Evolving the Microsoft Partner Network programs

Learning Partner Program Overview
Updated June 2022
The world and how we work is rapidly changing. The opportunities for Microsoft partners—whether you build and sell services, software solutions, or devices—are significant. As the capabilities required by our customers have evolved, our partner programs must also evolve to meet that demand.

Evolving the Microsoft Partner Network programs

In this walking deck, we’ve outlined changes to the Microsoft Partner Network programs—focused on simplifying our programs, delivering greater customer value, investing in your growth in new ways, and recognizing how you deliver customer value.
Focusing on customer needs and Partner growth

We want to help you grow a profitable business and to continue to deliver successful customer outcomes.

Simplifying our programs
A new single tier solutions partner designation, aligned to six solution areas and the Microsoft Cloud. Demonstrate your organization’s capabilities in delivering customer success aligned to how Microsoft goes to market and where there is customer demand.

Delivering greater customer value
Introducing a new set of learning partner requirements that holistically measures your organization’s capabilities to drive customer success.

Investing in your growth in new ways
We are making investments to help differentiate partners on their customer and solution area reach and quality and have modernized benefits for partners attaining the new program designations.

You have time to prepare
We are providing you with 6+ months’ notice before these changes begin. Start now and review what these changes mean for your organization and assess how they align to your strategic business plans.
The solutions partner designation becomes the first opportunity for you to set yourself apart from the competition by demonstrating your organization’s breadth of capabilities aligned to solution areas. That’s valuable for you, because it’s where we see customer demand, and where the opportunity is for partners to scale to meet customer needs.

**Easily identifiable**

Customers want to work with partners who have deep knowledge and expertise.

A solutions partner designation identifies partners with specific capabilities and experiences in high customer demand solution areas. It also rewards partners who deliver training with quality.

**Earn one or more**

Partners can choose to earn one solutions partner designation, or more, if applicable to your organization.

Once you attain a solutions partner designation, subsequent designations can be attained, after requirements are met, with no additional fee.

**Opportunity**

There are significant opportunities for partners in this new world of work—whether you build and sell services, software, or devices.
Introducing solutions partner designations

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.
## How to attain a solutions partner designation

### Requirements

**Category & Metrics**
- **Performance Breadth**
  - Courseware / Exams
  - # of courseware completions
  - # of MCP Exams purchased
- **Performance Depth**
  - (MTM Survey)
  - # of surveys by Solution Area
- **Quality**
  - Avg. Training score by solution area

### Solutions Partner Benchmark

- **Courseware Completion KPI**
  - 1,000
- **Exam Unit KPI**
  - 200

### Meet at least one Solution Area

<table>
<thead>
<tr>
<th>Solution Area</th>
<th># of Surveys Completed</th>
</tr>
</thead>
<tbody>
<tr>
<td>Infrastructure</td>
<td>200</td>
</tr>
<tr>
<td>Data &amp; AI</td>
<td>200</td>
</tr>
<tr>
<td>Digital &amp; App Innov.</td>
<td>200</td>
</tr>
<tr>
<td>Modern Work</td>
<td>200</td>
</tr>
<tr>
<td>Security</td>
<td>200</td>
</tr>
<tr>
<td>Business Applications</td>
<td>200</td>
</tr>
</tbody>
</table>

### Survey Response Score

- **Avg. Training score by solution area**: 4.25+

### Business Rules

- Fundamentals Courseware & Exams: 1 unit = 0.5 KPI
- Advanced Courseware & Exams: 1 unit = 1 KPI
- Max Fundamentals Courseware contribution: 300 KPI
- Max Fundamentals Exams contribution: No Max

- Must earn designation in at least one solution area
- Minimum of 200 learner surveys completed via Metrics that Matter (MTM)
- Applicable to Advanced role-based course surveys only
- Azure categories: Digital and App innovation, Data & AI, and Infrastructure
- Survey completions from May 1, 2022 – October 31, 2022 will count as 2 completions. Survey completions until May 1, 2022 and from November 1, 2022 will count as 1.
- Completions count only if associated to an eligible MCT instructor
- Scoring applicable to Advanced role-based course surveys only
- 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
- Scores count only if associated to an eligible MCT instructor

---

*KPI = Key Performance Indicator
All metrics will continue to be calculated on a rolling 12 completed months of data prior to a partner’s anniversary date
Simplified View for Achieving Solution Area Badging

Trailing 12 complete months of data prior to anniversary date

- 1,000 KPI Courseware Completions
- 200 KPI Exam Purchases
- 4.25+ MTM Survey Overall Score

Fundamentals KPI capped at 300

Performance Breadth

Performance Depth

- 200 Infrastructure surveys submitted
- 200 Data & AI surveys submitted
- 200 Digital & App surveys submitted
- 200 Security surveys submitted
- 200 Modern Work surveys submitted
- 200 Biz Apps surveys submitted

At least one solution area required, more can be added without increasing courseware / exam requirements.

Surveys count 2x May – Oct, 2022
Not Meeting Solution Area KPIs?

Existing Learning Partners using MTM survey can:

- Access and deliver free MS Learn Courseware
- Publicly promote their ability to provide official Microsoft training
- Access Courseware Marketplace for labs, community courses, and Azure passes
- Access and leverage Microsoft-created marketing resources and files
- Participate in Learning Partner forums, community calls, and events
- Utilize the Courseware Title Plan
- Continue leveraging MCTs for public trainings
- Free access to Metrics that Matter (MTM) quality survey tool
We understand that these updates may require you to adjust your business plans. We’re providing time for you to learn about the new opportunities and requirements and identify a plan for your organization.

**Key dates**

- **March 16, 2022**
  - Microsoft announces plan for new solutions partner designations.
  - Partners begin to plan for program changes.
  - Partners will have 6+ months' notice before designations are available and existing competencies are no longer available.

- **September 30, 2022**
  - Last day partners can renew legacy competencies. Associated badging will no longer be valid from October, but partners can retain their existing benefits.

- **Q4 CY2022**
  - Solutions partner designations are available to attain.
  - Partners will need to meet the required learning partner benchmarks to attain solutions partner designations.
  - Benefits associated with legacy competencies continue through the partners’ next anniversary date.

*Timeline TBD: All dates and requirements subject to change.*
Next steps

- Watch for future updates across comms channels including our monthly Community Call, monthly Learning Partner newsletter, the Learning Partner Community, and our Learning Resources fileshare.
- Register for and leverage the Metrics that Matter (MTM) survey platform for all Microsoft training deliveries
- Encourage your learners to activate their courseware and complete post-training surveys
- Create a plan for incorporating exam vouchers into your student training offering

Reference documents

Microsoft Partner Network Solutions Partner Overview
Learning Partner Program Update