Microsoft Cloud Partner Program

FAQ: Frequently asked questions about Solutions Partner designations, competencies, specializations, expert programs, benefits, and more.

Overview

We have evolved the Microsoft Partner Network to the Microsoft Cloud Partner Program and are committed to our partnership and helping you grow your business. Our simplified partner programs are aligned to how we go to market and validate partner capabilities to deliver successful customer outcomes by investing in your growth and profitability.

- To learn more about the Microsoft Cloud Partner Program, review helpful assets in the training gallery on the Microsoft partner website, and Microsoft docs pages.
- Additional questions specific to Independent Software Vendors (ISVs) have been added to this FAQ starting on page 27.
- Helpful tips:
  - Ctrl+F to open a search window and locate a specific character, word, or phrase in the FAQ document.
  - Ctrl+Click on a topic located in the Table of Contents to jump to that specific topic.
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Microsoft Cloud Partner Program

Why is the Microsoft Partner Network name changing?
The Microsoft Partner Network changed to the Microsoft Cloud Partner Program in October 2022. This new name prioritizes our focus on the cloud and ensures that Microsoft and our partners are equipped for the road ahead. Whether you build and sell services, software solutions, or devices, the Microsoft Cloud Partner Program will build on the foundation and success of the Microsoft Partner Network and will remain a place for all partners to align with the critical areas of technology that customers need to be successful.

How have you evolved the Microsoft Partner Network program?
We have simplified our partner programs, focusing on differentiating services solution capabilities, to meet customer’s needs and introduced the Solutions Partner designation, anchored on the Microsoft Cloud in six solution areas aligned to how Microsoft goes to market: Business Applications, Data & AI (Azure), Digital & App Innovation (Azure), Infrastructure (Azure), Modern Work, and Security. This new model provides two qualifying levels: Solutions Partner and specialist/expert. For more information, please visit the Microsoft partner website.

When did these changes occur?
On October 3, 2022, Solutions Partner designations are available for partners to attain. To learn more about these changes, please visit the Microsoft partner website.

Solutions Partner designations

What are Solutions Partner designations?
Solutions Partner designations are anchored on the Microsoft Cloud in six solution areas aligned to how Microsoft goes to market. By attaining Solutions Partner designations, you demonstrate your organization’s capabilities in delivering customer success in the 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. The six designations are Solutions Partner for Business Applications, Data & AI (Azure), Digital & App Innovation (Azure), Infrastructure (Azure), Modern Work, and Security.
A Solutions Partner designation helps to easily identify partners with experience in high demand Microsoft Cloud solution areas, and that have delivered successful customer outcomes. Success is measured by customer success, skilling, and performance. For more information about the Solutions Partner designations, please visit the Microsoft partner website.

Why should I attain a Solutions Partner designation?
Customers want to work with partners who have the right skills and capabilities to meet their needs, along with a demonstrated ability to deliver customer success. The Solutions Partner designations clearly differentiate you from your competition. By attaining a Solutions Partner designation, you demonstrate your commitment to skilling and training and highlight the innovations and successful solutions you are building and delivering that contribute to customers’ success.

By attaining Solutions Partner designation, you will demonstrate your organization’s breadth of capabilities in delivering customer success in the solution area aligned to how Microsoft goes to market. That is valuable for you, because it is where we see customer demand, and where the opportunity is for partners to scale to meet customer needs.

To learn more about the Solutions Partner designations, please visit the Microsoft partner website.

What are the benefits associated with Solutions Partner designations?
Program benefits will continue to support you as you grow your business. The Solutions Partner designations benefits include internal use licenses (IUR) as well as other familiar benefits such as go-to-market services and resources, support and more. All Solutions Partner designations include benefits such as marketing, support, and advisory benefits. Each designation also has specific incremental benefits.

To learn more about Solutions Partner benefits, please visit the benefits guide on the Microsoft partner website.

How can I attain a Solutions Partner designation?
A Solutions Partner designation has a holistic measurement framework, the partner capability score, which measures performance, skilling, and customer success. So, it is not just what you know, it is how you apply that knowledge to what you do for customers every day. This holistic measurement provides you flexibility to demonstrate your knowledge, skills, and experience.

To attain a Solutions Partner designation, you will need to earn a minimum of 70 points (with points in each category and sub-category) out of the possible 100 points that are available.
Is Solutions Partner the same thing as the Microsoft Cloud Partner Program?
No. The Microsoft Cloud Partner Program is for all organizations who choose to partner with Microsoft, whether they build and sell services, software or devices. It is optimized for the Microsoft Cloud and is how we provide partners with access to our technology ecosystem, platforms, benefits, and incentives to empower them to deliver customer success, drive growth, and stay at the forefront of cloud transformation. Solutions Partner is a designation that partners can attain to showcase their technical capability and customer success. The designation can help partners differentiate their organization with customers. The initial six Solutions Partner designations are now generally available, and we are continuing to work on future designations. We'll share more information in future.

Is Microsoft planning to introduce designations aligned to industries?
Yes. We are working on industry designations anchored on the Microsoft Industry Clouds and prioritizing retail, healthcare, and financial services. Industry designations will be aligned in the future to both Solutions Partner and ISV programs to help services and ISV partners further differentiate their organization’s capabilities and marketplace offers. We will share more details in the coming months.

How will Microsoft educate customers on the changes to designations (i.e., from legacy competencies to Solutions Partner designations and future industry designations)?
We will educate customers in a variety of ways including directly and providing our partners with materials and assets to use in their own campaigns. We'll share more information in future.
Where can I track my progress towards attaining a Solutions Partner designation?
You can track your progress towards earning a Solutions Partner designation by signing into Partner Center and navigating to the Solutions Partner page.

Where can I see what points I have for a Solutions Partner designation?
Admins can sign into the Solutions Partner page in Partner Center to see how their organization is progressing towards the Solutions Partner designation.

When will the data be updated in the Solutions Partner dashboard on Partner Center?

Performance and Customer Success subcategories are typically refreshed by the 20th of every month. However, there may be more minor data refreshes throughout the month.

Skilling subcategories are typically refreshed within a week after certification is completed.

If something doesn’t appear to be reported correctly on the Solutions Partner dashboard, who do I contact for assistance?
Please log a ticket with Support at https://partner.microsoft.com/support.

I have questions about the partner capability score and points.
What is the difference between partner capability score and the partner contribution indicator score?
PCI (Partner Contribution Indicator) score has seven key indicators used to assess your progress toward attaining or retaining a legacy Cloud Business Applications competency only.

With the introduction of Solutions Partner designations, PCI will no longer be used, and we are moving to a new holistic measurement called the partner capability score which measures performance, skilling, and customer success categories aligned with each solution area. A minimum of 70 points (with points in each category and sub-category) out of the possible 100 points that are available, is needed to attain a Solutions Partner designation. For more information, please visit the training gallery on the Microsoft partner website.
Is it possible to earn partial points in a category?
Yes. You can earn partial points in whole increments. For example, if a metric requires three customer adds with a total of 30 total points and you obtain one customer add you will earn 10 of the 30 total points.

For more information about specific requirements, please visit Microsoft Docs:

- Solutions Partner for Business Applications: aka.ms/solutionspartnerbizapps
- Solutions Partner for Data & AI (Azure): aka.ms/solutionspartnerdataai
- Solutions Partner for Digital & App Innovation (Azure): aka.ms/solutionspartnerdigiapp
- Solutions Partner for Infrastructure (Azure): aka.ms/solutionspartnerinfra
- Solutions Partner for Business Applications: aka.ms/solutionspartnerbizapps
- Solutions Partner for Modern Work: aka.ms/solutionspartnermodern
- Solutions Partner for Security: aka.ms/solutionspartnersecurity

What if I do not have the 70 points required to meet the Solutions Partner designation?
If your organization does not have the 70 points required to meet the Solutions Partner designation, you can sign into the Solutions Partner page in Partner Center for guidance on how you can improve your score in each of the categories: performance, skilling, and customer success.

What happens if we attain the Solutions Partner designation but dip below 70 points between attaining the designation and our anniversary date?
At any time after October 3, 2022, if your organization meets requirements for the Solutions Partner designation, you’ll immediately receive the corresponding customer-facing badge. On your anniversary date, not beforehand, we’ll check if you still meet the requirements. If you do, you’ll retain the Solutions Partner designation and corresponding badge after paying the annual
fee. We will not remove a badge you have earned if you fall below 70 points before your next anniversary date.

Is the 70 points for the Solutions Partner designation only or does it contribute to the specialization and expert programs?
70 points is the minimum requirement to attain a Solutions Partner designation. Note that it is 70 points out of a possible 100 points, and partners need to have points in all subcategories. The associated Solutions Partner designation are now the prerequisite for specializations and expert programs. For example, to earn the Calling for Microsoft Teams specialization, a partner first needs to attain the Solutions Partner for Modern Work designation, then meet the specialization requirements which are otherwise unchanged. For more information on the requirements visit the specialization pages on the Microsoft partner website.

Our partner capability score is currently 50 points or less, but we are working towards an advanced specialization, will that boost our score?
No. Specializations (previously called advanced specializations) and expert programs will continue to be a way to further differentiate your organization’s deep technical expertise.

Solutions Partner designations are the first opportunity to differentiate your organization’s capabilities in delivering customer success. 70 points is the minimum requirement to attain a Solutions Partner designation. Note that it is 70 points out of a possible 100 points, and partners need to have points in all subcategories. The associated Solutions Partner designation are now the prerequisite for specializations and expert programs. For example, to earn the Calling for Microsoft Teams specialization, a partner first needs to attain the Solutions Partner for Modern Work designation, then meet the specialization requirements which are otherwise unchanged. For more information on the requirements visit the specialization pages on the Microsoft partner website.

Does the work I am doing with government, education and nonprofit customers count towards my partner capability score?
We are currently working on changes to ensure partners are being credited with work they are doing with education and nonprofit customers. We do not have timing on this work and will share an update when we have more information. We are also investigating whether it is possible to include work with government customers. We expect the government credit to take longer and will share an update when we have new information.
I have questions about the new customer-facing badges and benefits.  
**What badges are available for the Solutions Partner designations?**  
New customer-facing badges for the Solutions Partner designations are available starting October 3, 2022. There is one badge per solution area which represents the Solutions Partner designation. There is also a Solutions Partner for Microsoft Cloud badge, for partners who attain all six Solutions Partner designations.

**How are badges and benefits distributed between a partner global account and a partner location account?**  
Designation badges and benefits are attained on the partner global account (“PGA”) level; badges and benefits can be distributed to the partner location account(s) (“PLA”) that are associated to the PGA. It is at the discretion of the PGA regarding how to distribute benefits to PLA(s). To learn more about the relations between PGA and PLA, go here: [Two levels of MPN partner accounts - Partner Center | Microsoft Docs](https://docs.microsoft.com/en-us/partner-center/merge-accounts?msclkid=46915f2ed07e11ec9095d7db342d8208)

If a partner has multiple PGAs, they can choose to consolidate by following these steps [https://docs.microsoft.com/en-us/partner-center/merge-accounts?msclkid=46915f2ed07e11ec9095d7db342d8208](https://docs.microsoft.com/en-us/partner-center/merge-accounts?msclkid=46915f2ed07e11ec9095d7db342d8208)

**Where can we find the new logo designation design guidelines for print and website/digital use? Will there be black/white/transparent images available?**

Color and black and white versions of the badging are available for download from Logo Builder in Partner Center once partners have attained the designations. Badge use guidelines are available in Logo Builder and on the Microsoft partner website.

**If I meet all the requirements for an additional designation, will the benefits be available immediately, or is there a time delay in Partner Center?**

If you earn a subsequent designation in between anniversary dates, you will be able to access the subsequent benefits immediately – you do not have to wait until your upcoming anniversary date.
If I attain an additional designation mid-year, is the designation valid for twelve months from attainment or is it valid through the next anniversary date?

The designation is valid until the anniversary date of when the first designation was attained. For example, if a Solutions Partner for Modern Work designation is attained November 2022, and then Business Applications is attained January 2023 and Security in February 2023, all three designations will have the same anniversary date of November 2023.

When can I update my benefits to the new benefits package?

No changes are made to benefits between anniversary dates. The next time you can update your benefits package is your next anniversary date. If you do not qualify for a Solutions Partner designation at your next anniversary date, you can choose to renew your legacy benefits. If you qualify for a Solutions Partner designation, you can choose to renew your legacy benefits or opt for the Solutions Partner designation benefits package.

I have questions about fees.

What is the fee to attain a Solutions Partner designation?

The annual fee to attain a Solutions Partner designation is $4,730 USD (or equivalent, local fees vary). This is aligned to the existing fees to attain a legacy gold competency.

For partners with a legacy competency by September 30, 2022, who attain a Solutions Partner designation, the required annual fee is based on the benefits selected and is due at your existing anniversary date (as listed in membership page in Partner Center).

For example, if you choose the Solutions Partner designation benefits, you will pay an annual fee of $4,730 USD (or equivalent, local fees vary) aligned to the legacy gold competency fee. If you choose to retain the legacy benefits (benefits you received based on the legacy competency you held on September 30, 2022), you will pay a fee aligned to your legacy silver or gold competency fee (local fees vary).

You can choose to attain one Solutions Partner designation, or more, if applicable to your business. Once you attain a Solutions Partner designation, subsequent Solutions Partner designations can be attained, after requirements are met, with no additional fee.

For more information, please visit the Microsoft partner website.
Do we need to pay a separate fee for each of the six Solutions Partner designations and what is the fee?
The annual fee for the Solutions Partner designation, regardless of how many designations, is $4,730 USD (or equivalent, local fees vary), aligned to the legacy gold competency fee. As it works with competencies today, if a partner earns subsequent designations, they do not need to pay the fee again.

How do these changes impact publishing in the commercial marketplace?
How do Solutions Partner designations work with publishing a Managed Services offer with Commercial Marketplace?
On October 3, 2022, existing partners, who had a competency on September 30, 2022, will be able to publish Managed Services offer types until October 3, 2023. New partners or partners who did not have a competency on September 30, 2022, are now required to have a Solutions Partner designation to publish a managed services offer.

How do Solutions Partner designations work with publishing a Consulting Services offer with Commercial Marketplace?
On October 3, 2022, existing partners, who had a competency on September 30, 2022, will be able to publish Consulting Services offer types until October 3, 2023. A Solutions Partner designation will be required beginning October 3, 2023. New partners or partners who did not have a competency on September 30, 2022, are now required to have a Solutions Partner designation to publish a consulting services offer.

How do Solutions Partner designations work with co-sell?
Existing services partners with co-sell ready status, who had a competency on September 30, 2022, will be able to publish Consulting Services offer types until October 3, 2023. A Solutions Partner designation will be required beginning October 3, 2023.

What happens to my existing and new applications I’m considering publishing on Microsoft AppSource if I do not qualify for a new Solutions Partner designation(s) on October 3, 2022, and beyond?
For Consulting Service and Managed Service offer types only, on October 3, 2022, existing partners, who had a silver and/or gold competency on September 30, 2022, will be able to continue publishing these offer types on Microsoft AppSource until October 3, 2023. A Solutions
Partner designation will be required beginning October 3, 2023 to create a Consulting Service and/or Managed Service offer. New partners or partners who did not have a competency on September 30, 2022, are now required to have a Solutions Partner designation to publish these offer types on Microsoft AppSource. To learn about the publishing criteria for other offer types, please go here.

I have broad questions about the requirements.
Are the customer references/evidence going to be 100% telemetry based or will they require manual/verbal approval and verification from each customer for each scenario?
The customer references are referring to requirements as part of certain specializations. There are currently no planned changes for existing specializations in market. As a result, there is no change in how customer references are validated at this time. The partner capability score is a telemetry-based score based on data that exists in Partner Center. You will need to ensure the data such as DPOR and CSP and certifications is being captured and reported accurately, but once you’ve made those connections, the data will be updated monthly and daily for skilling. More information on requirements and how to link reporting is available on the Microsoft Docs pages.

Is it possible to earn more than the maximum number of points in a category?
No. You cannot earn more points than the total possible points in each category.

I have earned more than 70 points for a Solutions Partner designation. When will I receive a badge?
Once you have attained a Solutions Partner designation, your customer-facing badge will be available to download from Logo Builder in Partner Center.

Where an exam, certificate, or assessment counts for more than one Solutions Partner designation, can the same skill (exam, certificate, or assessment) be completed by the same Microsoft Certified Professionals (MCP)?
Yes.
Can one person with their exam passed be linked to more than one Solutions Partner designation? Yes.

Where do I go to learn more about the various association types that are necessary to receive recognition and points associated with performance and customer success categories across the Solutions Partner designations? Find out more about linking your partner ID on Partner Center document on Microsoft Docs.

Specifically:
- Link a partner ID for CSP Tier 1 or 2
- Link a partner ID for Azure performance - PAL or DPOR (microsoft.com)
- Link a partner ID for CPOR

Sometimes partner associations are declined by global admins; how should we handle this requirement? It's important for partners to start conversations with customers now to ensure appropriate associations are in place ahead of October 2022.

How are partner associations such as CPOR and PAL impacted if a customer is served by multiple partners? Association types such as CPOR and PAL allow partners to be associated at the customers' workload level so that more than one partner who is working in the customer's environment is recognized for the work they have completed.

Will GDAP be added to report partner association to meet the partner capability score requirements? GDAP is not currently one of the attribution methods for partner capability score requirements. Depending on which Solutions Partner designation you are pursuing, you will need to link CPOR, DPOR or CSP. Please refer to the requirements information on Microsoft Docs for more information.
I have questions about competencies
Did competencies go away?
Yes. September 30, 2022 was the last day for partners to renew competencies. Starting October 2022, competencies will no longer be valid, meaning that badges will go away, and competencies will not be promoted by Microsoft. Partners will retain their benefits.

I missed renewing my legacy competency ahead of September 30, 2022. Can I submit a request for an exception and still renew my competency even though it is now October 2022?
There is no exception process for partners who did not renew their competency at the time of their anniversary date ahead of the September 30, 2022 deadline. Instead, partners can choose to subscribe to Microsoft Action Pack, work towards a Solutions Partner designation, or if they are an ISV partners, they can sign up for the ISV Success program (currently in private preview and moving to public preview later this year).

My competency renewal is after September 30, 2022, can I renew under legacy before my anniversary date?
No. You can't renew your legacy competency before your anniversary date. If your anniversary date was after September 30, you will have options. If you meet the requirements, you immediately attain a Solutions Partner designation and the new customer-facing badging. Legacy competencies and associated badges are no longer valid after September 30, 2022. However, you will retain your legacy benefits (benefits you received based on the competency you held on September 30, 2022), until your next anniversary date. On our anniversary date, if you don't meet the requirements for the Solutions Partner designation, you will have the option to pay the fee and retain your legacy benefits (benefits you received based on the competency you held on September 30, 2022), until your next anniversary date.

If a partner renews their competency, what benefits will they keep and what will change?
Benefits aligned to legacy competencies are not changing today. Any partner who renews their legacy competency by September 30, 2022, will retain the benefits associated with their legacy competency. On their next anniversary date, they will have the option to pay the same fee as they did previously and retain their legacy benefits. If on their anniversary date they meet the requirements for Solutions Partner, they will have a choice whether they retain their legacy benefits or move to the new Solutions Partner benefits.
I have a legacy competency and choose to attain a Solutions Partner designation. What is the process?

Starting October 3, 2022, Solutions Partner designations are available for partners to attain. If you meet the requirements and earn the required partner capability score, you immediately attain a Solutions Partner designation and the new customer-facing badging. Legacy competencies and associated badges are no longer valid after September 30, 2022. However, you will retain your legacy benefits (benefits you received based on the competency you held on September 30, 2022), until your next anniversary date.

On your next anniversary date after October 3, 2022, you will have the following options:

Qualifications for designation at the time of anniversary:
- Maintain a Solutions Partner designation if you have attained one. Partners will have two options relating to benefits, they can only pick one option. A partner must choose option #1 or #2 in order to keep the Solutions Partner designation.
  - Option #1: To receive the Solutions Partner designation benefits you will pay the annual fee. Annual fees for Solutions Partner designation are aligned to the legacy gold competency fees. OR
  - Option #2: Retain your legacy silver or gold competency benefits and pay an annual fee. Annual fees for legacy silver or gold competency benefits are aligned to the legacy silver and gold competency fees.

Does not qualify for designation at the time of anniversary:
- Retain your legacy silver or gold competency benefits and pay an annual fee. Annual fees for legacy silver or gold competency benefits are aligned to the legacy silver and gold competency fees.

I have a legacy competency and will not attain a Solutions Partner designation. What is the process?

Competencies and associated badges are no longer valid after September 30, 2022. You will continue to receive legacy benefits (benefits you received based on the competency you held on September 30, 2022), for legacy competencies until your next anniversary date. After that time there will be an option to continue to purchase legacy benefits.
I need to provide proof of having a competency as part of a Request for Proposal (RFP) process. Is there a way for me to extend my legacy competency?

Legacy silver and gold competencies will no longer be valid after September 30, 2022, and partners should discontinue use of the old badges from this date. However, if a partner held a competency on September 30, 2022, and needs to provide evidence of that to support Request for Proposal (RFP), partners can download a legacy competency certified letter directly in Logo Builder starting October 3, 2022.

Benefits, incentives, and requirements

I have questions about benefits, incentives, and requirements

Will incentives be changing?

If you have a legacy competency, you have options to continue attaining partner incentives.

**October 1, 2022, through September 30, 2023:**

- **Option 1:** Attain a Solutions Partner designation. Meet the requirements and immediately become eligible for incentives.
- **Option 2:** Purchase legacy benefits (benefits you received based on the legacy competency you held on September 30, 2022), package. This option could apply if:
  - Legacy competency is renewed by September 30, 2022.
  - Solutions Partner designation is not attained. You can continue to be eligible for incentives until your first anniversary after September 30, 2022, or later (until October 1, 2023) if you choose to purchase a legacy benefits package on your anniversary date.
- Double incentives will not be possible.

**October 1, 2023, and beyond:**

Attaining a Solutions Partner designation will be required to be eligible for incentives. Legacy competencies and legacy benefits will no longer be recognized as eligible criteria for incentives, unless otherwise stated in applicable incentive program terms.

I have attained a Solutions Partner designation. On my next anniversary date, should I move to the new Solutions Partner benefits or stick with my legacy benefits?

Whether a partner should renew their existing legacy benefits or move to the Solutions Partner benefits is a decision for each partner organization to make based on their own circumstances and alignment to their organization’s goals and business plan. We recommend comparing the...
legacy benefits and Solutions Partner benefits listed in Partner Center before making your decision to ensure you have the latest information.

How do I check what legacy benefits I am receiving today?
Partners should review their legacy benefits in Partner Center to ensure they have the latest information.

If we choose to move to the new benefits, but the following year we no longer meet the Solutions Partner designation, can we switch back to legacy benefits?
Yes, legacy benefits will still be available to you if you moved to the new benefits package but then do not qualify at your following anniversary date. Legacy benefits will only be available to partners who had a competency on September 30, 2022.

Requirements for Azure-related designations
For Solutions Partner for Azure-related designations, how do the requirements differ?
The requirements in the Performance and Customer Success categories are the same. The Skilling category has different required certifications for each of the designations.

For more information about specific Solutions Partner designation requirements, please visit:
- Solutions Partner for Data & AI (Azure): aka.ms/solutionspartnerdataai
- Solutions Partner for Digital & App Innovation (Azure): aka.ms/solutionspartnerdigiapp
- Solutions Partner for Infrastructure (Azure): aka.ms/solutionspartnerinfra

For Solutions Partner for Azure-related designations, in the performance category, what qualifies as a Net Customer Add?
To learn more about the requirements for performance, please visit:
- Solutions Partner for Data & AI (Azure): aka.ms/solutionspartnerdataai
- Solutions Partner for Digital & App Innovation (Azure): aka.ms/solutionspartnerdigiapp
- Solutions Partner for Infrastructure (Azure): aka.ms/solutionspartnerinfra
For Solutions Partner for Azure-related designations, in the customer success category, how is ACR (Azure Consumed Revenue) Growth calculated?

To learn more about the requirements for customer success, please visit:
- Solutions Partner for Data & AI (Azure): aka.ms/solutionspartnerdataai
- Solutions Partner for Digital & App Innovation (Azure): aka.ms/solutionspartnerdigiapp
- Solutions Partner for Infrastructure (Azure): aka.ms/solutionspartnerinfra

For Solutions Partner Azure-related designations, in the customer success category, how are Deployments measured?

To learn more about requirements for the customer success category for Azure designations, please visit:
- Solutions Partner for Data & AI (Azure): aka.ms/solutionspartnerdataai
- Solutions Partner for Digital & App Innovation (Azure): aka.ms/solutionspartnerdigiapp
- Solutions Partner for Infrastructure (Azure): aka.ms/solutionspartnerinfra

For Solutions Partner for Azure-related designations, in the skilling category, what certifications are required?

To learn more about requirements for skilling, please visit:
- Solutions Partner for Data & AI (Azure): aka.ms/solutionspartnerdataai
- Solutions Partner for Digital & App Innovation (Azure): aka.ms/solutionspartnerdigiapp
- Solutions Partner for Infrastructure (Azure): aka.ms/solutionspartnerinfra

Requirements for Business Applications designation

For Solutions Partner for Business Applications, in the performance category, what workloads are relevant?

To learn more about requirements for performance, please visit Microsoft Docs at aka.ms/solutionspartnerbizapps.

For Solutions Partner for Business Applications, in the customer success category, what is the monthly consumption value and how is it used?

To learn more about requirements for customer success, please visit Microsoft Docs at aka.ms/solutionspartnerbizapps.
How do I meet the skilling requirements for the Business Applications designation?
To learn about the requirements for skilling, please review the detailed requirements on Microsoft Docs and in the overview for Solutions Partner for Business Applications deck in the partner training gallery on the Microsoft partner website.

Requirements for Modern Work designation
For Solutions Partner for Modern Work, in the performance category, what qualifies as a Net Customer Add?
To learn more about requirements for performance, please visit Microsoft Docs at aka.ms/solutionspartnermodern.

For Solutions Partner for Modern Work, in the performance category, how do I associate my organization with my customers?
For enterprise and SMB customers, please visit Microsoft Docs at aka.ms/solutionspartnermodern.

For Solutions Partner for Modern Work, in the skilling category, what exams and certifications are required?
To learn more about requirements for skilling, please visit Microsoft Docs at aka.ms/solutionspartnermodern.

For Solutions Partner for Modern Work, in the customer success category, how is the monthly Active usage growth score calculated?
To learn more about requirements for performance, please visit Microsoft Docs at aka.ms/solutionspartnermodern.

For Solutions Partner for Modern Work, in the customer success category, how is deployed service defined?
To learn more about requirements for performance, please visit Microsoft Docs at aka.ms/solutionspartnermodern.
How does Solutions Partner for Modern Work map to the Microsoft Cloud Accelerator Program?

Solutions Partner for Modern Work is an important requirement to be eligible for the Microsoft Cloud Accelerator Program. Please visit sign into Partner Center to see your eligibility.

What is the reasoning for basing the performance and customer success requirements for the Modern Work SMB track on greater than 10 seats?

In most cases where the customer account size is less than 10 seats, customers don’t engage partners to deploy Microsoft 365 and partners are not focused on delivering value-added services as it is not profitable for them. Because Solutions Partner for Modern Work designation is designed to identify partners with the skills and proven track record needed to help customers deploy and use Microsoft 365, we believe focusing on partner capability with servicing customers with 10 seats or more is the best indicator of this.

Requirements for Security designation

For Solutions Partner for Security, in the performance category, can points be earned for Microsoft 365 and Microsoft Azure workloads?

Yes, partners can earn points from either Microsoft Azure, Microsoft 365 or both. To learn more about requirements for performance, please visit Microsoft Docs at aka.ms/solutionspartnersecurity.

For Solutions Partner for Security, in the performance category, is it the same process to associate my customers with my organization for Solutions Partner for Modern Work and Solutions Partner for Security?

To learn more about requirements for performance, please visit Microsoft Docs at aka.ms/solutionspartnersecurity.

For Solutions Partner for Security, in the performance category, how can I verify my organization is getting credit for our work with customers?

Customers will be associated with your organization through Partner Center Claiming Partner of Record (CPOR). For Azure customers will be associated with your organization through the Partner Admin Link.
For more information about Claiming Partner of Record (CPOR), please visit aka.ms/cpor. Please select Online Services Usage Microsoft 365 Incentive Resources.

For more information about Partner Admin link (PAL), please visit PAL collection on the Microsoft partner website.

Why is the Cloud Solution Provider (CSP) partner association not eligible for the Solutions Partner for Security designation?

In Security, we classify CSP associations to small and medium businesses. Although any partner seeking a Solutions Partner designation for Security can use CPOR to be recognized for servicing a customer’s Microsoft cloud environment. The current program is designed to recognize partners who manage larger customer accounts.

Why is the existing Enterprise Mobility Management competency mapping to the Solutions Partner for Security designation?

A secure environment is an always-up-to-date environment. The goal is to facilitate modern cloud deployment technologies to ensure customers are always secure and up to date.

Specializations, Azure Expert Managed Service Provider, and Microsoft Action Pack

Specializations

How are Microsoft advanced specializations changing?

Advanced specializations are now called specializations. If you attain a Solutions Partner designation, specializations further validate and differentiate your deep technical experience and expertise. Specializations demonstrate your ability to deliver project-based services related to specific technical scenarios aligned to the solutions areas, and with how we go to market. Earning a specialization strengthens and differentiates you from your competition in areas with high customer demand. We are also introducing new badges and benefits. To learn more about specialization benefits, please visit the benefits guide on the Microsoft partner website. If you had an active advanced specialization on October 3, 2022, it will automatically transition to specialization.
Because legacy gold competencies are no longer be valid, Solutions Partner designations are now the prerequisites to earn specializations. You will have until the anniversary date of your specialization to ensure you meet the relevant Solutions Partner designation aligned to your specialization to retain your specialization. You will not be allowed to renew your specialization at your specialization anniversary date if you have not attained the aligned Solutions Partner designation.

What is the difference between Solutions Partner designations and specializations?
The Solutions Partner designation becomes the first opportunity for you to demonstrate your breadth of skills, knowledge and set yourself apart from the competition. Once you attain a Solutions Partner designation, you can further differentiate your deep technical expertise and experience with specializations through the Microsoft Azure Expert Managed Service Provider (MSP) program.

When will changes to the advanced specializations happen?
Starting on October 3, 2022, Solutions Partner designations are available for partners to attain and are a prerequisite to earn, maintain, and renew a specialization.

If you had an active advanced specialization on October 3, 2022, it will automatically transition to specialization. Because legacy gold competencies are no longer be valid, Solutions Partner designations are now the prerequisites to earn specializations. You will have until the anniversary date of your specialization to attain the required Solutions Partner designation along with the other specialization requirements. You will not be allowed to renew your specialization at your specialization anniversary date if you have not attained the aligned Solutions Partner designation.

What will change if my organization has already earned an advanced specialization?
On October 3, 2022, Solutions Partner designations became the prerequisite to earn, maintain, and renew a specialization. We are also introducing new badges and benefits. If you had an active advanced specialization on October 3, 2022, it will automatically transition to specialization. Because legacy gold competencies are no longer be valid, Solutions Partner designations are now the prerequisites to earn specializations. You will have until the anniversary date of your specialization to ensure you meet the relevant Solutions Partner designation aligned to your specialization to retain your specialization. You will not be allowed to renew your
specialization at your specialization anniversary date if you have not attained the aligned Solutions Partner designation.

**Once I attain a Solutions Partner designation, what specializations can I earn?**

Eligibility for specializations is based on the Solutions Partner designation you have attained. For specializations aligned to more than one Solutions Partner designation, partners need only attain one of the required Solutions Partner designations. See table below for mapping:

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Can I earn any specializations if I have any of the three Azure-related designations (Data & AI, Digital & App Innovation, Infrastructure)?
No. Eligibility for specializations is based on the designation(s) you have attained (see table above) and specific requirements for each specialization. For specialization requirement details please sign into Partner Center.

What are the benefits associated with specializations and expert programs?
After you earn a specialization or expert designation, you will have access to benefits that include a customer-facing badge to display on your business profile in the Microsoft AppSource partner gallery, prioritization ranking in the commercial marketplace, evaluation for active cooperative selling opportunities with Microsoft field sellers, and more.

Additionally, as part of the benefits associated with the Solutions Partner designation, if you subsequently earn a specialization, you will receive incremental product benefits to help further accelerate your business. Incremental benefits for specialization and expert programs are only available with Solutions Partner benefits and cannot be added to legacy benefits.

To learn more about Solutions Partner benefits, please visit the benefits guide on the Microsoft partner website.
Can I receive benefits associated with specializations and expert programs before my renewal date?

No. The new incremental benefits for specializations and expert programs are tied to the benefits for Solutions Partner designations and must be selected (by paying the aligned fee) instead of choosing to retain legacy benefits (and paying the aligned fee). The ability to select your benefits will be available at your first membership anniversary date after attaining a Solutions Partner designation.

To view an example of the timeline and options for receiving the benefits associated with specializations and expert programs, please visit the section titled ‘Illustrative example’ in the benefits guide on the Microsoft partner website.

Will I receive benefits associated with specializations and expert programs if earned after my renewal date?

If you already have the relevant Solutions Partner designation and have opted to select the Solutions Partner benefits (and pay the fee), incremental specialization benefits are received when the specialization is earned and will be available through your next renewal date.

The total number of specializations or expert program associated benefits must be within the respective maximum benefit cap amounts for each category of specializations and expert programs.

To view an example of the timeline and maximum benefit cap amounts for receiving the benefits associated with specializations and expert programs, please visit the section titled ‘Illustrative example’ in the benefits guide on the Microsoft partner website.

What happens to my advanced specialization on October 3, 2022, if my organization chooses not to attain a Solutions Partner designation?

Advanced specializations changed to specializations on October 3, 2022. On this date, legacy gold competencies are no longer valid, and Solutions Partner designations became prerequisites to earn specializations. You will have until the anniversary date of your specialization to ensure you meet the relevant Solutions Partner aligned to your specialization to retain your specialization.

Example scenario:
Partner A
- Current competency: Gold Security, anniversary date November 11, 2022
- Current advanced specialization: Threat Protection, anniversary date February 3, 2023
On October 3, 2022, Partner A has 60 points towards the Solutions Partner for Security designation and has an Active Threat Protection advanced specialization. Partner A must attain the Solutions Partner for Security designation before the anniversary date of their Threat Protection specialization to maintain that specialization. If Partner A is unable to attain the Solutions Partner for Security designation, they will not be able to renew their Threat Protection specialization.

We are working to earn an advanced specialization; can we still apply with our gold competency?
Yes, applications to earn advanced specializations were accepted through September 30, 2022, with the caveat that the last day to renew competencies was September 30, 2022, and competencies must be current when applying for advanced specializations.

On October 3, 2022, attaining a Solutions Partner designation will be required to earn, maintain, and renew a specialization.

What is the process to renew an advanced specialization?
Advanced specializations became specializations on October 3, 2022. At that time prerequisites to earn, maintain, or renew a specialization became attaining a Solutions Partner designation. Legacy gold competencies are no longer valid. The renewal process will be triggered based on the anniversary date of your current specialization. All anniversary dates from July – December 2022 have been pushed back six months to give time to accommodate the Microsoft Cloud Partner Program changes. The first renewals will begin in February 2023. Check your Specialization anniversary date in Partner Center > Membership > Advanced Specialization.

Facts about the process:
• Solutions Partner designation required
• Year 1: To renew the specialization, you will need to meet telemetry-based requirements (such as performance, certifications) only. The telemetry-based requirements are valid for one year and revalidated annually. Telemetry requirements will be reviewed for all anniversary dates beginning February 2023.
• Year 2: To renew the specialization, you will need to meet the telemetry-based requirements and complete the manually validated requirements (such as audits or providing customer references depending on the specialization). The audits and customer references requirements are valid for two years and re-validated every other year. These will start with anniversary dates beginning February 2024.
• Year 3+: Following years will follow the same process with telemetry requirements annually and telemetry + manually validated requirements every other year.

The renewal window will open 60-days before your anniversary date and closes on your anniversary date (with a 30-calendar day grace period). Partners must meet the published requirements within the 90-day period to renew their specialization.

After a Solutions Partner for Azure designation is attained, what specializations can be earned?
Specialization requirements are specific to each specialization. For more information on specialization requirements log into Partner Center.

Azure Expert Managed Service Provider program

What is happening with the Azure Expert MSP program?
There are no changes to the Azure Expert MSP program outside of the impact of the move from competencies to Solutions Partner designations. After October 3, 2022, when the Solutions Partner designations are available for partners to attain, all three Azure-related Solutions Partner designations, Data & AI (Azure) Digital & App Innovation (Azure), and Infrastructure (Azure) are required as a prerequisite for the Azure Expert MSP. Once you have attained the Solutions Partner designations you will need to meet the additional requirements. To learn more, please visit the Azure Expert Managed Services Provider information on the Microsoft partner website.

To learn more about Solutions Partner benefits, please visit the benefits guide on the Microsoft partner website.

Is Microsoft planning to make changes to the Azure Expert MSP designation?
Azure Expert Managed Service Provider (MSP) continues to be a way for partners to distinguish your organization’s sustainable, repeatable, and efficiently managed services across the full cloud lifecycle, allowing your customers to focus on their business priorities. There are no changes to this program as it exists today outside of the update to prerequisite from legacy competencies to Solutions Partner designations and the prerequisite for partners to have attained all three Azure-related designations: Data & AI (Azure), Digital & App Innovation (Azure) and Infrastructure (Azure). Should this change, we will provide partners with notice ahead of any updates being implemented.
When will Solutions Partner designations be a requirement for earning Azure Expert MSP?
On October 3, 2022, all three Azure-related Solutions Partner designations, Data & AI (Azure), Digital & App Innovation (Azure), and Infrastructure (Azure) are required as a prerequisite for the Azure Expert MSP.

What happens to my Azure Expert MSP status on October 3, 2022, if my organization does not qualify for the Azure Solutions Partner designations?
On October 3, 2022, to maintain your Azure Expert MSP status your organization will need to attain the required Azure-related Solutions Partner designations and the legacy Gold Cloud Platform competency will no longer be valid. Your organization will have until the anniversary date of your Azure Expert MSP to attain all three Azure Solutions Partner designations. If you have not met the Solutions Partner designations, then you will not be allowed to renew your Azure Expert MSP status.

My organization is currently working to earn Azure Expert MSP, can we still apply with our Gold competency?
Applications to earn Azure Expert MSP closed on September 30, 2022, with the caveat that the last day to renew competencies was September 30, 2022.

Starting October 3, 2022, attaining all three Azure Solutions Partner designations is required to earn, maintain, and renew Azure Expert MSP.

Is there a plan to update the Azure Expert MSP badges to align with the new Solutions Partner designation badges?
No. We have updated the Azure Expert MSP badges to remove the word gold, given that legacy gold competencies are no longer valid.

Microsoft Action Pack
Will there be changes to Action Pack?
There are no changes to Action Pack. For more information about Microsoft Action Pack, please visit the Action Pack information on the Microsoft partner website.
Independent Software Vendors

I’m an ISV partner, how does the Microsoft Cloud Partner Program help me?

The Microsoft Cloud Partner Program is designed for all partners. Whether you build and sell services, software solutions, or devices, our partner-focused business platform opens the door to the Microsoft ecosystem of resources, tools, and opportunities to support your success on the Microsoft Cloud. To better support any ISV that wants to work with us, we’re investing in programs, resources, and initiatives that meet you where you are. At Microsoft Inspire in July, we announced the ISV Success program within the Microsoft Cloud Partner Program. Currently within private preview and moving to public preview later this year, the ISV Success program will be open to all ISV partners to help them access benefits to build and publish apps faster, accelerate innovation, and reach more customers. We also announced we’re adding industry designations to differentiate solutions based on partners’ demonstrated performance with customers, technical maturity, and customer success. We will start with focus on these three industries: Financial Services, Retail, and Healthcare, with more industries coming afterwards. We’ll be prioritizing industry designations anchored on the Microsoft Industry Clouds and aligning across the Solutions Partner and ISV programs to help partners further differentiate their organization’s capabilities and marketplace offers. For more information: https://partner.microsoft.com/membership/isv-growth

Find out more about how we’re supporting ISV partners today:

- To help remove the traditional barriers to founding a tech company, we launched Microsoft for Startups Founders Hub, where you can grow your business at your pace with Microsoft tools and platforms, guidance from business leaders and technical experts, and startup-friendly offers from Microsoft partners.
- For tailored support as you develop, extend, and sell Microsoft Cloud solutions, you can join the ISV Success Program, the pathway for ISVs within the Microsoft Cloud Partner Program.
- One of our top priorities is to help you deliver quality, high-performing cloud solutions to customers across every market and industry. As an ISV partner, you can expand your customer connections through the Microsoft commercial marketplace

Can all types of partners attain a Solutions Partner designation for example ISV, services partners, indirect providers?

We recognize that Solutions Partner designations are primarily for partners providing services, but all partners are welcome to participate in Solutions Partner designations and our broader partner program that offers additional benefits. For example, new features and functionality are
now available to help Independent Software Vendors (ISVs) sell more with Microsoft through our commercial marketplace.

Microsoft continues to make commitments to make the commercial marketplace the most partner-focused business platform with flat agency fees of 3%, the opportunity to motivate partners in the Cloud Solution Provider (CSP) program to sell an ISV’s offer with margin sharing and unlock enterprise customers with enhancements in private offers for customized deals.

For services partners who focus on SMB, there is a path within the Solutions Partner for Modern Work and for Business Applications. For more information, please visit Solutions Partner for Modern Work and Solutions Partner for Business Applications.

What impact do these changes have on ISVs becoming co-sell ready?
There is no change to how an IP application becomes co-sell ready or incentivized. Details on how to obtain the status can be found in the Partner Center documentation on Microsoft Docs.

I’m an ISV partner with an existing silver or gold competency, what action do I need to take?
If your anniversary date is before September 30, 2022, make sure you renew your competency by September 30, 2022 as that is the last day to renew existing legacy competencies. After September 30, no new competencies can be attained.

Partners with active legacy competencies after September 30, 2022, will retain the associated benefits. On your next anniversary date, you will have the option to pay the same fee and retain your legacy benefits. If you meet the requirements for Solutions Partner, you will have the option to pay the fee and move to the new Solutions Partner benefits instead. As an ISV partner, you can also consider the ISV Success program which is the pathway for ISV partners within the Microsoft Cloud Partner Program, in addition to Solutions Partner designations. The ISV Success Program is currently in private preview and will move to public preview later this year.

If an ISV is close to achieving the required points for a Solutions Partner designation, should they go the extra mile to achieve this?
The initial Solutions Partner designations are aligned to six solution areas anchored on the Microsoft Cloud. While the Solutions Partner designations available today are geared towards recognizing a partner’s ability to build and sell services, we’re continuing to invest in new ways to help all partners build innovative, secure, high performing solutions for customers, go to market faster, while driving customer demand, sell their solutions, scale their reach, differentiate,
and stand out to customers. Whether an ISV, or any partner, should pursue the Solutions Partner designation is a decision for each partner organization to make based on their own circumstances and alignment to their organization’s goals and business plan. In making your decision, we recommend you review the materials in the Training Gallery on the partner website, including how Microsoft is positioning Solutions Partner designations, the requirements to attain each designation and the associated benefits.

If the ISV Success program isn’t available in my country or region, what should they do in the interim?
The ISV Success program is the pathway for ISV partners within the Microsoft Cloud Partner Program. The ISV Success program will move to public preview later this year, and at that time all ISV partner organizations globally (excluding sanctioned countries) will be able to participate. ISV partners can sign up now to be notified when the program enters public preview by going to www.microsoft.com/isv. Ahead of public preview, partners can still take advantage of a range of tools and resources through the Microsoft Cloud Partner Program. This includes Microsoft for Startups Founders Hub, where you can grow your business at your pace with Microsoft tools and platforms, guidance from business leaders and technical experts, and startup-friendly offers from Microsoft partners, and the Microsoft commercial marketplace, where you can reach millions of monthly users, Microsoft sellers and resellers worldwide to sell your software solutions. Find out more on the partner website: https://partner.microsoft.com/membership/isv-growth

Will Microsoft recognize silver or gold competencies after October 3, 2022?
No. September 30, 2022 is the last day for any partner to renew competencies. From October 2022, competencies will no longer be valid, meaning that badges will go away, and competencies will not be promoted by Microsoft. Partners will retain their benefits. Solutions Partner is the new designation and will be creating public awareness for these designations, future developments, and the Microsoft Cloud Partner Program overall.

I missed renewing my legacy competency ahead of September 30, 2022. Can I submit a request for an exception and still renew my competency even though it is now October?
There is no exception process for partners who did not renew their competency at the time of their anniversary date ahead of the September 30 deadline. Instead, partners can choose to subscribe to Microsoft Action Pack, work towards a Solutions Partner designation, or if they are
I’m an ISV. Should I keep my legacy competency benefits or wait for the ISV Success program to be available to my organization?
Whether a partner should renew their existing legacy competency or not is a decision for each partner organization to make based on their own circumstances and alignment to their organization’s goals and business plan. If you’re evaluating legacy competency benefits alongside ISV Success program benefits, we recommend you review the [legacy benefits listed in Partner Center](#) and the [ISV Success program benefits](#).

Does Microsoft have plans to introduce designations for ISVs?
Yes. While the Solutions Partner designations available today are geared towards recognizing a partner’s ability to build and sell services, we’re continuing to invest in new ways to help all partners build innovative, secure, high performing solutions for customers, go to market faster, while driving customer demand, sell their solutions, scale their reach, differentiate, and stand out to customers.

At Microsoft Inspire, we announced we’re adding [industry designations](#) to differentiate solutions based on partners’ demonstrated performance with customers, technical maturity, and customer success. We’ll be prioritizing industry designations anchored on the Microsoft Industry Clouds and aligning across the Solutions Partner and ISV programs to help partners further differentiate their organization’s capabilities and marketplace offers. We’ll share more details in the coming months on when these designations will be available for ISV partners specifically.

Does Microsoft plan to introduce a higher level of enhanced benefits for ISV partners, similar to the incremental benefits available for specializations?
Yes. An enhanced benefits package will be available with public preview. Details will be shared with the launch of public preview in Fall 2022.

As an ISV, I see a clear focus on the Microsoft commercial marketplace. What are the benefits of the marketplace?
The Microsoft commercial marketplace enables partners to reach every Microsoft customer, scaling instantly to 141 geographies. They can simplify sales cutting through red tape and
enabling scale across 17 currencies and over 50 tax IDs. Partners can also reach the 98% of Fortune 500 organizations that use the Microsoft Cloud and by empowering customers to fulfil their cloud consumption commitment by buying eligible solutions through marketplace, demand continues to increase with a 288% YoY increase in SaaS billed sales and 52% YOY increase in deal size.

What about designations for ISV horizontal solutions that could apply cross-industries? We will first launch the initiative for the above-mentioned industries, and we will focus also on other industries as we move forward. Further down the road, horizontal solutions that apply across industries will be included in this initiative too.

**Indirect Providers**

I’m an Indirect provider, how should I think about the Microsoft Cloud Partner Program and the resellers? The Microsoft Cloud Partner Program is designed for all partners, including you and your resellers.

**For your resellers**
Resellers can join the Microsoft Cloud Partner Program and attain the various designations within it as they align to their organizational goals and priorities. Resellers should refer to all materials and resources in the Training Gallery and Partner Center to learn more about what the Microsoft Cloud Partner Program means for them. Resellers with competencies on September 30, 2022, will not lose their benefits, and will have the option to renew their legacy benefits at their next anniversary date whether they qualify for a Solutions Partner designation or not at that time.

**For your work directly with customers**
If in addition to your work as an indirect provider you have a direct-to-customer business for your services, software solutions, or devices, our partner-focused business platform opens the door to the Microsoft ecosystem of resources, tools, and opportunities to support your success on the Microsoft Cloud. You can attain the various designations within the partner program as they align to your organizational goals and priorities. Refer to Partner Center and the Training Gallery to learn more about what the Microsoft Cloud Partner Program means for your customer-facing business.
For your work as an indirect provider
To better support your resellers' growth, we are exploring avenues for making your reseller scores available to you to help you support and grow your resellers. In your work with your resellers regarding the Microsoft Cloud Partner Program, refer to the materials in the Training Gallery as your primary sources of detail, and leverage Partner Center to review your resellers' scores with them.

Learning Partner

I’m a Learning Partner, how do Solutions Partner designations work with the Learning Partner program?
In the future, the Solutions Partner for training services designation will be attained through a set of Learning Partner requirements in categories for number of learners trained, certifications purchased, training delivery quality and capability across Microsoft solution areas. The categories and metrics to attain a Solutions Partner for training services designation are defined as follows:

- **Partner performance**: 1,000+ Microsoft Official Courseware (MOC) activations, and minimum of 200 Microsoft Certified Professional (MCP) exam vouchers purchased in a 12-month period.
- **Quality of training**: Learning Partners will need to achieve a minimum score of 4.25 out of a possible 5.0 across designated survey questions on Microsoft’s Advanced Role-based courses via post-training surveys delivered on the required Metrics that Matter (MTM) survey platform.
- **Solution area depth**: A Learning Partner must earn a minimum of one Solutions Partner designation. This is achieved by students delivering a minimum of 200 Metrics that Matter (MTM) quality surveys for advanced role-based training for a particular Microsoft solution area. The same requirements apply to earn additional Solutions Partner designations.

A partner must meet the requirements of partner performance and quality of training and at least one solutions area depth performance benchmark to achieve their Solutions Partner for training services designation for the Learning Partner program and applicable benefits.

While we are announcing the program now to support Learning Partner planning, availability for Solutions Partner for training services designations for the Learning Partner program is targeted for Q4 CY 2022. This is the earliest a partner will be able to attain the new program designations. Stay tuned for additional updates when they become available via our Learning Partner Community.