



Introducing...

SMB path for Solutions Partner  
designation for Security

# Microsoft AI Cloud Partner Program: Levels

## Specializations and expert offerings

Technical certification and attestation

## Solutions Partner designations

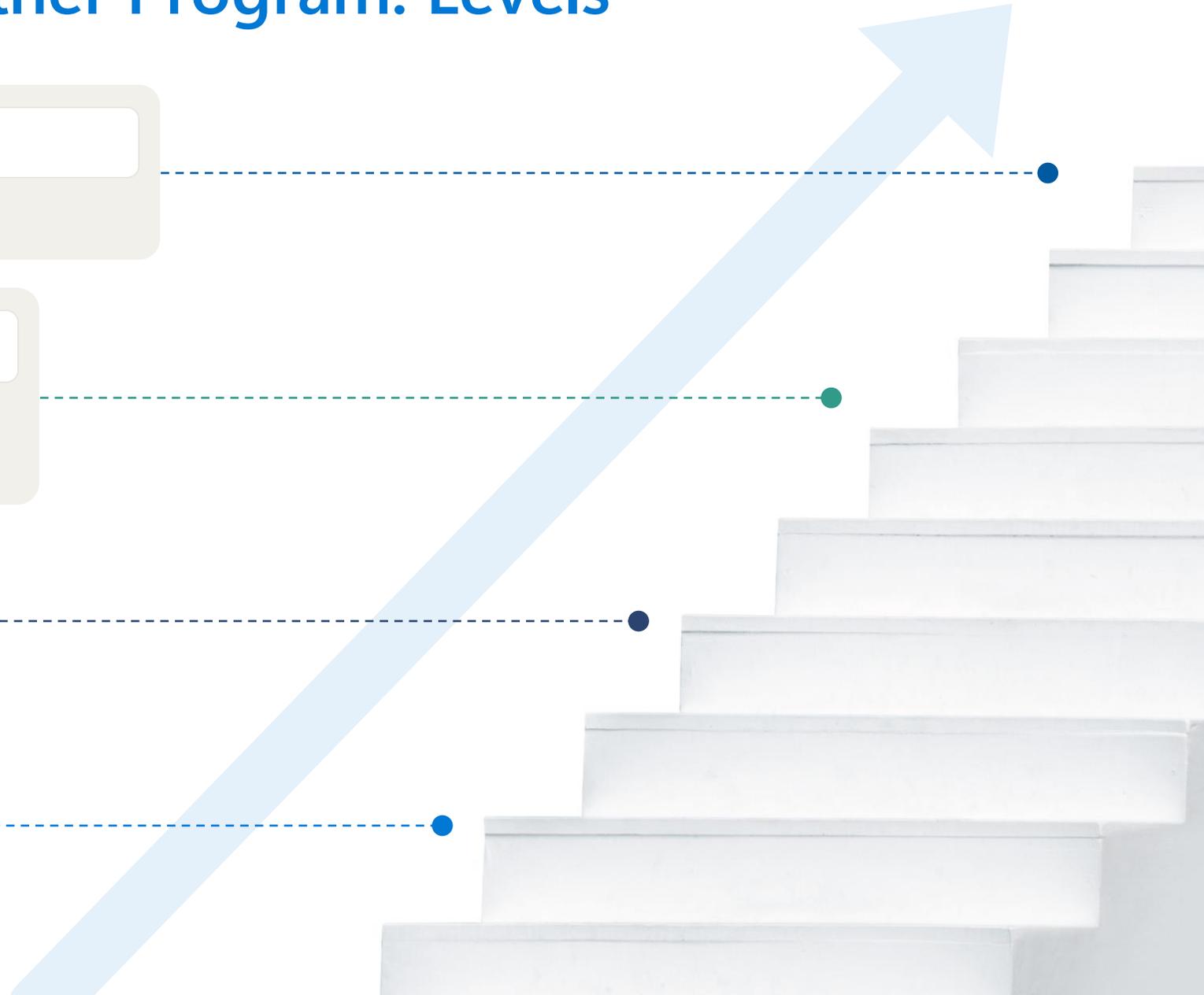
Attained designation and attestation  
(partner capability score)

## Partner success

Partner success benefit holders

## Membership

All channel partners



# Benefits for Solutions Partner designations

Benefits for Solutions Partners are effective, helpful, and relevant to your organization. We're investing more to help you with business development, increasing customer reach, and expanding technical skilling.



## Encouraging business development

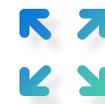
Product benefits (formerly internal use licenses) have been designed to align to the Solutions Partner designations, including:

- Azure bulk credits for your organization
- Access to development environments
- Cloud services subscriptions that are most relevant in market



## Increasing customer reach

- Co-selling with Microsoft to expand your customer footprint
- Go-to-market services, assets, and personalized consultation to help you along your marketing journey
- Microsoft solutions provider placement to increase exposure
- Customer-facing badges to showcase your capabilities



## Expanding technical skilling

- Personalized assistance, comprehensive courses, and world-class Microsoft experts to build your knowledge
- Technical presales and deployment services to help you deliver solutions faster
- Product (on-premises and cloud), platform, and technical support to help you troubleshoot specific issues, including technical presales and deployment support

For details about benefits specific to each Solutions Partner designation, review our [benefits guide](#).

# Foundation for growth and profitability

Visit the [Microsoft AI Cloud Partner Program Training Gallery](#) for a full list of resources.

## Growth resources

## Incentives



### Skilling resources

Build the technical and sales skills to unlock new opportunities and go-to-market paths.

[Learn more](#)



### GTM resources

Marketing resources to help you identify and attract new customers while landing new solutions with existing customers.

[Learn more](#)



### Technical presales and deployment

Personalized support from Microsoft experts to plan your business, build solutions, and access technical presales assistance.

[Learn more](#)



### Microsoft MCI CSP incentives

Get rewarded up to 25.75% for driving adoption of Security products through the new commerce experience.

[Learn more](#)

\*Legacy cloud competency benefit kits are included for eligibility in FY25

\*\*Additional requirements apply. Security SMB partners are not eligible for MCI incentives

# How to attain a Solutions Partner designation for solution areas

The partner capability score provides flexibility to demonstrate knowledge, skills, and experience across subcategories of performance, skilling, and customer success. Partners qualify either on an SMB path or an Enterprise path, and must reach 70 points for the path they are on.



Admins can sign in to [Partner Center](#) to find out how your organization is progressing towards a Solutions Partner designation today. SMB path details and progress will be available later in fiscal year 2025.

# Understanding the partner capability score

Each solution area designation has a specific number of possible points that can be earned per category. You have the flexibility to choose which categories to focus on within a solution area to match your business needs. The maximum number of points available for each subcategory are the same for SMB and Enterprise paths.

Each Solutions Partner designation for solution areas requires 70+ points with at least one point in each subcategory

		Solutions Partner for Business Applications	Solutions Partner for Data & AI (Azure)	Solutions Partner for Digital & App Innovation (Azure)	Solutions Partner for Infrastructure (Azure)	Solutions Partner for Modern Work	Solutions Partner for Security
		Subcategory					
Category	Performance	Net customer adds → 15pts	Net customer adds → 30pts	Net customer adds → 30pts	Net customer adds → 30pts	Net customer adds → 20pts	Net customer adds → 20pts
	Skilling	Intermediate certs → 20pts		Intermediate certs → 20pts	Intermediate certs → 20pts	Intermediate certs → 10pts	
		Advanced certs → 15pts	Intermediate certs → 40pts	Advanced certs → 20pts	Advanced certs → 20pts	Advanced certs → 15pts	Intermediate certs → 40pts
	Customer Success	Usage growth → 30pts	Usage growth → 20pts	Usage growth → 20pts	Usage growth → 20pts	Usage growth → 30pts	Usage growth → 20pts
		Deployments → 20pts	Deployments → 10pts	Deployments → 10pts	Deployments → 10pts	Deployments → 25pts	Deployments → 20pts

# Represents maximum number of points in that subcategory

\*Legacy cloud competency benefit kits are included for eligibility in FY25

\*\*Additional requirements apply. Security SMB partners are not eligible for MCI incentives

# Introducing: SMB paths for the Security designation



## Existing designation

-  Informed by and aligned to existing Security designation
-  Same designation badge, regardless of path
-  Unlock new benefits



## Two paths, one goal

-  Qualify on either the SMB path or the Enterprise path
-  Two scores in Partner Center
-  Specific but related criteria will qualify for each path



## Adjusted requirements

-  Streamlined thresholds between SMB and Enterprise paths
-  Fewer prerequisite certifications
-  Points for prerequisite certifications



## New eligible associations

-  CSP will count toward Microsoft 365 Security and Azure Security customer metrics
-  All CSP customers who meet required thresholds will count toward one path or the other

\*Legacy cloud competency benefit kits are included for eligibility in FY25

\*\*Additional requirements apply. Security SMB partners are not eligible for MCI incentives

# Requirements for Security

Three categories make up the framework for Solutions Partner for Security: 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.

Customers count either toward a partner's SMB or Enterprise path, depending on the number of Microsoft 365 seats or their total Azure Security spend. Partners will have two scores in Partner Center, with customers counting toward SMB or Enterprise paths. Partners need to qualify on only one path to enroll. Eligible associations for all customer metrics are PAL, CPOR and CSP.

	Maximum contribution (Enterprise path)	Maximum contribution (SMB path)	Max points
<b>Performance</b>			<b>20</b>
Net customer adds	Up to 10 net tenants from any combination of: <ul style="list-style-type: none"> <li><b>Microsoft 365:</b> net tenants with &gt;300 protected seats</li> <li><b>Azure:</b> net tenants with ≥\$600* Security Azure Consumed Revenue (ACR) over the trailing twelve months (TTM)</li> </ul>	Up to 5 net tenants from any combination of: <ul style="list-style-type: none"> <li><b>Microsoft 365:</b> net tenants with 5-300 protected seats</li> <li><b>Azure:</b> net tenants with ≥\$600 Security ACR TTM</li> </ul>	20
<b>Skilling</b>			<b>40</b>
Intermediate certifications	Minimum 2/maximum 10 unique individuals: 4 prerequisite certifications** 2-6 scoring certifications	Minimum 1/maximum 6 unique individuals: 2 prerequisite certifications*** 1-4 scoring certifications	40
<b>Customer Success</b>			<b>40</b>
Usage growth	Usage growth points from any combination of: <b>Microsoft 365:</b> >300 seats, 1 point protected user growth of 125 seats in TTM, up to 2,500 seat growth <b>Azure:</b> Aggregated tenants with >\$12,000 Security ACR TTM, 1 point each \$1,250 growth increment, up to \$25,000 growth	Usage growth points from any combination of: <b>Microsoft 365:</b> 5-300 seats, 1 point each protected user growth of 50 seats in TTM, up to 1,000 seat growth <b>Azure:</b> Aggregated tenants with ≤\$12,000 Security ACR TTM, 1 point each \$750 growth increment, up to \$15,000 growth	20
Deployments	Up to 6 net deployments from any combination of: <b>Microsoft 365:</b> >300 seats, 15% of paid seats as active <b>Azure:</b> >\$12,000 Security ACR TTM	Up to 6 net deployments from any combination of: <b>Microsoft 365:</b> 5-300 seats, 15% of paid seats as active <b>Azure:</b> \$750-\$12,000 Security ACR TTM	20
<b>TOTAL</b>			<b>100</b>
<b>Minimum total points required for Solutions Partner designation</b>			<b>70</b>

\* Throughout this document, \$ refers to US dollar (USD).

\*\* 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 to earn points for scoring certifications.

\*\*\*\*Security SMB partners are not eligible for MCI Incentives.

# Resources



## Assets



[Walking deck](#)



[FAQ](#)



[Partner Learn docs](#)



## Other links



[Training gallery](#)



[Microsoft partner website](#)



[Partner Center membership](#)



[Partner Center insights](#)



[Security Certification Weeks](#)

# Get your teams ready: Certification Weeks for Partners

Certification Weeks for Microsoft AI Cloud Partner Program – Security is a five-day event that helps prepare you for Microsoft advanced role-based certifications. This is one of the best ways to help your organization meet the skilling criteria needed to attain a Solutions Partner designation.



## Who is it for?

Technical professionals who are ready to fill their skill gaps in Microsoft solutions and prepare for certification.



## When is the next one?

[Certification Weeks for Microsoft AI Cloud Partner Program - Security](#)

November 4-8, 2024



## Why should you attend?

This modular five-day virtual training includes structured instructor-led training, hands-on labs, exam preparation, and live and offline Q&A, available during the hours that best fit your schedule. The pre-recorded sessions include live chat moderation with subject matter experts ready to answer your questions.

It focuses on the most important aspects of the certification exam curriculum, allowing you to include working billable hours in your day. Other benefits include:

- ✓ Streamlined format that prepares you for certification
- ✓ Information to help you keep pace with technical roles and requirements
- ✓ Flexible learning to fit your schedule and working hours
- ✓ Lab resources
- ✓ Pre-recorded sessions presented in English, with captions in 12 languages
- ✓ Three time zone choices (PST/PDT, GMT/BST, CST)

Learn more:

[Azure](#)

[Biz Apps](#)

[Modern Work](#)

[Security](#)

# Call to action

We expect the SMB paths for the Solutions Partner designation for Security to be available in the second half of fiscal year 2025. We encourage partners to prioritize skill development in anticipation of the launch. Eligible partners will have the opportunity to enroll on the first day of the launch.



Learn about SMB  
path and benefits



Assess your score



Skill up with  
Certification Weeks



Attain designations  
and unlock benefits

# Appendix

# Requirements for performance



## Net customer adds

The net customer adds (NCA) subcategory measures the growth of a partner's experience with new customers over time. We look at the number of net customers added over the trailing twelve months (TTM). Partners earn points for each incremental NCA.

$NCA = \text{contributing customer tenants last month} - \text{contributing customer tenants in same month last year}$ . Tenants will count positively toward the NCA if they are contributing in the current TTM and not contributing in the previous TTM. Tenants will count negatively toward NCA if they are not contributing in the current TTM and contributing in the previous TTM. Tenants will not impact NCA if they are contributing or not contributing in both current and previous TTM.

For Security, all customer adds will count toward both the Enterprise and SMB path scores.



### Enterprise path

2 points per NCA, up to 10. Contributing tenants:

- Microsoft 365: >300 seats
- Azure:  $\geq$  \$600 Security ACR TTM



### SMB path

4 points per NCA, up to 5. Contributing tenants:

- Microsoft 365: 5-300 seats
- Azure:  $\geq$  \$600 Security ACR TTM

# Requirements for skilling

40pts



## Intermediate certifications

For Security, skilling points are earned only in the intermediate subcategory. Partners must meet the prerequisites for their path before they earn points for the scoring certifications. The individuals who earn the prerequisite certifications can be the same as or different than the individuals who earn the scoring certifications. However, individuals who earn more than one of the scoring certifications will count only once toward your scoring certifications.

### Prerequisite certifications

- [Azure Security Engineer Associate \(AZ-500\)](#)
- [Microsoft Security Operations Analyst \(SC-200\)](#)

### Scoring certifications

- [Microsoft Cybersecurity Architect Expert \(SC-100\)](#)
- [Microsoft Identity and Access Administrator \(SC-300\)](#)
- [Information Protection and Compliance Administrator \(SC-400\)](#)



### Enterprise path

- **Prerequisites:** Partners must earn at least two Azure Security Engineer Associate and at least two Microsoft Security Operations Analyst. Prerequisites do not earn points.
- **Scoring certifications:** Once prerequisites are met, partners earn 6.67 points each for up to six unique certified individuals.



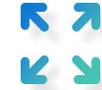
### SMB path

- **Prerequisites:** Partners must earn at least one Azure Security Engineer Associate and at least one Microsoft Security Operations Analyst, each individual can earn four points for each prerequisite certification.
- **Scoring certifications:** Once prerequisites are met, partners can earn eight points for each individual certified in one or more of the scoring certifications, up to four unique certified individuals.

\*All dates and requirements subject to change. For more information about requirements specific to Solutions Partner for Security, [click here](#).

\*\*Security SMB partners are not eligible for MCI Incentives.

# Requirements for customer success



## Deployments

20pts

**Net deployments** = eligible deployments last month – eligible deployments same month last year.

Eligible deployments in each relevant month are summed up from both Microsoft 365 Security and Azure Security deployments.

### Eligible SMB deployments:

- **Microsoft 365:** unique customer tenants with 5-300 paid seats in given month and 15% of paid seats are active
- **Azure:** unique customer tenants with a total of between  $\geq \$750$  and  $\leq \$12k$  Security ACR TTM

### Eligible ENT deployments:

- **Microsoft 365:** unique customer tenants with  $> 300$  paid seats in given month and 15% of paid seats are active
- **Azure:** unique customer tenants with a total of  $> \$12k$  Security ACR TTM

## Usage Growth

20pts

**Usage growth percentage** = (total ACR summed across all customers last month – total ACR summed across all customers same month last year)/total ACR summed across all customers same month last year x 100

### Eligible SMB usage growth:

- **Microsoft 365:** among tenants with 5-300 seats, each protected users growth of 50 earns one point
- **Azure:** among aggregated tenants with  $\leq \$12,000$  in Security ACR TTM, each Security ACR growth of \$750 USD earns one point

### Eligible ENT usage growth:

- **Microsoft 365:** among tenants with  $> 300$  seats, each protected users growth of 125 earns one point
- **Azure:** among aggregated tenants with  $> \$12,000$  in Security ACR TTM, each Security ACR growth of \$1,250 USD earns one point