



Solutions Partner Benefits Guide

LAST UPDATED:
March 2022

The information in this document is intended to help partners understand the updated benefits for solutions partner designations. Note that eligible solutions partners who renew a legacy competency by September 30, 2022 (dates subject to change), may choose instead to retain their legacy competency benefits (by paying the aligned fee) as outlined in [Partner Center and the FAQ](#).

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Learn more about the solutions partner designations in [Partner Center](#) or [on the Microsoft partner website](#).

[Learn more about managing your Benefits](#).

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Benefits included with all solutions partner designations

Benefits included with all solutions partner designations, otherwise known as common benefits, are provided once irrespective of which solutions partner designation(s) are attained.

These benefits are generally provided at the same quantities as those for Gold competency partners today. Details are subject to change.

Marketing benefits (or 'go-to-market')

Name or description	Quantity
Partner Go-To-Market Toolbox	✓ 18 points
How to Market with Microsoft Consultation	✓
Profile Optimization and Referral Management	✓
Digital Marketing Content OnDemand (DMC)	✓
Ready-to-Go Marketing Assets (Partner Marketing Center)	✓
Geo Expansion Readiness Assessment	✓

Support and advisory benefits (formerly 'technical benefits')

Name or description	Quantity
Technical presales and deployment services (TP&D) <ul style="list-style-type: none"> • Advisory hours for architecture and deployment scenarios • Assistance with technical presales scenarios 	50 hours Unlimited
Signature Cloud Support incidents	Unlimited
Microsoft Product Support (on-premise) incidents	20

Solutions partner designation specific benefits (incremental)

Benefits which are specific to and depend on the designation(s) attained, otherwise known as incremental benefits, are additive (exceptions apply) to each other and to common benefits. In particular, product benefits (formerly 'Internal Use Rights', or 'IURs') are aligned to the solutions partner designations and to specialization and expert programs.

Product and offer terms and conditions apply. Details are subject to change.

Incremental product benefit categories (with links)

Solutions partner designations

[Infrastructure \(Azure\)](#)

[Data & AI \(Azure\)](#)

[Digital & App Innovation \(Azure\)](#)

[Business Applications](#)

[Modern Work](#)

[Security](#)

Note: Solutions partner product benefits for Infrastructure, Data & AI and Digital & App Innovation (Azure) have a set of benefits which are 'core' across the three.

Specializations and expert programs

[Azure](#)

[Business Applications](#)

[Modern Work](#)

[Security](#)

Notes: Classification of specializations and expert programs for the purposes of benefits provisioning is based on the current advanced specialization classification (listed [here](#)). Product benefits for specializations and expert programs are capped at a particular amount by category as set out in this document.

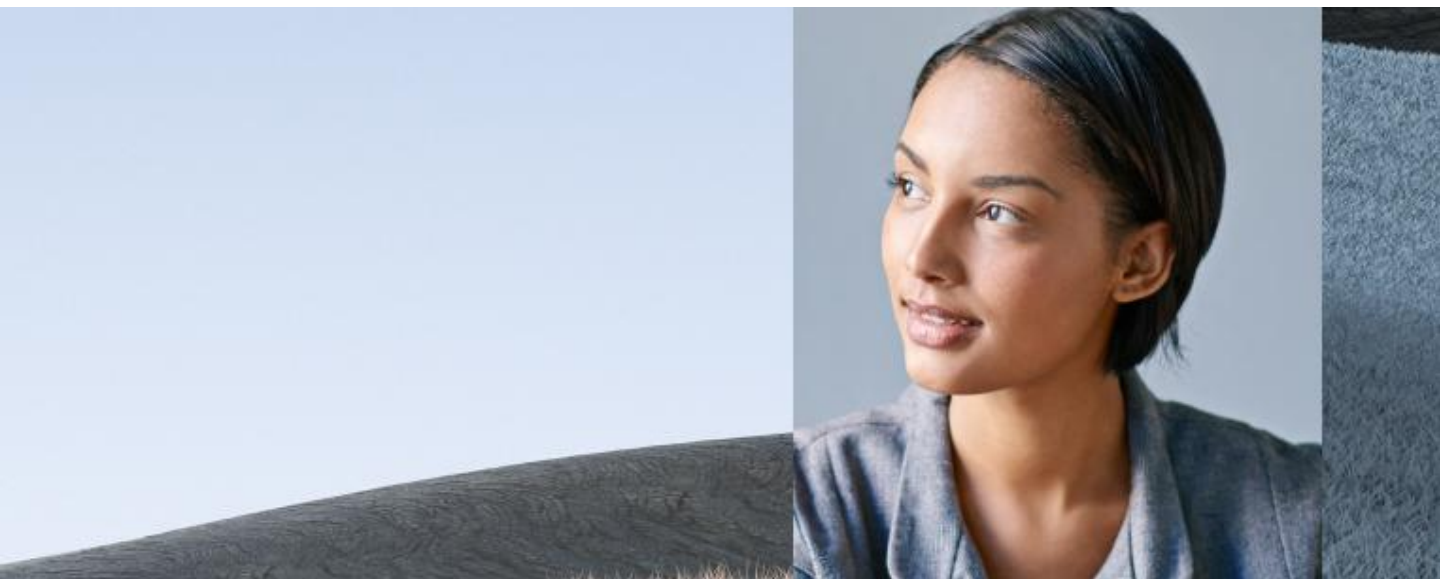
Solutions partner designation product benefits

Infrastructure (Azure) product benefits

Microsoft product name or description	Quantity	Type
Azure Bulk Credits (Dev/Test)	\$12,000	per year
Azure Bulk Credits (Production)	\$6,000	per year
Visual Studio Enterprise subscriptions <small>(without monthly Azure credit)</small>	25	users
Products listed below are 'core' (granted once and not incremental) across only the Infrastructure, Data & AI and Digital & App Innovation (Azure) Solutions partner designations		
Dynamics 365 Partner Sandbox – Operations Application	25	users
Dynamics 365 Partner Sandbox – Sales, Field Service and Customer Service	25	users
Microsoft 365 E3	100	users
Microsoft Project Online (Plan 5)	20	users
Power BI Premium	100	users
Visio Online (Plan 2)	5	users
Microsoft SQL Server Enterprise - per core (2019, or current)	16	licenses
System Center Client Management Suite (2019, or current)	100	licenses
System Center Configuration Manager (2019, or current)	100	licenses

Infrastructure (Azure) product benefits (continued)

Microsoft product name or description	Quantity	Type
System Center Endpoint Protection (2019, or current)	100	licenses
System Center Standard (2019, or current)	32	licenses
Windows 11 IoT Enterprise	2	licenses
Windows Server CALs (not edition-specific)	100	licenses
Windows Server Datacenter (2022, or current)	32	licenses
Windows Server Remote Desktop Services (RDS) CALs (not edition-specific)	100	licenses
Windows Server Standard (2022, or current)	100	licenses
Windows Storage Server Workgroup (2016)	2	licenses



Data & AI (Azure) product benefits

Microsoft product name or description	Quantity	Type
Azure Bulk Credits (Dev/Test)	\$12,000	per year
Azure Bulk Credits (Production)	\$6,000	per year
Visual Studio Enterprise subscriptions <small>(without monthly Azure credit)</small>	25	users
Products listed below are 'core' (granted once and not incremental) across only the Infrastructure, Data & AI and Digital & App Innovation (Azure) Solutions partner designations		
Dynamics 365 Partner Sandbox – Operations Application	25	users
Dynamics 365 Partner Sandbox – Sales, Field Service and Customer Service	25	users
Microsoft 365 E3	100	users
Microsoft Project Online (Plan 5)	20	users
Power BI Premium	100	users
Visio Online (Plan 2)	5	users
Microsoft SQL Server Enterprise - per core (2019, or current)	16	licenses
System Center Client Management Suite (2019, or current)	100	licenses
System Center Configuration Manager (2019, or current)	100	licenses
System Center Endpoint Protection (2019, or current)	100	licenses

Data & AI (Azure) product benefits (continued)

Microsoft product name or description	Quantity	Type
System Center Standard (2019, or current)	32	licenses
Windows 11 IoT Enterprise	2	licenses
Windows Server CALs (not edition-specific)	100	licenses
Windows Server Datacenter (2022, or current)	32	licenses
Windows Server Remote Desktop Services (RDS) CALs (not edition-specific)	100	licenses
Windows Server Standard (2022, or current)	100	licenses
Windows Storage Server Workgroup (2016)	2	licenses

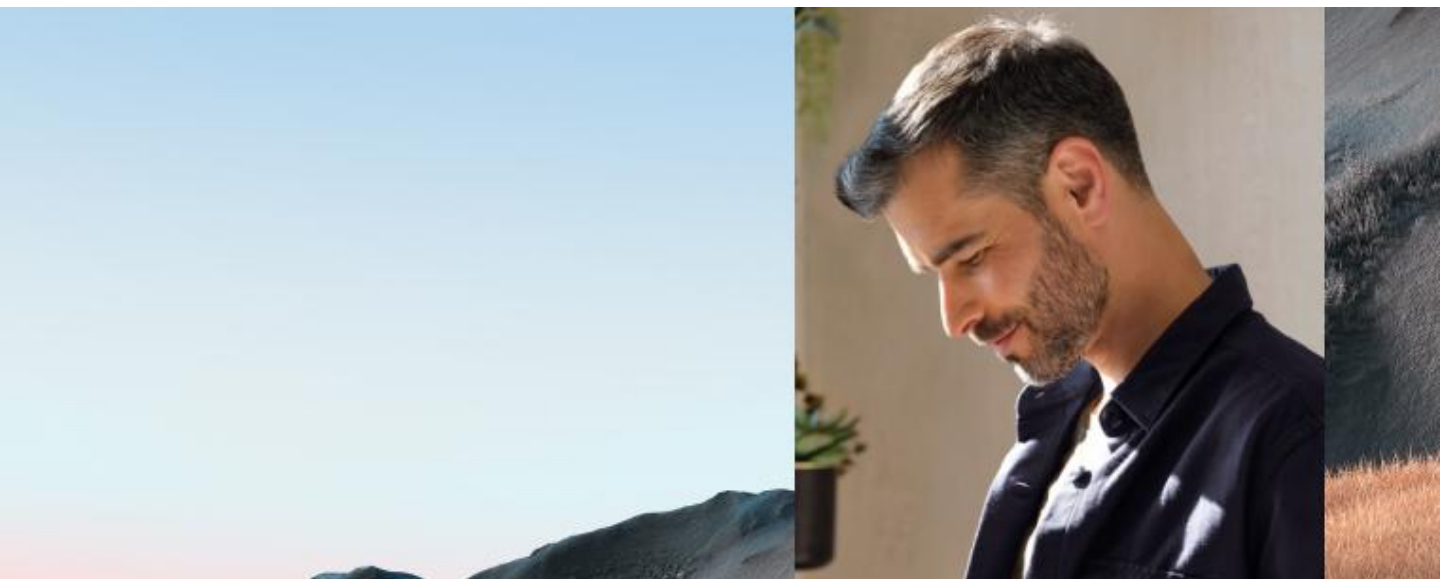


Digital & App Innovation (Azure) product benefits

Microsoft product name or description	Quantity	Type
Azure Bulk Credits (Dev/Test)	\$12,000	per year
Azure Bulk Credits (Production)	\$6,000	per year
Visual Studio Enterprise subscriptions <small>(without monthly Azure credit)</small>	25	users
Products listed below are 'core' (granted once and not incremental) across only the Infrastructure, Data & AI and Digital & App Innovation (Azure) Solutions partner designations		
Dynamics 365 Partner Sandbox – Operations Application	25	users
Dynamics 365 Partner Sandbox – Sales, Field Service and Customer Service	25	users
Microsoft 365 E3	100	users
Microsoft Project Online (Plan 5)	20	users
Power BI Premium	100	users
Visio Online (Plan 2)	5	users
Microsoft SQL Server Enterprise - per core (2019, or current)	16	licenses
System Center Client Management Suite (2019, or current)	100	licenses
System Center Configuration Manager (2019, or current)	100	licenses
System Center Endpoint Protection (2019, or current)	100	licenses

Digital & App Innovation (Azure) product benefits (continued)

Microsoft product name or description	Quantity	Type
System Center Standard (2019, or current)	32	licenses
Windows 11 IoT Enterprise	2	licenses
Windows Server CALs (not edition-specific)	100	licenses
Windows Server Datacenter (2022, or current)	32	licenses
Windows Server Remote Desktop Services (RDS) CALs (not edition-specific)	100	licenses
Windows Server Standard (2022, or current)	100	licenses
Windows Storage Server Workgroup (2016)	2	licenses



Business Applications product benefits

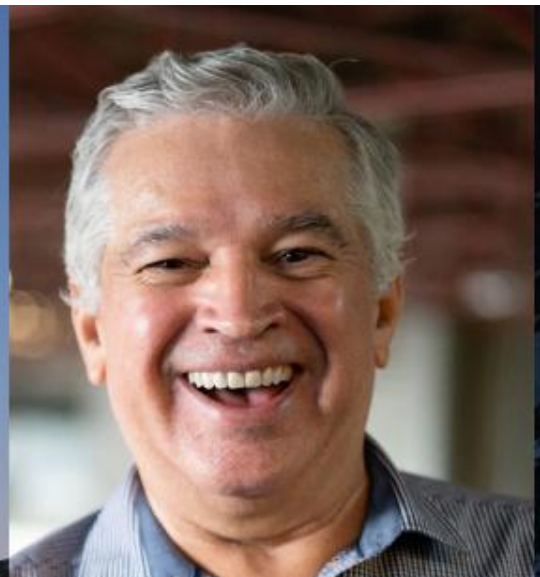
Microsoft product name or description	Quantity	Type
Azure Bulk Credits (Dev/Test)	\$6,000	per year
Dynamics 365 Business Central Premium	100	users
Dynamics 365 Customer Insights	1	tenant
Dynamics 365 Customer Service Enterprise	100	users
Dynamics 365 Finance	100	users
Dynamics 365 Human Resources	100	users
Dynamics 365 Marketing (Base Pack)	1	tenant
Dynamics 365 Project Operations	100	users
Dynamics 365 Sales Enterprise	100	users
Dynamics 365 Team Members	100	users
Dynamics 365 Partner Sandbox – Operations Application	25	users
Dynamics 365 Partner Sandbox – Operations Application Tier 2 Add on	1	tenant
Dynamics 365 Partner Sandbox – Sales, Field Service and Customer Service	25	users
Dynamics 365 Partner Sandbox – Sales Insights	5	users
Dynamics 365 Partner Sandbox – Marketing	1	tenant

Business Applications product benefits (continued)

Microsoft product name or description	Quantity	Type
Dynamics 365 Partner Sandbox – eCommerce and Cloud Scale Unit	1	tenant
Dynamics 365 Partner Sandbox – Fraud Protection	1	tenant
Dynamics 365 Partner Sandbox – Guides	1	user
Dynamics 365 Partner Sandbox – Intelligent Order Management	1	tenant
Dynamics 365 Partner Sandbox – Human Resources	5	users
Dynamics 365 Partner Sandbox – Customer Service Digital Messaging	5	users
Dynamics 365 Partner Sandbox – Business Central	5	users
Microsoft 365 E3	100	users
Microsoft Project Online (Plan 5)	20	users
Power BI Premium	100	users
Visio Online (Plan 2)	5	users
Visual Studio Enterprise subscriptions <small>(without monthly Azure credit)</small>	25	users
Microsoft SQL Server Enterprise - per core (2019, or current)	16	licenses
System Center Client Management Suite (2019, or current)	100	licenses
System Center Configuration Manager (2019, or current)	100	licenses

Business Applications product benefits (continued)

Microsoft product name or description	Quantity	Type
System Center Endpoint Protection (2019, or current)	100	licenses
System Center Standard (2019, or current)	32	licenses
Windows 11 IoT Enterprise	2	licenses
Windows Server CALs (not edition-specific)	100	licenses
Windows Server Datacenter (2022, or current)	32	licenses
Windows Server Remote Desktop Services (RDS) CALs (not edition-specific)	100	licenses
Windows Server Standard (2022, or current)	100	licenses
Windows Storage Server Workgroup (2016)	2	licenses

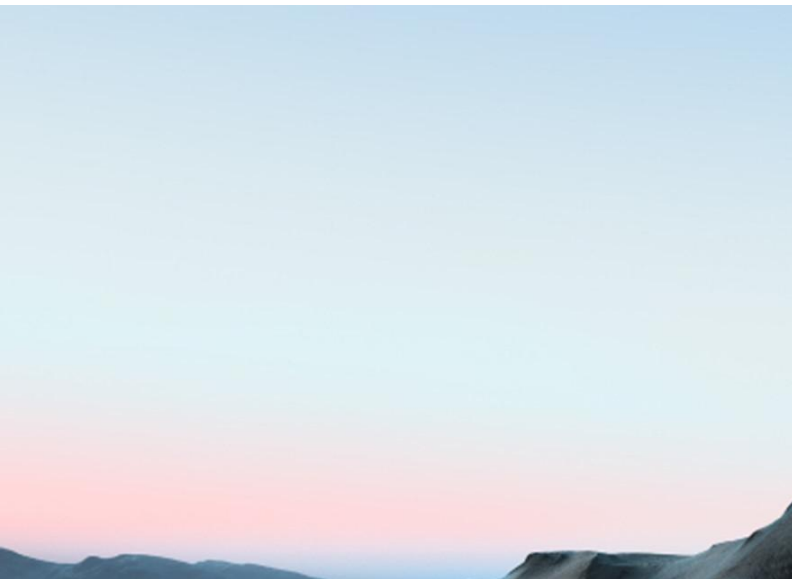


Modern Work product benefits

Microsoft product name or description	Quantity	Type
Azure Bulk Credits (Dev/Test)	\$6,000	per year
Dynamics 365 Partner Sandbox – Operations Application	25	users
Dynamics 365 Partner Sandbox – Sales, Field Service and Customer Service	25	users
Microsoft 365 Business Premium	25	users
Microsoft 365 E5	200	users
Microsoft 365 EDU A5	25	users
Microsoft Project Online (Plan 5)	20	users
Visio Online (Plan 2)	5	users
Visual Studio Enterprise subscriptions <small>(without monthly Azure credit)</small>	25	users
Viva	50	users
Windows 365 Enterprise (Premium)	5	users
Microsoft SQL Server Enterprise - per core (2019, or current)	16	licenses
System Center Client Management Suite (2019, or current)	100	licenses
System Center Configuration Manager (2019, or current)	100	licenses
System Center Endpoint Protection (2019, or current)	100	licenses

Modern Work product benefits (continued)

Microsoft product name or description	Quantity	Type
System Center Standard (2019, or current)	32	licenses
Windows 11 IoT Enterprise	2	licenses
Windows Server CALs (not edition-specific)	100	licenses
Windows Server Datacenter (2022, or current)	32	licenses
Windows Server Remote Desktop Services (RDS) CALs (not edition-specific)	100	licenses
Windows Server Standard (2022, or current)	100	licenses
Windows Storage Server Workgroup (2016)	2	licenses



Security product benefits

Microsoft product name or description	Quantity	Type
Azure Bulk Credits (Dev/Test)	\$12,000	per year
Azure Bulk Credits (Production)	\$6,000	per year
Dynamics 365 Partner Sandbox – Operations Application	25	users
Dynamics 365 Partner Sandbox – Sales, Field Service and Customer Service	25	users
Microsoft 365 Business Premium	12	users
Microsoft 365 E5	100	users
Microsoft 365 EDU A5	12	users
Microsoft Project Online (Plan 5)	20	users
Visio Online (Plan 2)	5	users
Visual Studio Enterprise subscriptions <small>(without monthly Azure credit)</small>	25	users
Windows 365 Enterprise (Premium)	2	users
Microsoft SQL Server Enterprise - per core (2019, or current)	16	licenses
System Center Client Management Suite (2019, or current)	100	licenses
System Center Configuration Manager (2019, or current)	100	licenses
System Center Endpoint Protection (2019, or current)	100	licenses

Security product benefits (continued)

Microsoft product name or description	Quantity	Type
System Center Standard (2019, or current)	32	licenses
Windows 11 IoT Enterprise	2	licenses
Windows Server CALs (not edition-specific)	100	licenses
Windows Server Datacenter (2022, or current)	32	licenses
Windows Server Remote Desktop Services (RDS) CALs (not edition-specific)	100	licenses
Windows Server Standard (2022, or current)	100	licenses
Windows Storage Server Workgroup (2016)	2	licenses



Specializations and expert programs product benefits

As part of the benefits associated with the solutions partner designation, if you subsequently earn a specialization, you will receive incremental product benefits to help further accelerate your business. Incremental benefits for specialization and expert programs are only available with solutions partner benefits and can not be added to legacy benefits.

Each category of the specializations and expert programs (Azure, Business Applications, Modern Work and Security) has individual maximum cap amounts for benefits provisioning: the number of specializations or expert programs in that category which will be eligible for incremental product benefits. Refer to the table of [specializations and expert programs benefits categories](#) at the end of this section for the classification. The max cap amounts are outlined in the following tables. Details are subject to change.

Specialization and expert program benefits will be provided at the solutions partner anniversary date, or at the date of attainment through the remainder of the anniversary year for additional specializations and expert programs attained (within the respective max cap amounts). Refer to the illustrative example for more details.

Azure specialization and expert program product benefits

Max cap amount: 5 specializations or expert programs

Microsoft product name or description	Quantity	Type
Azure Bulk Credits (Dev/Test)	\$24,000	per year
Azure Bulk Credits (Production)	\$12,000	per year
GitHub Enterprise Cloud subscriptions (Note: Only provided for the DevOps with GitHub on Microsoft Azure specialization)	20	users
Microsoft 365 E3	30	users
Visual Studio Enterprise subscriptions (without monthly Azure credit)	10	users

Business Applications specialization product benefits

Max cap amount: 1 specializations

Microsoft product name or description	Quantity	Type
Azure Bulk Credits (Dev/Test)	\$12,000	per year
Azure Bulk Credits (Production)	\$4,500	per year
Dynamics 365 Business Central Premium	25	users
Dynamics 365 Customer Service Enterprise	25	users
Dynamics 365 Finance	25	users
Dynamics 365 Human Resources	25	users
Dynamics 365 Marketing (Attach) (includes additional contacts and interactions)	1	tenant
Dynamics 365 Project Operations	25	users
Dynamics 365 Sales Enterprise	25	users
Dynamics 365 Team Members	25	users
Microsoft 365 E3	50	users
Visual Studio Enterprise subscriptions (without monthly Azure credit)	10	users

Modern Work specialization product benefits

Max cap amount: 3 specializations

Microsoft product name or description	Quantity	Type
Azure Bulk Credits (Dev/Test)	\$12,000	per year
Azure Bulk Credits (Production)	\$4,500	per year
Microsoft 365 E5	50	users
Visual Studio Enterprise subscriptions (without monthly Azure credit)	10	users
Viva	50	users

Security specialization product benefits

Max cap amount: 3 specializations

Microsoft product name or description	Quantity	Type
Azure Bulk Credits (Dev/Test)	\$24,000	per year
Azure Bulk Credits (Production)	\$9,000	per year
Microsoft 365 E5	50	users
Visual Studio Enterprise subscriptions (without monthly Azure credit)	10	users

Specializations and expert programs benefits categories

The classification of specializations and expert programs for the purposes of benefits provisioning and capping is based on the current advanced specialization classification and includes the Azure Expert MSP program. For clarity, these classifications and the associated specializations and expert programs are listed below. Details are subject to change.

Category	Specialization or expert program name
Azure	Azure Expert MSP
	Windows Server and SQL Server Migration to Microsoft Azure
	Linux and Open Source Database Migration to Microsoft Azure
	SAP on Microsoft Azure
	Data Warehouse Migration to Microsoft Azure
	Kubernetes on Microsoft Azure
	Modernization of Web Applications to Microsoft Azure
	Microsoft Windows Virtual Desktop
	Analytics on Microsoft Azure
	Microsoft Azure VMware Solution
	AI and Machine Learning on Microsoft Azure
	DevOps with GitHub on Microsoft Azure
	Hybrid Operations and Management with Microsoft Azure Arc
	Hybrid Cloud Infrastructure with Microsoft Azure Stack HCI
Networking Services in Microsoft Azure	
Business Applications	Microsoft Low Code Application Development
	Small and Midsize Business Management
Modern Work	Adoption and Change Management
	Calling for Microsoft Teams
	Customer Solutions for Microsoft Teams
	Meetings and Meeting Rooms for Microsoft Teams
	Teamwork Deployment
Security	Cloud Security
	Identity and Access Management
	Information Protection and Governance
	Threat Protection

Illustrative example

Review this illustrative example to better understand how the benefits are provided to solutions partners for their solutions partner designation(s) and specialization(s) or expert program(s). In this example, 'benefits' refers to the items listed in this document and excludes other provisions such as badging. Details are subject to change.

This example follows the fictional company 'Contoso', that has attained a legacy Gold competency with a single Azure specialization (formerly known as an 'advanced specialization'), whose annual legacy competency anniversary date is January 1.

Date	Contoso action	Benefits provided
Oct 2022	Contoso meets the requirements for, and attains, the Solutions Partner for Infrastructure (Azure) designation once available.	No change. Contoso continues to receive and be able to activate their legacy gold competency benefits until their next anniversary date (Jan 1, 2023).
Dec 2022	Contoso earns an additional Azure specialization (total of two).	No change (incremental benefits for specialization are only available with solutions partner benefits).
Jan 2023	At renewal, Contoso meets the requirements for the Solutions Partner for Infrastructure (Azure) designation, selects the benefits for solutions partners and pays the aligned fee.	Contoso is provided the common benefits, the Infrastructure (Azure) product benefits and two sets of the Azure specialization product benefits (assuming continued enrolment and eligibility of both specializations).
Feb 2023	Contoso meets the requirements for, and attains, the Solutions Partner for Data & AI (Azure) designation.	Contoso is provided the incremental Data & AI (Azure) product benefits (i.e., Azure credits, Visual Studio subscriptions), with an expiry date of Contoso's next membership anniversary date (Jan 1, 2024).
Mar 2023	Contoso meets the requirements for, and is awarded, four additional Azure specializations (total of six).	Contoso is provided three additional incremental sets of the Azure specialization product benefits (considering the max cap of five Azure specialization benefits) with an expiry date of Contoso's next membership anniversary date (Jan 1, 2024).