



# Evolving the Microsoft Partner Network program

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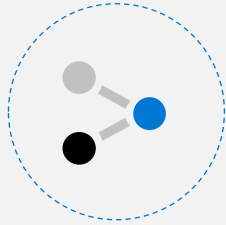
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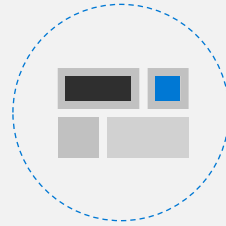
# We are simplifying our Microsoft Network programs



We are introducing the Solutions Partner Designation, anchored on the **Microsoft Cloud across six solution areas** aligned to how Microsoft goes to market



These changes will act as a catalyst boost in the future for partner capability to sell through and sell with Microsoft



Admins can sign into [Partner Center](#) to see how their organization is progressing towards a solutions partner designation

# Work in Progress

## Acting on your feedback



Fluctuations in partner capability scores: expected to be corrected in the coming weeks



Business Applications Designation targeted to SMB, expected to be addressed in coming weeks



Security in CSP is not included in Performance and Customer Success



Azure Infrastructure designation for SMB is still under Corp discussion

# Key dates

We understand that these updates may require you to adjust your business plans. We're providing time for you to learn about the new opportunities and requirements and identify a plan for your organization.

March 16, 2022

- Microsoft announces plan for new solutions partner designations.
- Partners will be able to check their progress towards attaining a designation through Partner Center.
- Partners will have six months' notice before designations are available and existing competencies are no longer available.

September 30, 2022\*

- On your 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
- Associated legacy badging will no longer be valid from here on

October 3, 2022\*

- Solutions partner designations are available to attain.
- Partners will need to meet the required partner capability score to attain solutions partner designations.
- No further competency renewals will be processed.
- Benefits associated with legacy competencies continue through the partners' next anniversary date.

\*All dates and requirements subject to change.

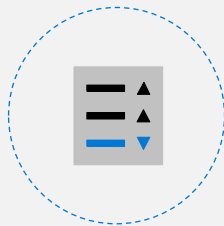
# We are introducing a new, holistic partner capability score



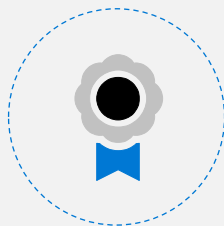
Partners need a minimum of **70 points out of a possible 100** points to attain a solutions partner designation.



Holistic qualifications will measure your organization's technical capabilities, allowing you to showcase solutions you have delivered to help customers succeed and grow.



New telemetry-based partner capability score model provides you with flexibility to demonstrate your knowledge, skills, and experience.



New customer-facing badges to help you stand out and market your capabilities.

# How to attain a solutions partner designation

Each area will have a specific number of possible points. You have the flexibility to focus more on one category versus another depending on what is right for your business.

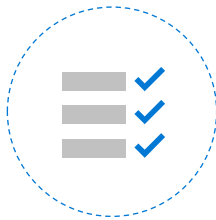
A minimum of **70** points must be earned, with points in each category.

There are **100** points possible in total.



## Performance

This category is measured by net customer adds.



## Skilling

This category verifies and demonstrates your dedication to skilling and training by intermediate and advanced certifications.



## Customer success

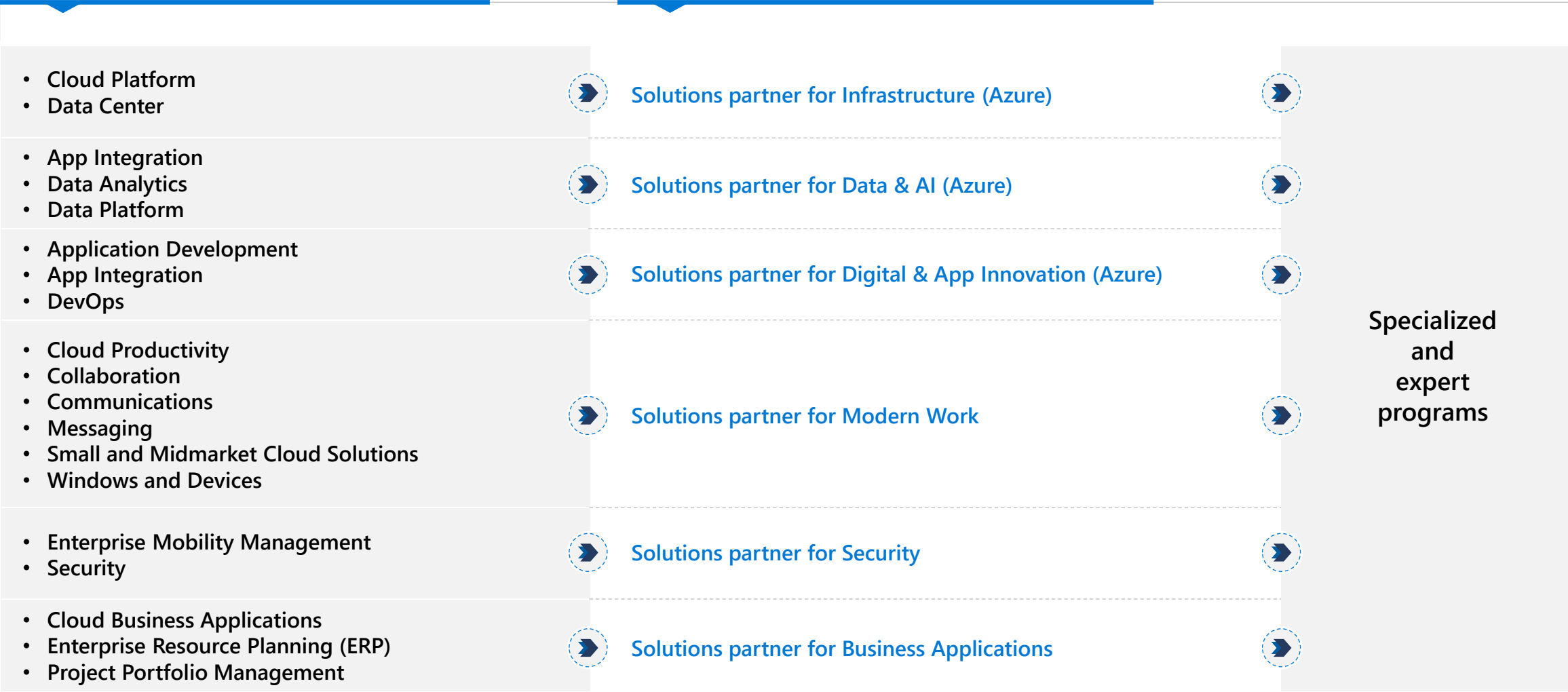
This category is measured by usage growth and the number of solution deployments.

Admins can sign in to [Partner Center](#) to see how their organization is progressing towards a solutions partner designation.

# How competencies map to solutions partner designations

## LEGACY COMPETENCIES

## SOLUTIONS PARTNER DESIGNATIONS



# Introducing solutions partner designations



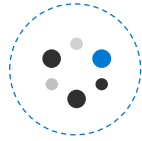
Solutions partner  
for Infrastructure  
(Azure)



Solutions partner  
for Data & AI  
(Azure)



Solutions partner  
for Digital & App  
Innovation (Azure)



Solutions partner  
for  
Modern Work



Solutions partner  
for  
Security



Solutions partner  
for Business  
Applications



\*Solutions partner  
for Microsoft  
Cloud



**Designations** aligned to the Microsoft solution areas that recognize your broad technical capabilities and demonstrated success delivering technology solutions.

**Demonstrate** your breadth of skills and knowledge and set yourself apart from the competition. Once you attain a solutions partner designation, you can further validate deep technical expertise and experience by **earning a specialization** (currently called advanced specializations).

**Benefits** aligned to your solutions partner designation including product benefits, go-to-market services, co-sell eligibility, skilling and sales enablement resources, and customer-facing badges to help you market your expertise.

\*Partners who attain all six solutions partner designations receive a Microsoft Cloud badge, recognizing your capabilities across the Microsoft Cloud.



# Specializations



**Solutions partner  
for Data & AI  
(Azure)  
Specialist**

 **Microsoft**  
Solutions partner  
Data & AI  
Azure

**Specialist**  
AI and Machine Learning  
Data Warehouse Migration  
Windows Server and SQL Server  
Migration



**Solutions partner  
for Digital & App  
Innovation (Azure)  
Specialist**

 **Microsoft**  
Solutions partner  
Digital & App Innovation  
Azure

**Specialist**  
DevOps with GitHub  
Hybrid Operations and Management  
with Azure Arc  
Modernization of Web Applications



**Solutions partner  
for Infrastructure  
(Azure)  
Specialist**

 **Microsoft**  
Solutions partner  
Infrastructure  
Azure

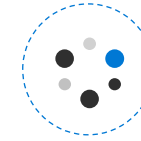
**Specialist**  
Linux and Open Source Databases  
Migration  
Azure VMware Solution  
SAP on Azure



**Solutions partner  
for Business  
Applications  
Specialist**

 **Microsoft**  
Solutions partner  
Business Applications

**Specialist**  
Low Code Application Development  
Small and Midsize Business  
Management  
Intelligent Automation



**Solutions partner  
for  
Modern Work  
Specialist**

 **Microsoft**  
Solutions partner  
Modern Work

**Specialist**  
Adoption and Change Management  
Teamwork Deployment  
Modernize Endpoint



**Solutions partner  
for  
Security  
Specialist**

 **Microsoft**  
Solutions partner  
Security

**Specialist**  
Cloud Security  
Identity and Access Management  
Information Protection and  
Governance

**Validate and differentiate** your in-depth knowledge by earning specializations aligned to Microsoft solution areas. Partners can showcase these specialization badges to market their expertise to customers.

For details about specializations, [click here](#).

# Partner capability score: Alignment across the Microsoft Cloud

<div>#70+ points</div> <div>With &gt;0 points for each metric meets requirements for Solutions partner</div>				
	Solutions partner for Business Applications	Solutions partner for Modern Work	Solutions partner for Security	Solutions partner for Infrastructure, Data & AI and Digital & App Innovation (Azure)
Performance	Net customer adds >> 15pts	Net customer adds >> 20pts	Net customer adds >> 20pts	Net customer adds >> 30pts
Skilling	Intermediate Certs >> 20pts	Intermediate Certs >> 10pts	Intermediate Certs >> 40pts	Intermediate Certs >> 20pts
	Advanced Certs >> 15pts	Advanced Certs >> 15pts		Advanced Certs >> 20pts
Customer Success	Usage Growth >> 30pts	Usage Growth >> 30pts	Usage Growth >> 20pts	Usage Growth >> 20pts
	Deployments >> 20pts	Deployments >> 25pts	Deployments >> 20pts	Deployments >> 10pts

# Next steps

## How should partners prepare?



Admins can sign in to [Partner Center](#) to see how your organization is progressing towards a solutions partner designation and see the associated benefits.



Go to [Microsoft docs](#) to learn about the requirements needed to attain a solutions partner designation.



For more information visit the [Cloud Champion](#), [Microsoft partner website](#) and [Microsoft partner blog](#)

Share: [MPN Program evolution walking deck Aug 24.pdf](#)



# Additional resources

[Training asset gallery](#)

[Microsoft partner blog](#)

[Microsoft Docs](#)



**Solutions partner  
for Infrastructure (Azure)**

[Solutions partner for  
Infrastructure overview page](#)



**Solutions partner  
for Data & AI (Azure)**

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Data & AI overview page](#)



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Innovation overview page](#)



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Modern Work overview page](#)



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for Business Applications**

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Business Applications overview page](#)