS-500 and AZ-500 AND SC-200 or SC-300 or SC-400</b>	
Customer success (40 pts)	<b>M356 deployments at &gt;15% protected users</b> --- <b>M365 Monthly protected users growth TTM &gt; 2k5 (CPOR)</b>  <b>AADP, MDO, MDE, MDI, MIP, MEM-Intune</b>	Azure tenant deployments with 12k USD Security ACR TTM --- Security ACR growth TTM > 25k USD (PAL)  Sentinel, Azure Defender, Network Security, Identity and Access Management

Differentiate through specialization (Specializations for Security)

Build strong fundamentals (security designation)

	Products	Attributions	Performance	Skilling
<b>Threat Protection Specialization</b>	Microsoft Sentinel	PAL, CSP, DPOR	100k USD ACR TTM	6x MS-5000
	<b>October 15, 2020</b>	MDI, MCAS	CPOR	
<b>Identity and Access Management Specialization</b>	ADAP	CPOR	2000 MAU growth TTM	
<b>November 18, 2020</b>				
<b>Information Protection and Governance Specialization</b>	AIP, MIP	CPOR	1000 MAU growth TTM	
<b>February 25, 2021</b>				
<b>Cloud Security Specialization</b>	Hybrid Environment XDR and Network Security ACR (Full List)	PAL, CSP, DPOR	200k USD ACR TTM	6x AZ-500 4x SC-200
<b>June 16, 2021</b>				
<b>Modernize Endpoints Specialization*</b>	MEM-Intune	CPOR	5000 MAU growth TTM	4x MD-100/101 & MS-100/101 2x AZ-140
<b>February 28, 2022</b>				



# Solution area: Infrastructure

Infrastructure		
Performance <b>(30 pts)</b>	<ul style="list-style-type: none"> <li>Net Customer Adds (CSP, DPOR, PAL)</li> <li>Threshold: tenant with ACR &gt;= \$1,000/month</li> <li>A customer drop (churn) is a tenant &lt; threshold for 2 consecutive months</li> <li>All Service 2 workloads are eligible</li> </ul>	
Skilling <b>(40 pts)</b>	<b>Intermediate (20 pts)</b> Minimum: 2 x AZ-104; After that 4 pts per person with AZ-700 or AZ-600 or (AZ-800+AZ-801)	<b>Advanced (20 pts)</b> Minimum: 2 x AZ-305; After that 4 pts per person with AZ-140 or AZ-120
Customer Success <b>(30 pts)</b>	<b>Min. 5 deployed solutions (10 pts)</b> <ul style="list-style-type: none"> <li>Total number of advanced Azure services represented in ACR (Service Level 2) over the last 12 months</li> <li>CSP/DPOR/PAL</li> <li>All Service Level 2 except: Virtual Machines, Virtual Machines Licenses</li> </ul>	<b>ACR Growth (YoY) (20 pts)</b> <ul style="list-style-type: none"> <li>20% growth Year over Year = ACR today – ACR from 12 months ago divided by ACR from 12 months ago x 100.</li> <li>Requires Min. threshold of \$1K ACR</li> <li>CSP/DPOR/PAL</li> <li>All Service Level 2</li> </ul>

	Products	Attributions	Performance	Skilling	
	Hybrid Cloud Infrastructure with Azure Stack HCI	Service Level 2 = Azure Stack HCI	DPOR, PAL, CSP	Total of 3 or more qualifying individuals have: min. 1 x AZ-104 min. 1 x AZ-305 min. 1 x AZ-400	
	Hybrid Operations and Management with Azure Arc	Service Level 4 = Azure Policy, Service Level 4 = Azure Arc		\$300 monthly avg. Arc-enabled server ACR <b>AND</b> \$100 monthly Arc-enabled Kubernetes ACR <b>AND</b> \$400 monthly Arc-enabled data services ACR	Total of 5 or more qualifying individuals have: min. 1 x AZ-104 min. 1 x AZ-305 min. 1 x AZ-400
	Linux and Open Source Databases Migration to Azure	<a href="#">See here for full list</a>		\$5,000 monthly avg. Linux Virtual Machines (VM) ACR in the past 3 months from min. 3 customers <b>AND</b> \$1,500 monthly avg. of ACR from several databases <a href="#">here</a> in the past 3 months from min. 3 customers	Total of 2 or more qualifying individuals have: min. 1 x DP-203 min. 1 x AZ-104
	Azure VMware Solution	Service Level 4 filters = Azure VMware Solution, Azure VMware Solution by CloudSimple, Azure VMware Solution by Virtustream, Specialized Compute Azure VMware Solution	\$10,000 monthly avg. Azure VMware Solution ACR from past 3 months and min. 1 customer	Total of 3 or more qualifying individuals have: min. 1 x AZ-104 min. 1 x AZ-305 <b>AND</b> 3 individuals passing Azure VMware technical assessment for partners Plus 2 employees with min. 1 of <a href="#">these certifications</a> <b>OR</b> Your organisation has min. 1 of competencies listed <a href="#">here</a> <b>AND</b> You are TAP or a PC with VMware	
	Microsoft Windows Virtual Desktop	Service Influencer = NATIVE WVD	\$2,500 monthly avg. ACR in past 3 months from min. 3 customers	Total of 3 or more qualifying individuals have: min. 1 x AZ-500 min. 1 x AZ-305 min. 1 x AZ-104 <b>AND</b> Min. 3 x WVD Technical Assessment (combo of same or different individuals as Certs)	
	Networking Services in Azure	Networking ACR	\$10,000 monthly Networking ACR <b>AND</b> One published Networking Managed Service Provider or Consulting Service offer on Azure Marketplace	Total of 3 or more qualifying individuals have: min. 1 x AZ-104 min. 1 x AZ-305	
	SAP on Azure	Multiple Service Level 4 filters: see list <a href="#">here</a>	\$8,000 monthly avg. ACR from SAP workloads in past 3 months and min. 3 customers	Min. 3 x AZ-120	
	Windows Server and SQL Server Migration to Azure	<a href="#">See here for full list</a>	\$10,000 monthly avg. Windows Server Virtual Machine (VM) ACR in the past 3 months from min. 3 customers <b>AND</b> \$3,000 monthly avg. SQL Managed Instance (MI), SQL Database (DB) and SQL VM ACR in the past 3 months from min. 3 customers. At least \$1,000 of that average must be from SQL MI or SQL DB	Total of 3 or more qualifying individuals have: min. 1 x AZ-400 min. 1 x DP-203 min. 1 x AZ-104	

# Solution area: Data & AI

Data & AI		
Performance <b>(30 pts)</b>	<ul style="list-style-type: none"> <li>Net Customer Adds (CSP, DPOR, PAL)</li> <li>Threshold: tenant with ACR &gt;= \$1,000/month</li> <li>A customer drop (churn) is a tenant &lt; threshold for 2 consecutive months</li> <li>All Service 2 workloads are eligible</li> </ul>	
Skilling <b>(40 pts)</b>	Minimum requirement: 2 x AZ-305 <b>AND</b> 2 x AZ-104 After that 4 pts per person with any of the following: DP-300 or AI-102 or DP-100 or DP-203 or DP-500 or MB-260 or DP-420	
Customer Success <b>(30 pts)</b>	Min. 5 deployed solutions <b>(10 pts)</b> <ul style="list-style-type: none"> <li>Total number of advanced Azure services represented in ACR (Service Level 2) over the last 12 months</li> <li>CSP/DPOR/PAL</li> <li>All Service Level 2 except: Virtual Machines, Virtual Machines Licenses</li> </ul>	<b>ACR Growth (YoY) (20 pts)</b> <ul style="list-style-type: none"> <li>20% growth Year over Year = ACR today – ACR from 12 months ago divided by ACR from 12 months ago x 100.</li> <li>Requires Min. threshold of \$1K ACR</li> <li>CSP/DPOR/PAL</li> <li>All Service Level 2</li> </ul>

	Products	Attributions	Performance	Skilling	
	AI and Machine Learning	Service Group 2 = AI	\$2,000 monthly avg. AI ACR from the past 3 months aggregated from min. 3 customers	Total of 3 or more qualifying individuals have: min. 1 x DP-100 min. 1 x AI-102	
	Analytics on Azure	Service Level 2 = Azure Synapse Analytics; Service Group 3 = Azure Data Lake; Service Group 3 = Databricks; Service Level 2 = Azure Data Factory, Azure Data Factory v2	\$3,000 monthly average of Azure Synapse Analytics, Azure Data Lake, Azure Data Factory, or Azure Databricks ACR aggregated across all customers in the past 3 months <b>AND</b> \$1,500 monthly avg. of Azure Synapse Analytics ACR in the past 3 months from min. 3 customers	Total of 3 or more qualifying individuals have: min. 1 x DP-203 min. 1 x AZ-305	
	Data Warehouse Migration to Azure	Service Level 2 = Azure Synapse Analytics	You must show customers migrating to Azure <b>AND</b> \$10,000 of Azure Synapse Analytics ACR in the past 3 months from a min. 3 customers		
	Kubernetes on Azure	Service Influencer = AKS, AKS-Engine; Service Group 3 = ARO, Service Level 2 = All except "Unknown"	\$5,000 monthly avg. Azure Kubernetes Service (AKS) or Azure RedHat Open Shift ACR for past 3 months from min. 3 customers	Total of 3 or more qualifying individuals have: min. 1 x AZ-104 min. 1 x DP-203 min. 1 x AZ-400	
	Linux and Open Source Databases Migration to Azure	<a href="#">See here for full list</a>	\$5,000 monthly avg. Linux Virtual Machines (VM) ACR in the past 3 months from min. 3 customers <b>AND</b> \$1,500 monthly avg. of ACR from several databases <a href="#">here</a> in the past 3 months from min. 3 customers	Total of 2 or more qualifying individuals have: min. 1 x DP-203 min. 1 x AZ-104	
	Modernization of Web Applications to Azure	Service Level 1 = Compute and Service Level 2 = Azure App Service; Azure Spring Cloud ACR: ACR Adjustment Type = N/A Service Group 2 = App Dev Service Group 3 = Spring Cloud Service Level 2 = All except "Unknown"	DPOR, PAL, CSP	\$5,000 monthly avg. Azure AppService or Azure Spring Cloud ACR in the past 3 months from min. 3 customers	Total of 3 or more qualifying individuals have: min. 1 x AZ-204 min. 1 x AZ-400 min. 1 x DP-203
	Windows Server and SQL Server Migration to Azure	<a href="#">See here for full list</a>	\$10,000 monthly avg. Windows Server Virtual Machine (VM) ACR in the past 3 months from min. 3 customers <b>AND</b> \$3,000 monthly avg. SQL Managed Instance (MI), SQL Database (DB) and SQL VM ACR in the past 3 months from min. 3 customers. At least \$1,000 of that average must be from SQL MI or SQL DB	Total of 3 or more qualifying individuals have: min. 1 x AZ-400 min. 1 x DP-203 min. 1 x AZ-104	
	Hybrid Cloud Infrastructure with Microsoft Azure Stack HCI	Service Level 2 = Azure Stack HCI	\$500 monthly avg. Azure Stack HCI ACR, in the past 3 months from min. 2 customers.	Total of 3 or more qualifying individuals have: min. 1 x AZ-104 min. 1 x AZ-305 min. 1 x AZ-400	
	Hybrid Operations and Management with Microsoft Azure Arc	Service Level 4 = Azure Policy, Service Level 4 = Azure Arc	\$300 monthly avg. Arc-enabled server ACR <b>AND</b> \$100 monthly Arc-enabled Kubernetes ACR <b>AND</b> \$400 monthly Arc-enabled data services ACR	Total of 5 or more qualifying individuals have: min. 1 x AZ-104 min. 1 x AZ-305 min. 1 x AZ-400	

# Solution area: Digital & App Innovation

Digital & App Innovation		
Performance <b>(30 pts)</b>	<ul style="list-style-type: none"> <li>Net Customer Adds (CSP, DPOR, PAL)</li> <li>Threshold: tenant with ACR &gt;= \$1,000/month</li> <li>A customer drop (churn) is a tenant &lt; threshold for 2 consecutive months</li> <li>All Service 2 workloads are eligible</li> </ul>	
Skilling <b>(40 pts)</b>	<b>Intermediate (20 pts)</b> Minimum: 2 x AZ-104; After that 4 pts per person with AZ-204 or PL-400	<b>Advanced (20 pts)</b> Minimum 2 x AZ-305; After that 4pts per person with AZ-220 or AZ-400 or PL-600
Customer Success <b>(30 pts)</b>	Min. 5 deployed solutions <b>(10 pts)</b> <ul style="list-style-type: none"> <li>Total number of advanced Azure services represented in ACR (Service Level 2) over the last 12 months</li> <li>CSP/DPOR/PAL</li> <li>All Service Level 2 except: Virtual Machines, Virtual Machines Licenses</li> </ul>	<b>ACR Growth (YoY) (20 pts)</b> <ul style="list-style-type: none"> <li>20% growth Year over Year = ACR today – ACR from 12 months ago divided by ACR from 12 months ago x 100.</li> <li>Requires Min. threshold of \$1K ACR</li> <li>CSP/DPOR/PAL</li> <li>All Service Level 2</li> </ul>

	Products	Attributions	Performance	Skilling
AI and Machine Learning	Service Group 2 = AI	DPOR, PAL, CSP	\$2,000 monthly avg. AI ACR from the past 3 months aggregated from min. 3 customers	Total of 3 or more qualifying individuals have: min. 1 x DP-100 min. 1 x AI-102
DevOps with GitHub on Azure	Service Level 1 = Any		\$10,000 monthly avg. ACR from past 3 months from min. 3 customers OR 2 MSX engagements, (not leads) under DevOps with GitHub in the "Commit (stage 3)" or higher, in the last twelve (12) months.	Min. 3 individuals who have AZ-400
Kubernetes on Azure	Service Influencer = AKS, AKS-Engine; Service Group 3 = ARO, Service Level 2 = All except "Unknown"		\$5,000 monthly avg. Azure Kubernetes Service (AKS) or Azure RedHat Open Shift ACR for past 3 months from min. 3 customers	Total of 3 or more qualifying individuals have: min. 1 x AZ-104 min. 1 x DP-203 min. 1 x AZ-400
Low Code Application Development	<ul style="list-style-type: none"> <li>A production Power App is an app in a production environment with at least 5 users and 50 sessions per month.</li> <li>The app must be built on paid eligible SKUs: Power Apps per User OR Power Apps per App OR Portals</li> <li>Each app must have the partner user listed as the owner or co-owner of the application and have the same user associated through PAL</li> </ul>	PAL	Min. 5 unique customers as new deployments, each with min. 1 app deployed, for 12 TTM <b>AND</b> Min. 35% MAU growth for 12 TTM. Your customer base must have min. 50 MAU at start of TTM period <b>AND</b> You have min. 1 x Power Apps consulting offer published on Microsoft AppSource	min. 5 x PL-200 <b>AND</b> Min. 2 x PL-400 <b>AND</b> Min. 1 x PL-600 <b>OR</b> Min. 1 x MB-600* (*retired as of June 2022)
Modernization of Web Applications to Azure	Service Level 1 = Compute and Service Level 2 = Azure App Service; Azure Spring Cloud ACR: ACR Adjustment Type = N/A Service Group 2 = App Dev Service Group 3 = Spring Cloud Service Level 2 = All except "Unknown"	DPOR, PAL, CSP	\$5,000 monthly avg. Azure AppService or Azure Spring Cloud ACR in the past 3 months from min. 3 customers	Total of 3 or more qualifying individuals have: min. 1 x AZ-204 min. 1 x AZ-400 min. 1 x DP-203
Hybrid Cloud Infrastructure with Microsoft Azure Stack HCI	Service Level 2 = Azure Stack HCI	DPOR, PAL, CSP	\$500 monthly avg. Azure Stack HCI ACR, in the past 3 months from min. 2 customers.	Total of 3 or more qualifying individuals have: min. 1 x AZ-104 min. 1 x AZ-305 min. 1 x AZ-400
Hybrid Operations and Management with Microsoft Azure Arc	Service Level 4 = Azure Policy, Service Level 4 = Azure Arc	DPOR, PAL, CSP	\$300 monthly avg. Arc-enabled server ACR AND \$100 monthly Arc-enabled Kubernetes ACR AND \$400 monthly Arc-enabled data services ACR	Total of 5 or more qualifying individuals have: min. 1 x AZ-104 min. 1 x AZ-305 min. 1 x AZ-400