

## Evolving the Microsoft Partner Network programs

Digital transformation opportunities worth more than \$6.8 trillion USD will be available between now and 2023.!



We are evolving our programs and we are committed to growing our partnership and your business. This includes simplifying partner programs and aligning with how we go to market, validating partner capabilities to deliver successful customer outcomes and investing in partners' growth and profitability.

We are introducing the solutions partner designation, anchored on the Microsoft Cloud in six solution areas aligned to how Microsoft goes to market. By attaining solution area designations, you can demonstrate your organization's capabilities in delivering customer success in the solution areas. This new model provides two qualifying levels: solutions partner and specialist/expert.

If you have legacy competencies, you will have a minimum of six months to learn more and assess how the solutions partner designations fit into the strategic plan for your business.

### Introducing the solutions partner designation

The six new designations are aligned to the Microsoft Cloud: Data & AI (Azure), Infrastructure (Azure), Digital & App Innovation (Azure), Business Applications, Modern Work, and Security. Solutions partners receive a customer-facing badge (see right) to differentiate their organization. Partners who attain all six solutions partner designations receive a Microsoft Cloud badge, recognizing your capabilities across the Microsoft Cloud.

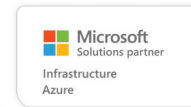
### Validating partner capabilities to deliver successful outcomes

Introducing a new partner capability score that holistically measures your organizations technical abilities to drive customer success. Solutions partner designations are attained based on this score.

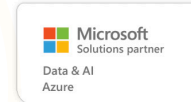
### Investing in your profitability

We are making investments to help you encourage your business development, increase customer reach and expand through technical skilling and enablement.

### 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**

### Important dates

**September 30, 2022\***

Last day to renew legacy competencies.

### October 3, 2022\*

Solutions partner designations are available for attainment. Legacy competencies are no longer valid, but partners can retain their legacy benefits based on the competency held on September 30, 2022.

*\*Dates subject to change.*

### Have Questions?

Contact our Microsoft Champions to know more.

[NCEChampions@ingrammicro.com](mailto:NCEChampions@ingrammicro.com)

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### How to attain a solutions partner designation

Solutions partner designations demonstrate your success across three categories: customer success, skilling and performance. This holistic measurement provides you with the flexibility to demonstrate what you know, and how you apply it to help your customers succeed. A minimum of 70 points must be earned, with points in each sub-category. There are 100 points possible to attain a solutions partner designation.



#### Performance

This category measures net customer adds.



#### Skilling

This category verifies and demonstrates your dedication to skilling and training.



#### Customer success

This category measures usage growth and successful deployments.

### How competencies map to solutions partner designations



### Get started

- Check your score against Solution Designations
- Check all employees have registered certifications and training linked to your Partner Center
- Ensure all your customers are linked correctly to your Partner Center. Delegated Admin Privileges (DAP) via request a relationship under customers in Partner Center
- Speak to your Ingram Micro Associate about training and certifications available
- Review your Insights dashboard to view current metrics on customer license usage
- Build a training plan & business plan with your Ingram Micro Account Manager to target customer success metrics associated with Solution Designations.

### Benefits for our partners

We're investing more in you. We want to help you grow your business and recognize your success and continued commitment to our partnership. Programs, and the new benefits associated with them, are effective, helpful, and relevant to your organization and the market. Additional benefit options have been added aligning to the six solutions partner designations. You'll still receive all the valuable categories you're familiar with, such as product benefits (including IURs), go-to-market services, technical pre-sales and deployment services, and placement in the commercial marketplace to increase your exposure to customers.

### Have Questions?

Contact our Microsoft Champions to know more.  
[NCEChampions@ingrammicro.com](mailto:NCEChampions@ingrammicro.com)