

Microsoft Cloud Partner Program

A path to the new Solutions Partner Designations

Microsoft AI Cloud Partner Program (MAICPP)

In October 2024 Microsoft launched the new Microsoft AI Cloud Partner Program replacing the traditional Gold and Silver accreditations available to partners in the past. The new Solutions Partner designations are directly aligned to Microsoft solution areas, allowing partners to stand out from the competition and increase their customer reach.

If you previously held a legacy Gold or Silver membership, and meet the new requirements of the Solutions Partner designations, you'll earn the new Solutions Partner designation and associated customer-facing badging automatically, without any extra cost.

The Solutions Partner designations are based on a partner capability score, which quantifies performance across three categories - **Performance**, **Skilling**, and **Customer Success**. This score is calculated through measurements based on information that's already captured in the Microsoft Partner Center.

The new program offers six Solutions Partner designations, each aligning to a specific solution area offered by Microsoft. This allows partners to showcase their expertise in areas such as;

- Business Applications
- Data and AI (Azure) – Enterprise or SMB Path (*SMB path coming soon*)
- Digital and App Innovation (Azure) – Enterprise or SMB Path (*SMB path coming soon*)
- Infrastructure (Azure) – Enterprise or SMB Path (*SMB path coming soon*)
- Security
- Modern Work – Enterprise or SMB path

More information on the benefits can be found here.

<https://partner.microsoft.com/en-us/partnership/compare-programs>

Access.

Partners can view their status by logging into Partner Centre and accessing the “Membership” Tab. From here you will see the status of you Solutions partner designations by accessing the “Solutions Partner” section on the left hand side of the page.

Solutions Partner

Overview

Business Applications

Data & AI

Digital & App Innovation

Infrastructure

Modern Work

Security

Solutions Partner insights

Overview	Individual Solutions Designations	Solutions Partner insights
Here you will see a snapshot of your current score across all of the solutions designations.	Here you will find all the details on the individual solutions designation selected. The break down of your current score and all the requirements from a Performance, Skilling and Customer Success categories.	Here you will find a more in-depth breakdown of each solutions designation including the customer eligibility, skilling eligibility, qualification summary and score simulator.

To attain a solution partner designation, you will need to reach a minimum score of 70 points out of a possible 100 points for each designation. You must have points in each section (Performance, Skilling (Both Intermediate and advance if applicable) and Customer Success) to qualify for that solutions designation.

Upcoming SMB Pathways for Azure Data and AI, Infrastructure and Digital and App innovation

Introducing: SMB paths for Azure designations

Existing designations

- Aligned to existing Azure and Security designations
- Same designation, regardless of the path
- Same Benefits

One path or the other

- Either the SMB path or the Enterprise path
- Single score in Partner Center
- Specific criteria will qualify for each path

Adjusted requirements

- Points for smaller net customer adds
- Fewer prerequisite certifications
- Points for prerequisite certifications

Updates to deployments

- Deployments only if they were created in the trailing twelve months
- Virtual machines now count as eligible deployments

Requirements for Digital & App Innovation and Infrastructure

Three categories make up the framework for Solutions Partner for Digital & App Innovation (Azure) and Infrastructure (Azure): performance, skilling, and customer success. Points are earned through net customer adds, certifications and exams, growth in usage and the number of successful deployed customer solutions. Points are earned incrementally as partners make progress in each subcategory.

Partners can qualify for either the Enterprise or SMB path based on specific criteria.

Enterprise Path

- ↑ Partners driving more than USD \$1,000,000 in revenue.
- 👥 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
- 👥 Partners with ≥80% of customers in the SMB/SMC segment.

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

Partners will see only one score in Partner Center aligned to their chosen path, simplifying the qualification process.

	Eligible attributions	Maximum contribution (Enterprise path)	Maximum contribution (SMB path)	Max points
Performance				30
Net Customer Adds	PAL, DPOR, CSP	3 net customer adds >USD \$1000 ACR per month	3 customer adds >USD \$500 ACR per month	30
Skilling				40
Intermediate Certifications	Certified professional associated to Partner Center account	5 unique individuals 2 prerequisite certifications*	4 unique individuals 1 prerequisite certifications**	40
Advanced Certifications	Certified professional associated to Partner Center account	5 unique individuals 2 prerequisite certifications*	4 unique individuals 1 prerequisite certifications**	20
Customer Success				30
Usage Growth	PAL, DPOR, CSP	20% ACR growth YoY	20% ACR growth YoY	20
Deployments	PAL, DPOR, CSP	5 new deployments in TTM + Virtual Machines	5 new deployments in TTM + Virtual Machines	10
TOTAL				100
Minimum total points required for Solutions Partner designation				70

*On the Enterprise path, partners must have [prerequisite certifications](#) before points are earned for scoring certifications. No points are earned for prerequisite certifications.

** On the SMB path, partners earn points for the two prerequisite certifications. Prerequisites must still be met in order to earn points for scoring certifications.

All dates and requirements subject to change.

Requirements for Data & AI

Three categories make up the framework for Solutions Partner for Data & AI (Azure): Performance, skilling, and customer success. Points are earned through performance, certifications and exams, growth in usage and the number of successful deployed customer solutions. Points are earned incrementally as partners make progress in each subcategory.

Partners can qualify for either the Enterprise or SMB path based on specific criteria.

Enterprise Path

- ↑ Partners driving more than USD \$1,000,000 in revenue.
- 👥 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.
- 👥 Partners with ≥80% of customers in the SMB/SMC segment.

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

Partners will see only one score in Partner Center aligned to their chosen path, simplifying the qualification process.

	Eligible attributions	Maximum contribution (Enterprise path)	Maximum contribution (SMB path)	Max points
Performance				30
Net Customer Adds	PAL, DPOR, CSP	3 net customer adds >USD \$1000 ACR per month	3 customer adds >USD \$500 ACR per month	30
Skilling				40
Intermediate Certifications	Certified professional associated to Partner Center account	10 unique individuals 4 prerequisite certifications*	8 unique individuals 2 prerequisite certifications**	40
Customer Success				30
Usage Growth	PAL, DPOR, CSP	20% ACR growth YoY	20% ACR growth YoY	20
Deployments	PAL, DPOR, CSP	5 new deployments in TTM	5 new deployments in TTM	10
TOTAL				100
Minimum total points required for Solutions Partner designation				70

*On the Enterprise path, partners must have [prerequisite certifications](#) before points are earned for scoring certifications. No points are earned for prerequisite certifications.

** On the SMB path, partners earn points for the two prerequisite certifications. Prerequisites must still be met in order to earn points for scoring certifications.

*All dates and requirements subject to change. | For more information about measurements specific to Solutions Partner for Data & AI (Azure), [click here](#).

Additional Benefits/Packs

On the 6th of August 2024 Microsoft has advised that they are evolving the benefits packages offered through the Microsoft AI Cloud Partner Program.

Last January, Microsoft [launched](#) three new distinct benefits packages:

- Partner Launch Benefits
- Partner Success Core Benefits, and
- Partner Success Expanded Benefits.

Partner Launch Benefits	Partner Success Core Benefits	Partner Success Expanded Benefits
<p>Partner Launch benefits are designed to help you build high-performing solutions and kick-start your business growth. Benefits include:</p> <ul style="list-style-type: none"> • Up to 5 users across 9 software products • USD700 of Azure credits 	<p>Partner Success Core Benefits are designed to help you create, build, and expand a strong AI and cloud practice. Benefits include:</p> <ul style="list-style-type: none"> • Up to 25 users across 20 software products • USD2,400 of Azure credits • Technical presales and deployment hours • 5 technical support and consultation hours • 2 cloud support incidents 	<p>Partner Success Expanded Benefits are designed to help you scale your reach further and deepen your partnership with Microsoft. Benefits include:</p> <ul style="list-style-type: none"> • Up to 35 users across 38 software products • USD4,000 of Azure credits • Unlimited technical presales and deployment hours • 10 technical support and consultation hours • 5 cloud support incidents

More details on what is included in these benefits packages is available on the [partner website](#), including total retail value of the packages.

What is changing

Starting January 22, 2025, Microsoft is adding over 20 in-demand product licenses to the benefits packages. This includes game-changing Microsoft Copilot products, Microsoft Defender for Endpoint, and Microsoft GitHub.

Review the different benefits [partner benefits packages](#), [Solutions Partner designations](#), or [specializations](#) to understand the current offerings available under each package and also the additional benefits scheduled to launch in January 2025.

Note: Microsoft has also provided advance notice that Microsoft will no longer sell Microsoft Action Pack, Microsoft Learning Action Pack, or legacy silver/gold benefits starting January 22, 2025.

Further information and a link to the Microsoft FAQ's can be found in the Microsoft announcement available [here](#).

Key Partner Benefits

I want to access Copilot for Microsoft 365 – Purchase the Partner Success Expanded Benefits pack, Copilot for Microsoft 365 will be included in this pack from Jan 22nd 2025 **or** achieve the Modern Work Solution designation, Copilot for Microsoft 365 will be included in this solution designation from Jan 22nd 2025.

I want to access Windows Server Standard/Datacentre + CALs and RDS CALs – Purchase the Partner Success Core Benefits pack, Windows Server Standard/Datacentre + CALs and RDS CALs will be included in this pack from Jan 22nd 2025 **or** Purchase the Partner Success Expanded Benefits pack, Windows Server Standard/Datacentre + CALs and RDS CALs will be included in this pack from Jan 22nd 2025 **or** achieve any of the current Solution designation's, Windows Server Standard/Datacentre + CALs and RDS CALs will be included in these solution designations from Jan 22nd 2025.

I want to access Power Apps Premium or Power Automate Premium – Purchase any of the new packs the Partner Launch Benefits, The Partner Success Core Benefits or the Partner Success Expanded Benefits packs. Power Apps Premium and Power Automate Premium will be included in these packs from Jan 22nd 2025.

Additional Resources

Learning Resources can be found here: [Microsoft AI Cloud Partner Program](#)

Access the MAICPP Frequently asked questions here: [Microsoft AI Cloud Partner Program FAQ.pdf](#)

Access the Microsoft "AI Cloud Partner Program benefits guide Aug update" here:
<https://assetsprod.microsoft.com/benefits-guide-learn-more-about-updated-benefits.pdf>
<https://assetsprod.microsoft.com/en-us/microsoft-ai-cpp-benefits-comparison.xlsx>

Access an overview of the benefits changes here: [FY25 benefits evolution_partner-facing_deck.pdf](#)