Noteworthy
.Support

The Power of Partner Center

Q&A Follow Up Resources
Noteworthy Support April 2024

Can you combine PAL & CPOR?

Yes, you can. PAL & CPOR cover different workloads, so a customer might have a partner associated by PAL and also by CPOR.

Q&A

Where can I find the Go to Market Toolbox?

You can find it <u>here</u>.

Q&A

Marketplace Mastery

Where do I track the status of Referrals?

Head to the Referrals Workspace and then use the "Co-Sell Opportunities" spaces to see both your inbound & outbound referrals. Remember to update your referrals regularly!

Q&A

What role do I need to make a PAL association?

One of the following:

- **Guest user**: Your customer can add you as a guest user and assign any Azure roles. For more information, see Add guest users from another directory.

- **Directory account**: Your customer can create a user account for you in their own directory and assign any Azure role.

- **Service principal**: Your customer can add an app or script from your organization in their directory and assign any Azure role. The identity of the app or script is known as a service principal.

- **Azure Lighthouse**: Your customer can delegate a subscription (or resource group) so that your users can work on it from within your tenant. For more information, see Azure Lighthouse.

Q&A

Can I claim Noteworthy Services back via Co-Op?

Yes. Many of our partners claim back the cost of our services via the Partner Readiness activity. You can find more detailed help for Co-Op Funding here.

Q&A

Where do I find the Partner Marketing Hub?

You can find this valuable resource **here**.

Q&A

Where can I find official Microsoft Documentation for Partners?

You can find documentation for partners available here.

Q&A

Marketplace Mastery

Where can I see all of the Microsoft Commerce Incentive funding programs?

You can find detailed information on all of the funding opportunity for partners <u>here</u>, within the Resource Collection by Microsoft.

Q&A

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Getting in Touch

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