

Five MCAPS Priorities



Copilots on every
device across
every role



Differentiated AI
design solutions
with every customer



Securing the cyber
foundation
of every customer



M365 core
execution



Migrations,
migrations,
migrations

Growth

Revenue

Solution Areas Aligned to Priorities

AI Business Solutions



Copilots on every device
across every role



M365 and D365
core execution

Cloud & AI Platforms



Frontier AI solutions



Migrations and modernization

Security



Securing the cyber foundation

FY26 Cloud & AI Platforms GTM

FY26 Growth Drivers		Solution Plays			
		Enterprise	SME&C		
Led by Cloud & AI	Mainstream	Windows Server, Azure SQL Linux, Azure PostgreSQL AVS Azure Kubernetes Service, Azure App Service Microsoft Defender for Cloud	Migrate and modernize your estate	✓	✓
		Microsoft Fabric Azure Databricks Microsoft Purview CosmosDB, Azure SQL, Azure PostgreSQL, Azure MySQL	Unify your Data Platform	✓	✓
		Azure AI Foundry, 3P GPU Azure Kubernetes Service, Azure App Service Azure API Management CosmosDB, Azure SQL, Azure PostgreSQL GitHub	Innovate with Azure AI apps and agents	✓	Primarily Software Development Companies (SDC)

MCEM Sales Stages



Win Formula: Drive Migration and Modernization of WS, SQL Server, .NET, & Linux, PGSQL, Java

→ [Guide Incentives FY26](#)

Customer Outcome

Enhance business agility and security, while optimizing costs and performance to accelerate AI innovation by migrating and modernizing applications in Azure.

Partner Outcome

Help grow profit and win customer deals by migrating and modernizing Windows Server, SQL Server, Linux, PostgreSQL, Software Development Company (SDC) applications in Azure, leveraging Microsoft's investments.

Differentiated Partner Capabilities

Solutions Partner for Infrastructure is the core designation required for partners to be eligible for SMB-track Azure Accelerate incentives for infrastructure scenarios.

Refresh your skills and capture the .NET and Java application migration and modernization opportunity with your proven case studies, IPs and repeatable offers

Enable customers to grow their Azure estate by creating the foundation to securely innovate with AI leveraging the Cloud Accelerate Factory

Win Formula aligning to MCEM



*H1 Security Partner Designation, H2 Cloud Security Specialization required **Azure Solution Partner Designation SMB Path or Specialization for max incentives ***CSP eligible partner only

Win Formula: Drive Migration and Modernization of WS, SQL Server, .NET, & Linux, PGSQL, Java

→ [Guide Incentives FY26](#)

Customer Outcome

Enhance business agility and security, while optimizing costs and performance to accelerate AI innovation by migrating and modernizing applications in Azure.

Partner Outcome

Help grow profit and win customer deals by migrating and modernizing Windows Server, SQL Server, Linux, PostgreSQL, Software Development Company (SDC) applications in Azure, leveraging Microsoft's investments.

Differentiated Partner Capabilities

Solutions Partner for Infrastructure is the core designation required for partners to be eligible for SMB-track Azure Accelerate incentives for infrastructure scenarios.

Refresh your skills and capture the .NET and Java application migration and modernization opportunity with your proven case studies, IPs and repeatable offers

Enable customers to grow their Azure estate by creating the foundation to securely innovate with AI leveraging the Cloud Accelerate Factory

Win Formula aligning to MCEM

1 Listen & consult

Build Pipeline

Generate leads leveraging custom propensity lists and executing marketing initiatives

[Microsoft CloudAscent](#)

[Migrate and secure Windows Server and SQL Server and Linux estate - SMB CiaB](#)

Partner BoM

2 Inspire & design

Design Solution

Assess legacy environment, lead workshops/hackathons and create clear vision roadmap

3 Empower & achieve

Win Deal

Seek customer commitment leveraging Factory for secure cloud migration/modernization

4 Realize value

Deploy/Drive Usage

Accelerate customer's time to value leveraging offers and securing with Defender for Cloud

5 Manage & optimize

Drive Expansion

Enhance customer value with next best workloads, leveraging Azure Advisor and Copilot

*H1 Security Partner Designation, H2 Cloud Security Specialization required **Azure Solution Partner Designation SMB Path or Specialization for max incentives ***CSP eligible partner only

Microsoft Confidential

CloudAscent | What is CloudAscent?

CloudAscent (CLAS) is the engine powered by AI, Machine Learning, and customer intelligence that takes internal and external data to deliver high propensity SMB customer targets to partners for Cloud and AI Platforms, AI Business Productivity, and Security solutions

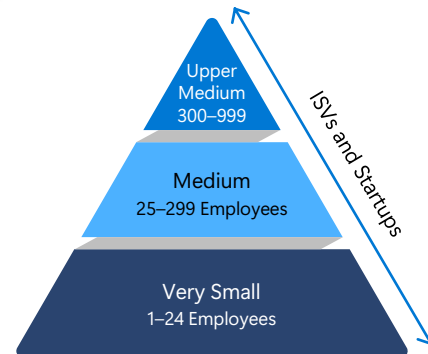
SMB Universe – 157M+ SMB Businesses (External Market View, sourced from IDC)

CloudAscent Data Enhancement – 25M+ SMB Businesses (Microsoft Customers & Prospects)

1 SMB Account Universe

- Existing Microsoft Customers
- Prospect Customers
- Duplicate Account Consolidation of Multiple Purchases from the Same Customer

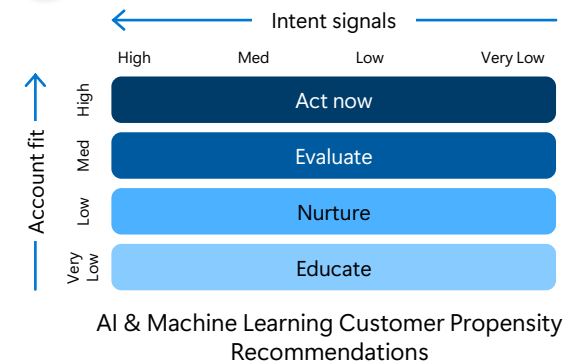
2 Segments & Solution Play & Cohorts Targeting



3 Customer Signal Collection

- Buying Signals, Internal and External Attributes: # of employees, Industry/Vertical, IT/Cloud Footprint, Product Ownership, Wins/ Losses Firmographic, Technographic & Compete information

4 Propensity Models Customer Targeting



5 Report Generation and Delivery to Partners

Direct Resellers

Reports in Partner Center (via self-serve log-in)

Indirect Partners

PowerBIs (available via Microsoft PDM)

Campaign in a Box (CiaB): A Snapshot



What is
CiaB?

- Ready to launch customizable campaigns
- Approved Microsoft value propositions, messaging and branding
- Aligned to Microsoft priority solution areas and industries
- Available to all Microsoft AI Cloud Partners
- Microsoft invests so that partners can GTM quicker and faster
- Drive top of the funnel leads through partner-led marketing

Example: Digital Marketing Content OnDemand Campaign | Build and modernize AI apps

Build awareness

Demand gen email sequence, social assets/ads, Infographic, Thought Leadership



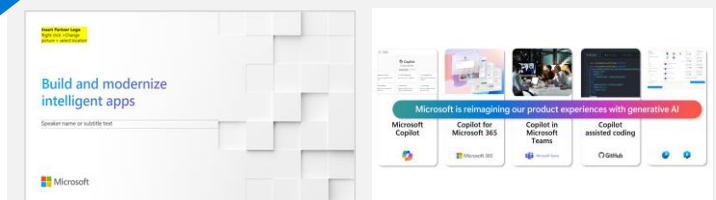
Acquire leads

E-book: App Innovation unleashed: seven opportunities to innovate with intelligent, AI-powered apps



Nurture opportunities

To-customer pitch decks



Two ways partners can leverage CiaB

1. Partner Marketing Center (PMC) -Downloadable customizable assets w/ execution guides

2. Digital Marketing Center OnDemand (DMC) -Platform to launch multi-week campaigns to generate new leads

Win Formula: Drive Migration and Modernization of WS, SQL Server, .NET, & Linux, PGSQL, Java

→ [Guide Incentives FY26](#)

Customer Outcome

Enhance business agility and security, while optimizing costs and performance to accelerate AI innovation by migrating and modernizing applications in Azure.

Partner Outcome

Help grow profit and win customer deals by migrating and modernizing Windows Server, SQL Server, Linux, PostgreSQL, Software Development Company (SDC) applications in Azure, leveraging Microsoft's investments.

Differentiated Partner Capabilities

Solutions Partner for Infrastructure is the core designation required for partners to be eligible for SMB-track Azure Accelerate incentives for infrastructure scenarios.

Refresh your skills and capture the .NET and Java application migration and modernization opportunity with your proven case studies, IPs and repeatable offers

Enable customers to grow their Azure estate by creating the foundation to securely innovate with AI leveraging the Cloud Accelerate Factory

Win Formula aligning to MCEM

1 Listen & consult

Build Pipeline

Generate leads leveraging custom propensity lists and executing marketing initiatives

2 Inspire & design

Design Solution

Assess legacy environment, lead workshops/hackathons and create clear vision roadmap

[Azure Accelerate](#)
Pre-sales

[SMB Assessment Desk: Azure](#)
[Benchmark TCO](#)

Cloud Security Envisioning
Workshop *

3 Empower & achieve

Win Deal

Seek customer commitment leveraging Factory for secure cloud migration/modernization

4 Realize value

Deploy/Drive Usage

Accelerate customer's time to value leveraging offers and securing with Defender for Cloud

5 Manage & optimize

Drive Expansion

Enhance customer value with next best workloads, leveraging Azure Advisor and Copilot

*H1 Security Partner Designation, H2 Cloud Security Specialization required **Azure Solution Partner Designation SMB Path or Specialization for max incentives ***CSP eligible partner only

Microsoft Confidential

FY26 SMB Assessment Desk | *Global capability with local touch*

One
paggers

Sample
reports



Security

Threat Protection
Data Security
Secure BVA



Scale assessments focused on Security maturity analysis, risk mitigation and value

Solution Play
Modernize SecOps with Unified Platform

Technology leveraged:
CSAT



Cloud & AI Platforms

Benchmark TCO
Azure Security



Drive AI, migration & modernization opportunities, via discovery of customer's environment & recommended mapping to Azure
Azure Security assessment focused on Defender for Cloud & Purview

Solution Play
Migrate and Modernize Your Estate
Protect Cloud AI Platform and Apps

Technology leveraged:
Dr Migrate
CSAT



AI Business Solutions

Secure AI Productivity
Dark to Cloud
Copilot Master Class



Helping customers secure their company data when using generative AI
Moving customers onto M365 Cloud
Moving Copilot customers into Chat adoption

Solution Play
Secure AI Productivity
Copilot and Agents at Work

Technology leveraged:
CSAT



How to
nominate

Microsoft
Internal

Partners

Customers

[OneAsk *](#)
[Azure Offer Navigator](#)

[Partner Nomination](#)

[Customer Nomination, or
Self-service Security assessment](#)

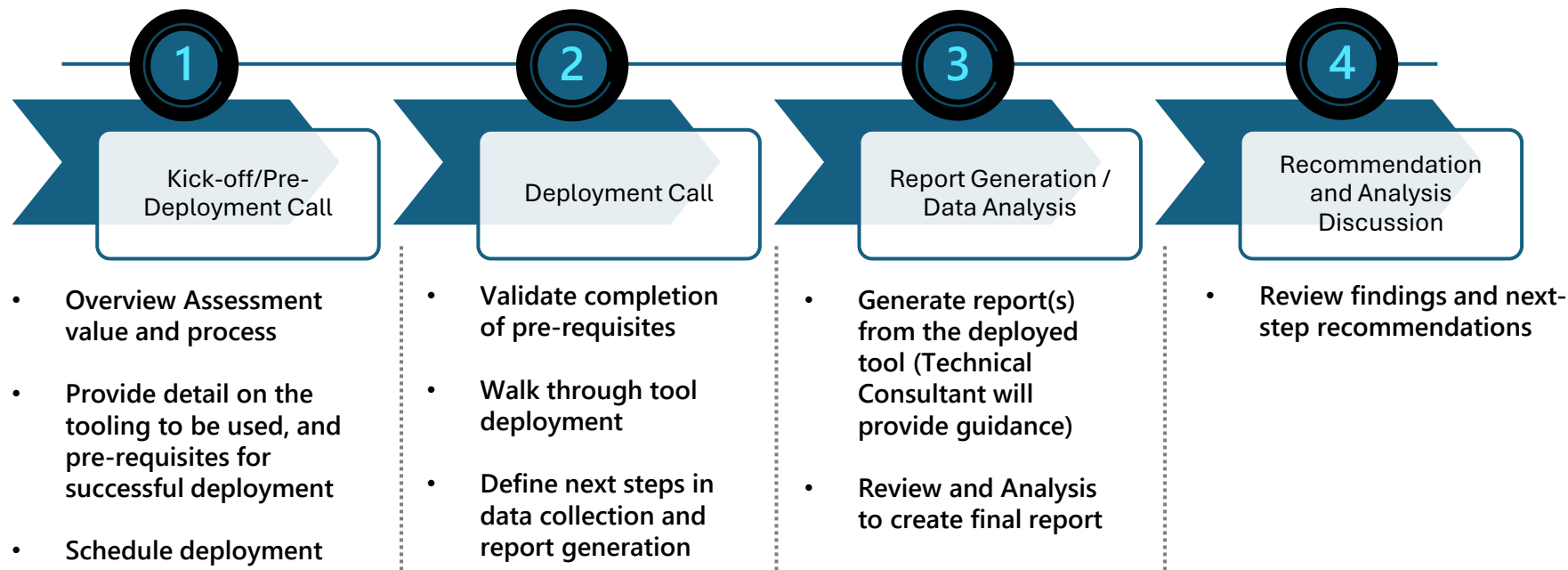
*Azure Offer Navigator is the intake for Benchmark TCO only. OneAsk for all others.
Contacts: smbassessmenttriage@microsoft.com

Nomination Criteria

All	<ol style="list-style-type: none"> 1. MCEM – Stage 2 Inspire & Design 2. Customer pre-agreement on assessment 3. No previous assessment in the same TPID
Benchmark TCO	<ul style="list-style-type: none"> • >5VM
Azure Security	<ul style="list-style-type: none"> • >5VM
Rapid Security Threat Protection Data Security	<ul style="list-style-type: none"> • >30 seats
Secure AI Productivity Dark to Cloud	<ul style="list-style-type: none"> • >30 seats • >30 seats & >300 seats E3 Whitespace
Copilot Master Class	<ul style="list-style-type: none"> • >10 Copilot seats • >300 seats of E3 Whitespace

Overview | Assessment Process

- Solution Assessments leverage Microsoft tools and ISV tools, to provide a robust foundation of data
- Assessments take 1-2 weeks, requiring 3-8 hours of customer time
- The 4 meetings below will be conducted by Microsoft's technical consultant, involving the customer and partner throughout.



What is the Azure Benchmark TCO?

This assessment gives you a data-driven view of your current estate and what migration to Azure would look like - costs, priorities, and practical next steps. It's designed to help you move forward with confidence.



Estate Analyses

Map your environment, uncover dependencies, and highlight modernization opportunities



Security insights

Spot gaps in patching, threats, and outdated software across your environment



Migration Treatments

Get clear guidance on what to rehost, replatform or retire



Wave Planning

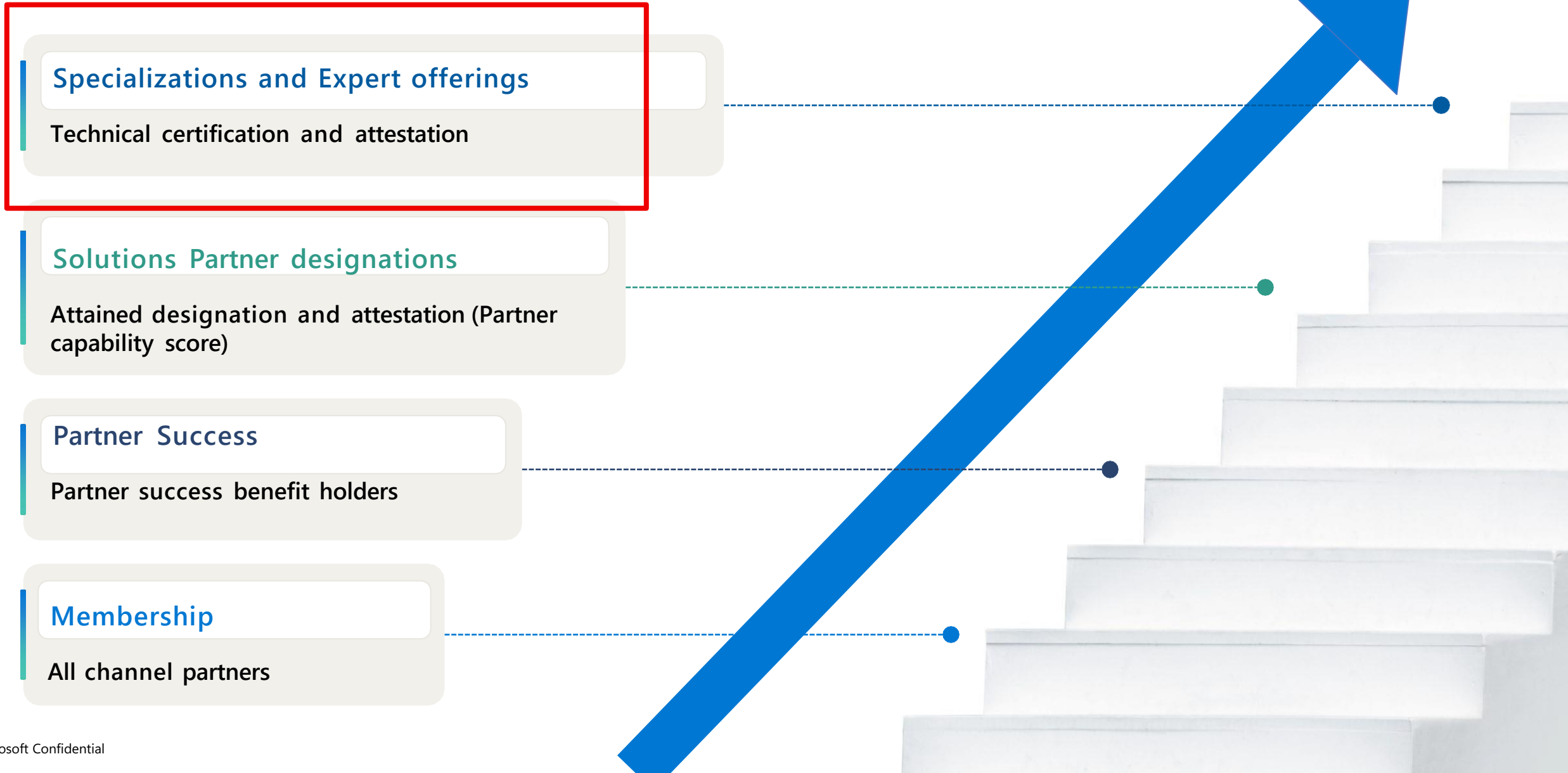
Group migrations into manageable waves to reduce risk and improve clarity



TCO Modelling

Model Azure costs based on your real workloads and usage patterns

Microsoft AI Cloud Partner Program: Levels



Azure Specialization required

FY26 July 1 – Azure Accelerate

PL

FL

FY26								
T-Shirt Size	Customer Project Size	Azure Accelerate Pre-Sales Offer (Assessment + POV)	FY26 Partner Cash Incentive Structure					Customer Credits
			Core Migrate & Modernize	Data Platform	AI Apps, Agents & Developer	Migrate SAP	Migrate and Modernize AVS	ACO
XXS	\$5K–\$15K	N/A	\$2,000	\$2,000	\$2,000	\$3,000	\$3,000	
XS	\$15K–\$50K		\$6,500	\$6,500	\$6,500	\$7,000	\$10,000	Only in FL Up to 10% (requires seller nomination)
S	\$50K–\$100K	\$15,000	\$15,000	\$15,000	\$15,000	\$25,000	\$45,000	
M	\$100K–\$250K		\$35,000	\$35,000	\$35,000	\$75,000	\$100,000	
L	\$250K–\$500K	\$25,000	\$75,000	\$75,000	\$75,000	\$85,000	\$175,000	
XL	\$500K–\$2.5M	Up to \$50,000	\$100K–\$500K	\$100K–\$500K	\$100K–\$500K	\$150K–\$500K	\$150K–\$500K	

Win Formula: Drive Migration and Modernization of WS, SQL Server, .NET, & Linux, PGSQL, Java

→ [Guide Incentives FY26](#)

Customer Outcome

Enhance business agility and security, while optimizing costs and performance to accelerate AI innovation by migrating and modernizing applications in Azure.

Partner Outcome

Help grow profit and win customer deals by migrating and modernizing Windows Server, SQL Server, Linux, PostgreSQL, Software Development Company (SDC) applications in Azure, leveraging Microsoft's investments.

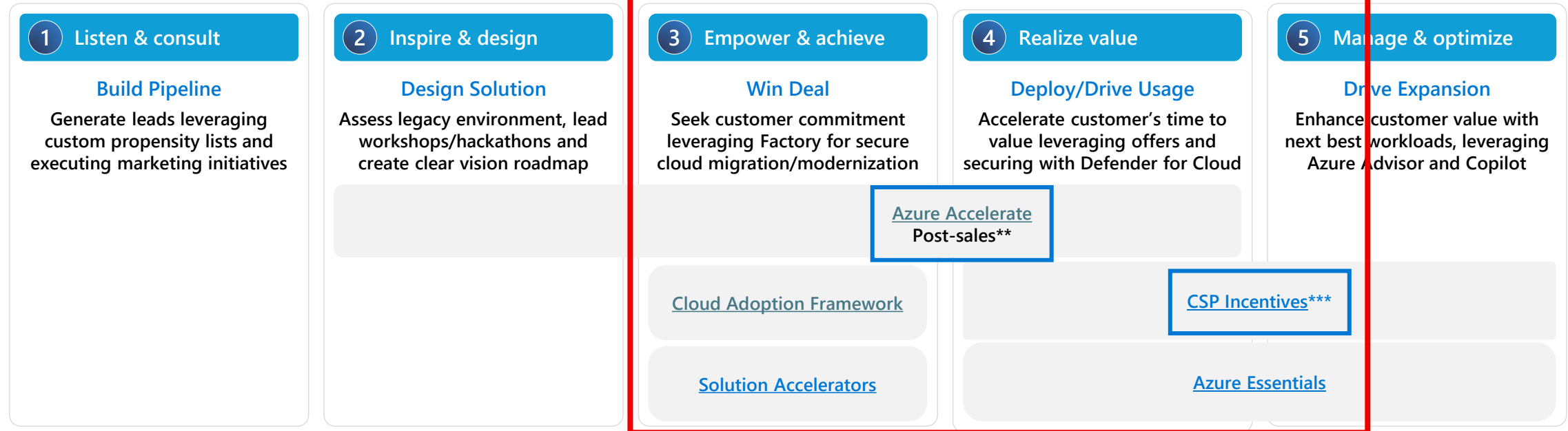
Differentiated Partner Capabilities

Solutions Partner for Infrastructure is the core designation required for partners to be eligible for SMB-track Azure Accelerate incentives for infrastructure scenarios.

Refresh your skills and capture the .NET and Java application migration and modernization opportunity with your proven case studies, IPs and repeatable offers

Enable customers to grow their Azure estate by creating the foundation to securely innovate with AI leveraging the Cloud Accelerate Factory

Win Formula aligning to MCEM



*H1 Security Partner Designation, H2 Cloud Security Specialization required **Azure Solution Partner Designation SMB Path or Specialization for max incentives ***CSP eligible partner only

Cloud Accelerate Factory

Jumpstart Azure projects with zero cost deployment assistance from Microsoft experts.



Get zero cost assistance from Microsoft

Get Microsoft assistance to deploy 30+ Azure services via joint delivery with an Azure partner no matter the project size.



Accelerate with industry best practices

Complete deployments in weeks leveraging proven strategies developed over thousands of customer engagements.



Maximize your investments

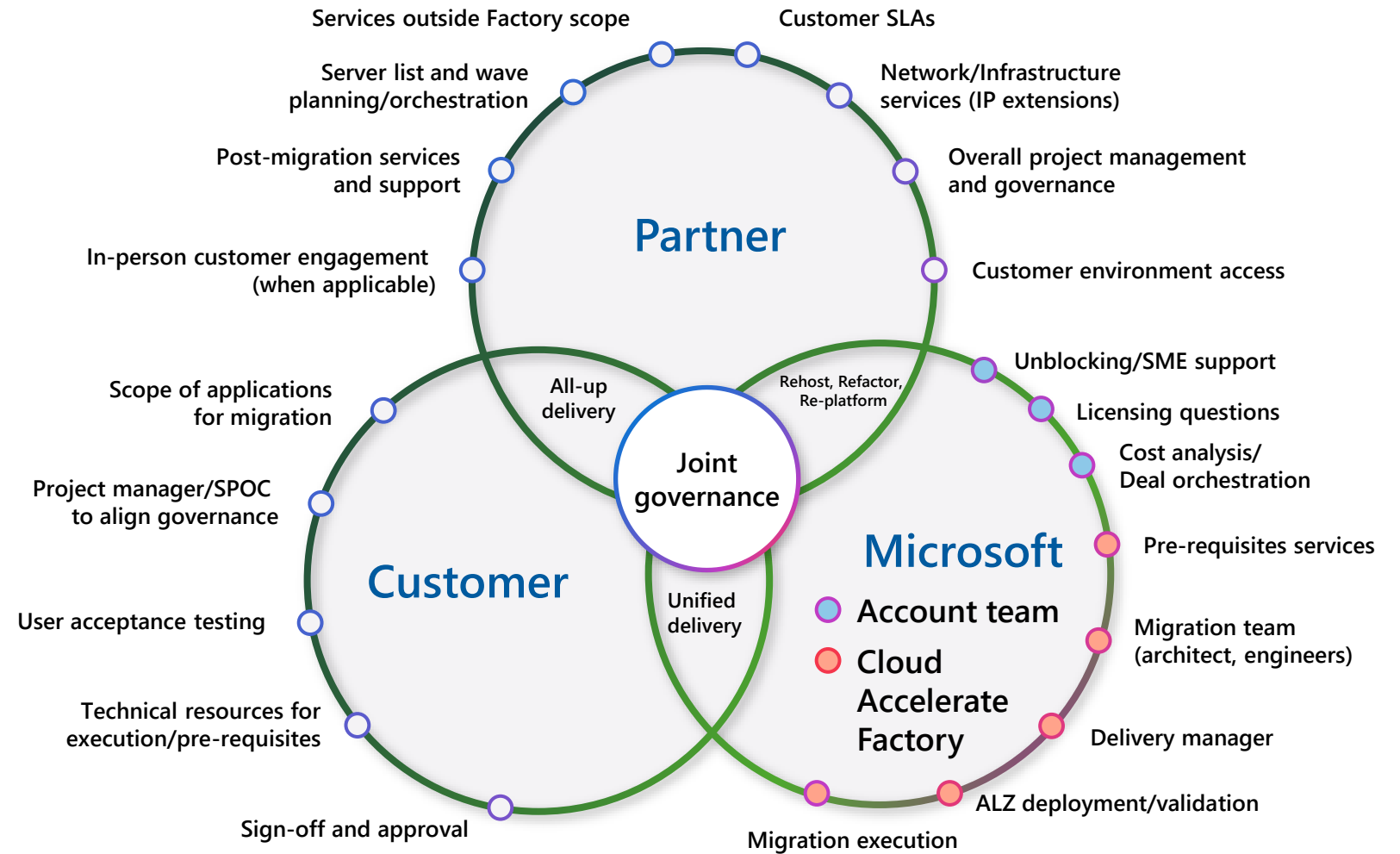
Prioritize funding and skilled resources for the more advanced components or projects to boost business impact.

Learn more aka.ms/PartnerFactoryCollection

Cloud Accelerate Factory



Joint delivery model



Cloud Accelerate Factory engagement criteria

Understand the eligibility and engagement approach for Factory within Azure Accelerate

Eligibility criteria

- Azure specialization or an Azure solution partner designation to nominate to Azure partner-led
- Customer commitment and readiness to deploy workload on Azure
- Scope is tailored for delivery not custom consulting scenarios
- Alignment on joint delivery model with the Factory team

Supported scenarios

- Rehost and replatform scenarios without custom code changes
 - Factory Infrastructure Migration
 - Factory App and Database Modernization
 - Factory Secure Azure Cloud
 - Factory AVS Migration
 - Factory VDI Migration to Azure
 - Factory Analytics
 - Factory Gen-AI Assistant

Engagement approach

- Preparation (1 to 3 weeks)
 - Validate requirements, pre-requisites
 - Discovery
 - Finalize deployment paths and project plan
- Deployment (4 to 6 weeks)
 - Execution
 - Conduct basic testing
 - Handover to customer



Get your foundational workloads running in Azure in weeks

Cloud Accelerate Factory partner offer

Partners can now request Microsoft expert delivery assistance via the Factory directly in MCI

Cloud Accelerate Factory benefits

- Factory Infrastructure Migration
- Factory App and Database Modernization
- Factory Secure Azure Cloud
- Factory AVS Migration
- Factory VDI Migration to Azure
- Factory Analytics
- Factory Gen-AI Assistant

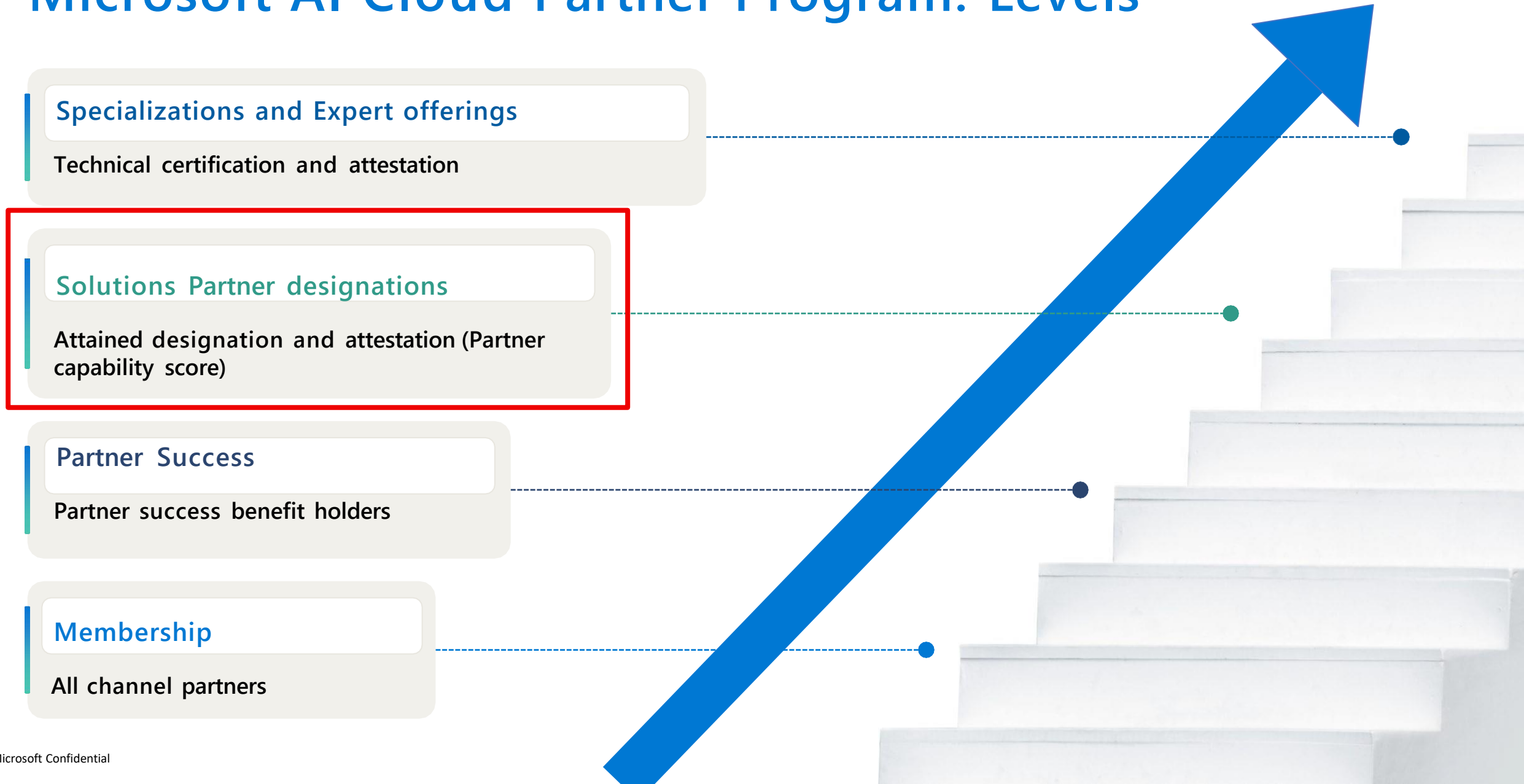
Offer	Eligibility (Planned Azure consumption in year 1)	Partner payment*	Engagement timeline
Partner + Cloud Accelerate Factory joint delivery	No minimum or maximum thresholds needed to meet the customer requirements	\$0 USD	200 days

See full details and requirements in [Microsoft Partner Commercial Incentives Guide](#)

More details on supported scenarios and roles and responsibilities between the partner and Cloud Factory experts are available here: <https://aka.ms/CloudFactoryOverview>

Factory engagements cannot be used alongside partner incentives funding within the same project. Due to the highly automated partner-led tooling in Partner Center, we are unable to support funding through Azure Accelerate stacked with Cloud Accelerate Factory for the same project, which means the partner has to choose between partner incentives payouts or Factory assistance for a given project.

Microsoft AI Cloud Partner Program: Levels



Partner path alignment Azure

Partners qualify either on the SMB or Enterprise path and will see in Partner Center only one score aligned to their path.

Enterprise Path

- ↑ Partners driving more than USD \$1,000,000 in revenue, or
- ↓ Partners with <USD \$1,000,000 revenue and >20% of customers in the enterprise segment.

Enterprise Path is for partners with significant revenue or a substantial portion of enterprise customers.

SMB Path

- ↓ Partners driving <USD \$1,000,000 in revenue and ≥80% of customers in the SMB/SMC segment.

SMB Path is for partners with lower revenue or predominantly serving SMB/SMC customers.

ACR Trailing 12 months

<
\$1M

≥
\$1M

Customers
in SMB/SMC

≥

80%

<

80%

SMB Path

Enterprise

Enterprise

Enterprise

Scenarios supporting solution plays

Core Migrate & Modernize with MDC

Project Size	Partner Payment Market A	Partner Payment Market B	Engagement Stage 3 Timeline – (Execution & POE Submission)
Extra-Extra Small (XXS) engagement Project size: \$5K – \$15K/year planned Azure consumption	\$2,000 USD	\$2,000 USD	120 days
Extra Small (XS) engagement Project size: >\$15K – \$50K/year planned Azure consumption	\$4,000 USD	\$3,200 USD	120 days
Small engagement Project size: >\$50K – \$100K/year planned Azure consumption	\$12,000 USD	\$9,600 USD	120 days

Core Migrate & Modernize with MDC

Project Size	Partner Payment Market A	Partner Payment Market B	Engagement Stage 3 Timeline – (Execution & POE Submission)
Extra-Extra Small (XXS) engagement Project size: \$5K – \$15K/year planned Azure consumption with at least \$200 coming from MDC	\$2,300 USD	\$2,300 USD	120 days
Extra Small (XS) engagement Project size: >\$15K – \$50K/year planned Azure consumption with at least \$600 coming from MDC	\$4,600 USD	\$3,680 USD	120 days
Small engagement Project size: >\$50K – \$100K/year planned Azure consumption with at least \$2,000 coming from MDC	\$13,800 USD	\$11,040 USD	120 days

Data Platform

Project Size	Partner Payment Market A	Partner Payment Market B	Engagement Stage 3 Timeline – (Execution & POE Submission)
Extra-Extra Small (XXS) engagement Project size: \$5K – \$15K/year planned Azure consumption	\$2,000 USD	\$2,000 USD	120 days
Extra Small (XS) engagement Project size: >\$15K – \$50K/year planned Azure consumption	\$4,000 USD	\$3,200 USD	120 days
Small engagement Project size: >\$50K – \$100K/year planned Azure consumption	\$12,000 USD	\$9,600 USD	120 days

Migrate and Modernize VMware

Project Size	Partner Payment Market A	Partner Payment Market B	Engagement Stage 3 Timeline – (Execution & POE Submission)
Extra-Extra Small (XXS) engagement Project size: \$5K – \$15K/year planned Azure consumption	\$2,000 USD	\$2,000 USD	120 days
Extra Small (XS) engagement Project size: >\$15K – \$50K/year planned Azure consumption	\$4,000 USD	\$3,200 USD	120 days
Small engagement Project size: >\$50K – \$100K/year planned Azure consumption	\$12,000 USD	\$9,600 USD	120 days

AI Apps, Agents & Developer

Project Size	Partner Payment Market A	Partner Payment Market B	Engagement Stage 3 Timeline – (Execution & POE Submission)
Extra-Extra Small (XXS) engagement Project size: \$5K – \$15K/year planned Azure consumption	\$2,000 USD	\$2,000 USD	120 days
Extra Small (XS) engagement Project size: >\$15K – \$50K/year planned Azure consumption	\$4,000 USD	\$3,200 USD	120 days
Small engagement Project size: >\$50K – \$100K/year planned Azure consumption	\$12,000 USD	\$9,600 USD	120 days

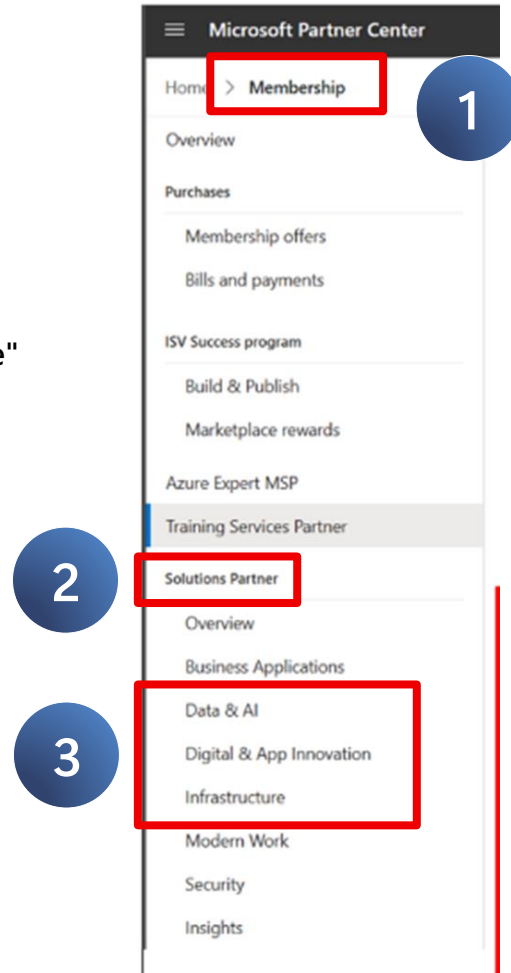
Virtual Desktop Infrastructure Migration

Project Size	Partner Payment Market A	Partner Payment Market B	Engagement Stage 3 Timeline – (Execution & POE Submission)
Extra-Extra Small (XXS) engagement Project size: \$5K – \$15K/year planned Azure consumption	\$2,000 USD	\$2,000 USD	120 days
Extra Small (XS) engagement Project size: >\$15K – \$50K/year planned Azure consumption	\$4,000 USD	\$3,200 USD	120 days
Small engagement Project size: >\$50K – \$100K/year planned Azure consumption	\$12,000 USD	\$9,600 USD	120 days

Am I in SMB track and how many points do I have?

Partner Center

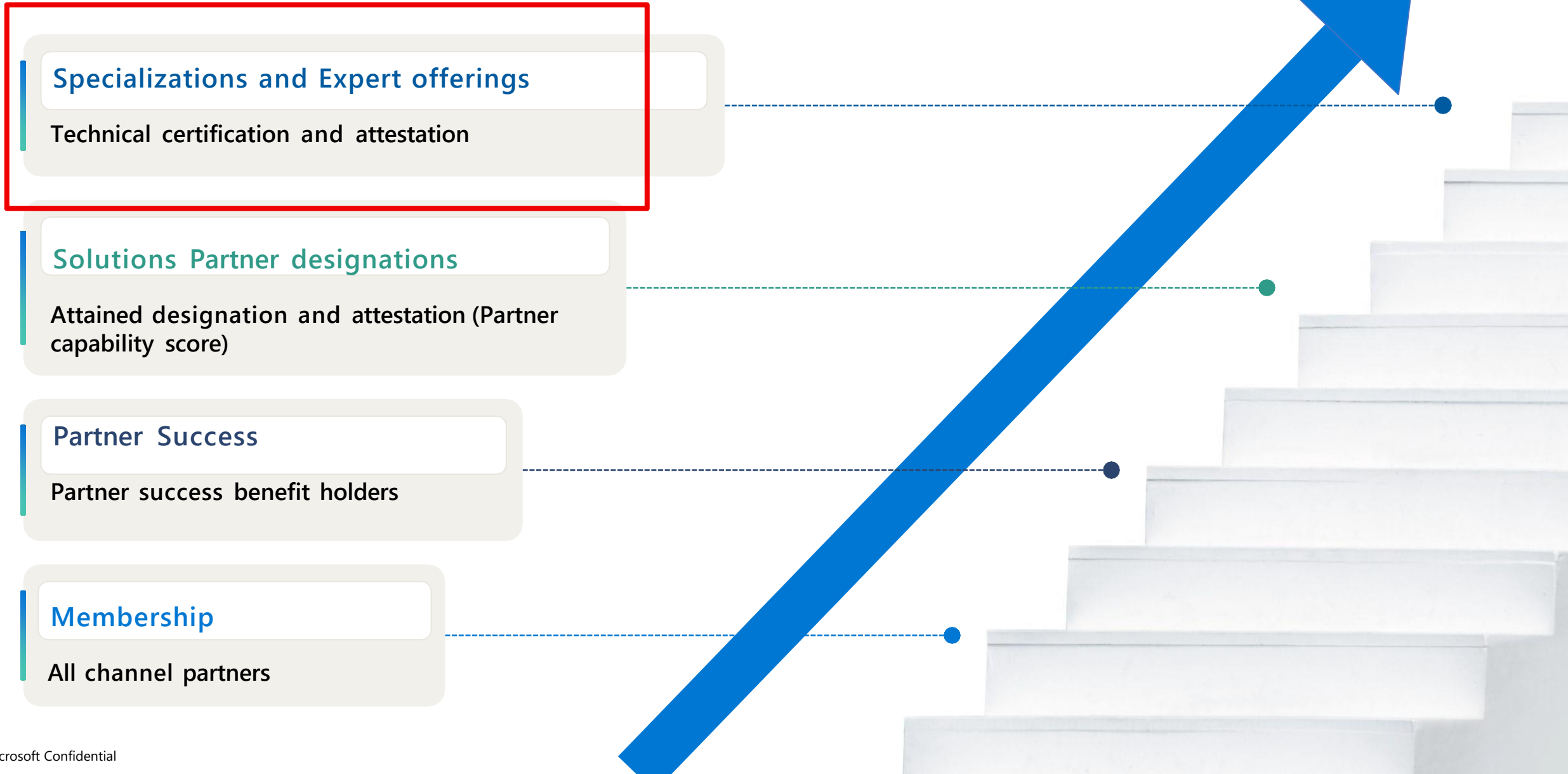
- Check the "Track" : "SMB" or "Enterprise"
- Check your points



Documentation & Trainings

[Link](#)

Microsoft AI Cloud Partner Program: Levels



Azure Specialization required

FY26 July 1 – Azure Accelerate

PL

FL

FY26								
T-Shirt Size	Customer Project Size	Azure Accelerate Pre-Sales Offer (Assessment + POV)	FY26 Partner Cash Incentive Structure					Customer Credits
			Core Migrate & Modernize	Data Platform	AI Apps, Agents & Developer	Migrate SAP	Migrate and Modernize AVS	ACO
XXS	\$5K–\$15K	N/A	\$2,000	\$2,000	\$2,000	\$3,000	\$3,000	
XS	\$15K–\$50K	\$15,000	\$6,500	\$6,500	\$6,500	\$7,000	\$10,000	Only in FL Up to 10% (requires seller nomination)
S	\$50K–\$100K		\$15,000	\$15,000	\$15,000	\$25,000	\$45,000	
M	\$100K–\$250K		\$35,000	\$35,000	\$35,000	\$75,000	\$100,000	
L	\$250K–\$500K	\$25,000	\$75,000	\$75,000	\$75,000	\$85,000	\$175,000	
XL	\$500K–\$2.5M	Up to \$50,000	\$100K–\$500K	\$100K–\$500K	\$100K–\$500K	\$150K–\$500K	\$150K–\$500K	

Azure CSP Incentives – direct bill partner/indirect reseller

Engagement summary

Partner eligibility

Earning opportunities

The Azure CSP incentive rewards Cloud Solution Providers (CSP) providing billing and support as part of a partner-managed Azure experience for customers who purchase Azure services under a new Azure offer (offer plan).

CSP direct bill partner authorization:

- Solutions Partner designation for one of the following: Solutions partner for Solutions partner for Infrastructure (Azure) OR Data & AI (Azure) OR Digital & App Innovation (Azure)
- \$1M USD 12-month revenue threshold at Partner Global Account (PGA) ID

OR

CSP indirect reseller authorization:

- Solutions Partner designation OR 25-point minimum capability score for one of the following: Solutions partner Infrastructure (Azure) OR Data & AI (Azure) OR Digital & App Innovation (Azure)
- \$25K USD 12-month revenue threshold at Partner Location Account (PLA) ID




Azure CSP levers	Rate	Maximum incentive earning opportunity
Azure CSP Consumption (Pay-as-you-go)	3.00%	\$150,000
Azure CSP Reservation and Savings Plan (Includes PTUs , ACR from Reserved Instance, and Azure Savings Plan consumption)	3.00%	
Azure CSP Growth Accelerator (Incl. Pay-as-you-go, RI/SP)	7.50%	\$250,000

FY26 incentives eligibility changes



New incentive requirements, effective October 2025.

Requirements

		FY25 *	FY26
Partner Authorization	 Direct bill	<ul style="list-style-type: none">CSP authorizationBusiness Applications or Modern Work incentives: <u>any</u> Solutions Partner designation or gold/silver competencyAzure incentives: Azure Solutions Partner designation or gold/silver competency	<ul style="list-style-type: none">CSP authorizationSolutions Partner designation specific to the solution area* incentive and\$1 million trailing TTM revenue at the Partner Global Account (PGA) ID level
	 Distributor	<ul style="list-style-type: none">CSP authorization	<ul style="list-style-type: none">CSP authorization\$30 million trailing TTM
	 Indirect reseller	<ul style="list-style-type: none">CSP authorizationBusiness Applications or Modern Work incentives: any Solutions Partner designation or gold/silver competencyAzure incentives: one of the three Solutions Partner designations for Azure or gold/silver competency\$25,000 all-up trailing 12 months revenue (<i>Required only to earn Business Applications, Modern Work, and Security incentives. No revenue requirement for Azure.</i>)	<ul style="list-style-type: none">CSP authorizationSolutions Partner designation or a minimum of 25 capability points, specific to the solution area* incentive and\$25,000 TTM revenue at the Partner Location, required to earn for all SAs

Incentive requirements

*Solution area for incentives eligibility defined as:

- Modern Work incentives:** Solutions Partner designation for Modern Work or Security
- Business Applications incentives:** Solutions Partner designation for Business Applications
- Azure incentives:** Solutions Partner designation for Data & AI (Azure), Digital & App Innovation (Azure), or Infrastructure (Azure)

Microsoft Skilling Hub

[Access now](#)

- All Solution Plays covered
- Self-paced, live and on demand courses
- Tech-ready, Project-ready and Pre-sales & sales enablement options
- Suitable for any type of partner

