



Microsoft AI Cloud Partner Program

Benefits Guide

Microsoft AI Cloud Partner Program Benefits Guide

The information in this document is intended to help partners understand the benefits packages offered through the Microsoft AI Cloud Partner Program. Information on our legacy benefits offers is contained [here](#). Information on ISV Success benefits is contained [here](#).

Note that eligible Solutions Partners who renewed a legacy competency by September 30, 2022, and have continued to renew legacy silver and gold competency benefits, may choose to continue to renew legacy benefits (by paying the aligned fee) as outlined in [Partner Center and the FAQ](#).

The content herein is being provided solely for discussion and general information purposes. Program information herein is subject to change and should not be interpreted as an offer, endorsement, guarantee, commitment or any other type of representation on the part of Microsoft. All decisions pertaining and related to your business needs including but not limited to strategies, solutions, partner selection, implementation, etc. rests solely with your business. Be sure to review the benefits information in Partner Center before paying the annual fee. Partners must comply with the use terms and policies regarding benefits and license use rights and limitations about each software product or online service as outlined in the [Microsoft AI Cloud Partner Program Terms of Participation Guide](#). For more information, refer to the links below:

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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Partner Launch Benefits

product benefits

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

Name or description	Quantity
Digital Marketing Content OnDemand (DMC)	✓
Ready-to-Go Marketing Assets (Partner Marketing Center)	✓
Geo Expansion Readiness Assessment	✓

Product benefits

Microsoft product name or description	Quantity	Type
Microsoft 365 Business Premium - includes Copilot (formerly Bing Chat Enterprise)	5	users
Azure Bulk Credits (Production)	\$700 USD	per year
Visual Studio Professional subscriptions (without monthly Azure credit)	1	users
Dynamics 365 Business Central Premium	4	users
Dynamics 365 Sales Enterprise - includes Microsoft Sales Copilot	4	users
Dynamics 365 Partner Sandbox – Business Central	5	users
Power BI Premium	4	users
Project Online - Project Plan 5	1	users
Visio Online – Visio Plan 2	1	users

Partner Success Core Benefits

product benefits

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

Name or description	Quantity
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 to help plan, build and implement solutions • Assistance with technical sales prep and deal enablement 	5 hours Deduct hours
Signature Cloud Support incidents	2

Product benefits

Microsoft product name or description	Quantity	Type
Microsoft 365 Business Premium - includes Copilot (formerly Bing Chat Enterprise)	15	users
Azure Bulk Credits (Production)	\$2400 USD	per year
Visual Studio Professional subscriptions (without monthly Azure credit)	8	users
Dynamics 365 Business Central Premium	15	users
Dynamics 365 Sales Enterprise - includes Microsoft Sales Copilot	15	users
Power BI Premium	15	users

Partner Success Core Benefits

Product benefits (continued)

Microsoft product name or description	Quantity	Type
Windows 365 Enterprise - 8 vCPU, 32 GB RAM, 512 GB Storage	1	users
Project Online - Project Plan 5	5	users
Visio Online – Visio Plan 2	5	users
Dynamics 365 Partner Sandbox – Business Central	5	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
System Center Client Management Suite (2022, or current)	10	licenses
System Center Endpoint Protection (2019, or current)	10	licenses
System Center Standard (2022, or current)	8	licenses
Windows Server CALs (not edition-specific)	8	licenses
Windows Server Datacenter - per core (2022, or current)	8	licenses
Windows Server Remote Desktop Services (RDS) CALs (not edition-specific)	8	licenses
Windows Server Standard - per core (2022, or current)	8	licenses

Partner Success Expanded Benefits product benefits

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

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

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 to help plan, build and implement solutions • Assistance with technical sales prep and deal enablement 	10 hours Unlimited
Signature Cloud Support incidents	5

Product benefits

Microsoft product name or description	Quantity	Type
Microsoft 365 Business Premium - includes Copilot (formerly Bing Chat Enterprise)	35	users
Azure Bulk Credits (Production)	\$4000 USD	per year
Visual Studio Professional subscriptions (without monthly Azure credit)	15	users
Power BI Premium	35	users

Partner Success Expanded Benefits

Product benefits (continued)

Microsoft product name or description	Quantity	Type
Windows 365 Enterprise - 8 vCPU, 32 GB RAM, 512 GB Storage	2	users
Viva Suite	15	users
Project Online - Project Plan 5	5	users
Visio Online – Visio Plan 2	5	users
Dynamics 365 Business Central Premium	35	users
Dynamics 365 Sales Enterprise - includes Microsoft Sales Copilot	35	users
Dynamics 365 Customer Insights	1	tenant
Dynamics 365 Customer Service Enterprise	35	users
Dynamics 365 Finance	35	users
Dynamics 365 Human Resources	35	users
Dynamics 365 Marketing (Base Pack)	1	tenant
Dynamics 365 Project Operations	35	users
Dynamics 365 Team Members Enterprise	35	users
Dynamics 365 Partner Sandbox – Business Central	5	users
Dynamics 365 Partner Sandbox - Operations Application	25	users
Dynamics 365 Partner Sandbox - Operations Application Tier 2 Add on	1	tenant

Partner Success Expanded Benefits

Product benefits (continued)

Microsoft product name or description	Quantity	Type
Dynamics 365 Partner Sandbox - Customer Service Digital Messaging	1	user
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 – Human Resources	5	users
Dynamics 365 Partner Sandbox - Intelligent Order Management	1	user
Dynamics 365 Partner Sandbox – Marketing	1	tenant
Dynamics 365 Partner Sandbox - Sales Insights	5	users
Dynamics 365 Partner Sandbox - Sales, Field Service, and Customer Service	25	users



Partner Success Expanded Benefits

Product benefits (continued)

Microsoft product name or description	Quantity	Type
Endpoint Configuration Manager (2019, or current) (formerly System Center Configuration Manager Suite)	35	licenses
SQL Server Enterprise - per core (2019, or current)	8	licenses
System Center Client Management Suite (2022, or current)	35	licenses
System Center Endpoint Protection (2019, or current)	35	licenses
System Center Standard (2022, or current)	16	licenses
Windows Server CALs (not edition-specific)	35	licenses
Windows Server Datacenter - per core (2022, or current)	16	licenses
Windows Server Remote Desktop Services (RDS) CALs (not edition-specific)	35	licenses
Windows Server Standard - per core (2022, or current)	16	licenses



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 legacy gold competency partners. Details are subject to change.

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

Name or description	Quantity
Partner Go-To-Market Toolbox	✓ *
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 to help plan, build and implement solutions • Assistance with technical sales prep and deal enablement 	50 hours Unlimited
Signature Cloud Support incidents	Unlimited
Microsoft Product Support (on-premise) incidents	20

*Refer to the [Change log](#) item no. 1 for more details.

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

[Business Applications](#)

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

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

[Infrastructure \(Azure\)](#)

[Modern Work](#)

[Security](#)

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

Specializations and expert programs

[Azure](#)

[Business Applications](#)

[Modern Work](#)

[Security](#)

Notes: The classification of specializations and expert programs for the purposes of benefits provisioning is based on the 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

Business Applications product benefits

Microsoft product name or description	Quantity	Type
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 - includes Microsoft Sales Copilot	100	users
Dynamics 365 Team Members Enterprise	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

Business Applications product benefits (continued)

Microsoft product name or description	Quantity	Type
Dynamics 365 Partner Sandbox – Sales Insights	5	users
Dynamics 365 Partner Sandbox – Marketing	1	tenant
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 - includes Copilot (formerly Bing Chat Enterprise)	100	users
Microsoft Project Online (Plan 5)	20	users
Power BI Premium	100	users
Visio Online (Plan 2)	5	users
Visual Studio Enterprise subscriptions*	25	users
Microsoft SQL Server Enterprise - per core (2019, or current)	16	licenses

*Refer to the [Change log](#) item no. 2 for more details.

Business Applications product benefits (continued)

Microsoft product name or description	Quantity	Type
System Center Client Management Suite (2022, or current)*	100	licenses
Microsoft Endpoint Configuration Manager (2019, or current) (formerly <i>System Center Configuration Manager Suite</i>)	100	licenses
System Center Endpoint Protection (2019, or current)	100	licenses
System Center Standard (2022, or current)*	32	licenses
Windows 11 IoT Enterprise	Not yet in market*	
Windows Server CALs (not edition-specific)	100	licenses
Windows Server Datacenter - per core (2022, or current)	32	licenses
Windows Server Remote Desktop Services (RDS) CALs (not edition-specific)	100	licenses
Windows Server Standard - per core (2022, or current)	100	licenses
Windows Storage Server Workgroup (2016)	2	licenses



*Refer to the [Change log](#) items no. 3 and 6 for more details.

Data & AI (Azure) product benefits

Microsoft product name or description	Quantity	Type
Azure Bulk Credits (Production)	\$6,000 USD	per year
Visual Studio Enterprise subscriptions*	25	users
Products listed below are 'core' (granted once and not incremental) across only the Data & AI, Digital & App Innovation, and Infrastructure (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 - includes Copilot (formerly Bing Chat Enterprise)	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 (2022, or current)*	100	licenses
Microsoft Endpoint Configuration Manager (2019, or current) (formerly System Center Configuration Manager Suite)	100	licenses
System Center Endpoint Protection (2019, or current)	100	licenses

*Refer to the [Change log](#) items no. 2 and 6 for more details.

Data & AI (Azure) product benefits (continued)

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



*Refer to the [Change log](#) items no. 3 and 6 for more details.

Digital & App Innovation (Azure) product benefits

Microsoft product name or description	Quantity	Type
Azure Bulk Credits (Production)	\$6,000 USD	per year
Visual Studio Enterprise subscriptions*	25	users
Products listed below are 'core' (granted once and not incremental) across only the Data & AI, Digital & App Innovation, and Infrastructure (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 - includes Copilot (formerly Bing Chat Enterprise)	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 (2022, or current)*	100	licenses
Microsoft Endpoint Configuration Manager (2019, or current) <i>(formerly System Center Configuration Manager Suite)</i>	100	licenses
System Center Endpoint Protection (2019, or current)	100	licenses

*Refer to the [Change log](#) items no. 2 and 6 for more details.

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

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



*Refer to the [Change log](#) items no. 3 and 6 for more details.

Infrastructure (Azure) product benefits

Microsoft product name or description	Quantity	Type
Azure Bulk Credits (Production)	\$6,000 USD	per year
Visual Studio Enterprise subscriptions*	25	users
Products listed below are 'core' (granted once and not incremental) across only the Data & AI, Digital & App Innovation, and Infrastructure (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 - includes Copilot (formerly Bing Chat Enterprise)	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 (2022, or current)*	100	licenses
Microsoft Endpoint Configuration Manager (2019, or current) (formerly System Center Configuration Manager Suite)	100	licenses

*Refer to the [Change log](#) items no. 2 and 6 for more details.

Infrastructure (Azure) product benefits (continued)

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



*Refer to the [Change log](#) items no. 3 and 6 for more details.

Modern Work product benefits

Microsoft product name or description	Quantity	Type
Dynamics 365 Partner Sandbox – Operations Application	25	users
Dynamics 365 Partner Sandbox – Sales, Field Service and Customer Service	25	users
Microsoft 365 Business Premium - includes Copilot (formerly Bing Chat Enterprise)	25	users
Microsoft 365 E5 - includes Copilot (formerly Bing Chat Enterprise)	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*	25	users
Viva Suite	50	users
Windows 365 Enterprise (Premium)	5	users
Microsoft SQL Server Enterprise - per core (2019, or current)	16	licenses
System Center Client Management Suite (2022, or current)*	100	licenses
Microsoft Endpoint Configuration Manager (2019, or current) (formerly System Center Configuration Manager Suite)	100	licenses
System Center Endpoint Protection (2019, or current)	100	licenses

*Refer to the [Change log](#) items no. 2 and 6 for more details.

Modern Work product benefits (continued)

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



*Refer to the [Change log](#) items no. 3 and 6 for more details.

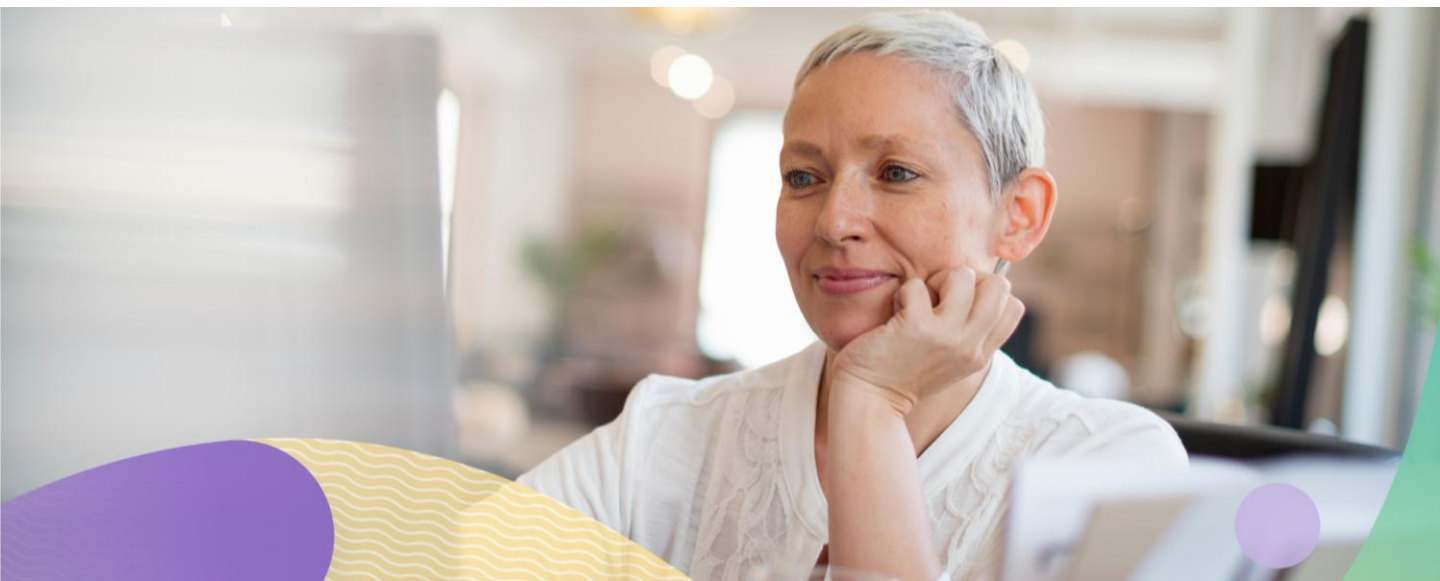
Security product benefits

Microsoft product name or description	Quantity	Type
Azure Bulk Credits (Production)	\$6,000 USD	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 - includes Copilot (formerly Bing Chat Enterprise)	12	users
Microsoft 365 E5 - includes Copilot (formerly Bing Chat Enterprise)	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*	25	users
Windows 365 Enterprise (Premium)	2	users
Microsoft SQL Server Enterprise - per core (2019, or current)	16	licenses
System Center Client Management Suite (2022, or current)*	100	licenses
Microsoft Endpoint Configuration Manager (2019, or current) (formerly System Center Configuration Manager Suite)	100	licenses
System Center Endpoint Protection (2019, or current)	100	licenses

*Refer to the [Change log](#) items no. 2 and 6 for more details.

Security product benefits (continued)

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



*Refer to the [Change log](#) items no. 3 and 6 for more details.

Specializations and expert programs product benefits

As part of the Solutions Partner benefits, if you have earned 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 time of purchasing Solutions Partner benefits, or at the time of attainment through the remainder of the Solutions Partner membership 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 (Production)	\$12,000 USD	per year
GitHub Enterprise Cloud subscriptions (Note: Only provided for the DevOps with GitHub on Microsoft Azure specialization)		NA*
Microsoft 365 E3 - includes Copilot (formerly Bing Chat Enterprise)	30	users
Visual Studio Enterprise subscriptions*	10	users

*Refer to the [Change log](#) items no. 2 and 3 for more details.

Business Applications specialization product benefits

Max cap amount: 1 specialization

Microsoft product name or description	Quantity	Type
Azure Bulk Credits (Production)	\$4,500 USD	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 - includes Microsoft Sales Copilot	25	users
Dynamics 365 Team Members Enterprise	25	users
Microsoft 365 E3 - includes Copilot (formerly Bing Chat Enterprise)	50	users
Visual Studio Enterprise subscriptions*	10	users

*Refer to the [Change log](#) item no. 2 for more details.

Modern Work specialization product benefits

Max cap amount: 3 specializations

Microsoft product name or description	Quantity	Type
Azure Bulk Credits (Production)	\$4,500 USD	per year
Microsoft 365 E5 - includes Copilot (formerly Bing Chat Enterprise)	50	users
Visual Studio Enterprise subscriptions*	10	users
Viva Suite	50	users

Security specialization product benefits

Max cap amount: 3 specializations

Microsoft product name or description	Quantity	Type
Azure Bulk Credits (Production)	\$9,000	per year
Microsoft 365 E5 - includes Copilot (formerly Bing Chat Enterprise)	50	users
Visual Studio Enterprise subscriptions*	10	users

*Refer to the [Change log](#) item no. 2 for more details.

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	<ul style="list-style-type: none"> Azure Expert MSP Infra and 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**	<ul style="list-style-type: none"> Microsoft Low Code Application Development Small and Midsize Business Management Sales Service Finance Supply Chain
Modern Work	<ul style="list-style-type: none"> Adoption and Change Management Calling for Microsoft Teams Customer Solutions for Microsoft Teams Meetings and Meeting Rooms for Microsoft Teams Teamwork Deployment
Security	<ul style="list-style-type: none"> Cloud Security Identity and Access Management Information Protection and Governance Threat Protection

Refer to the [Change log](#) items no. 7* and no. 8** for more details.

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, 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.	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).

License table for Microsoft Action Pack

LAST UPDATED: SEPTEMBER 2023

The information in this document is intended to help partners understand the product licenses included in Microsoft Action Pack Subscription (Action Pack) and the Learning Action Pack.

The content herein is being provided solely for discussion and general information purposes. Program information herein is subject to change and should not be interpreted as an offer, endorsement, guarantee, commitment or any other type of representation on the part of Microsoft. All decisions pertaining and related to your business needs including but not limited to strategies, solutions, partner selection, implementation, etc. rests solely with your business. Be sure to review the benefits information in Partner Center before paying the annual fee. Partners must comply with the use terms and policies regarding benefits and license use rights and limitations about each software product or online service as outlined in the Microsoft Cloud Partner Program Terms of Participation Guide. For more information, refer to the links below.

[Microsoft Cloud Partner Program Terms of Participation Guide.](#)

[Microsoft Action Pack](#)

Apps & Infrastructure

Microsoft product name or description	Type	Quantity
Azure AD Basic	Cloud Service	5
Microsoft Azure	Azure credit	US\$100 per month
Microsoft Visual Studio Professional Subscription	Cloud Service	3

Apps & Infrastructure (continued)

Microsoft product name or description	Type	Quantity
R Server for SUSE Linux	On-Premises	1
R Server for Teradata DB	On-Premises	1
System Center 2022 Client Management Suite	On-Premises	10
System Center 2022 Standard	On-Premises	16
System Center Configuration Manager (current branch)	On-Premises	10
System Center Endpoint Protection (current branch)	On-Premises	10
Windows Server 2022 CALs (not edition specific)	On-Premises	10
Windows Server 2019 Essentials (Per Core)	On-Premises	1
Windows Server 2019 Remote Desktop Services (RDS) CALs	On-Premises	10
Windows Server 2022 Standard (Per Core)	On-Premises	16
Windows Storage Server 2016 Workgroup	On-Premises	1

Business Applications

Microsoft product name or description	Type	Quantity
Microsoft Dynamics 365 – Customer Engagement	Cloud Service	5

Business Applications (continued)

Microsoft product name or description	Type	Quantity
Microsoft Dynamics CRM Workgroup Server 2016	On-Premises	1 server license provides access to five users

Data & AI

Microsoft product name or description	Type	Quantity
Machine Learning Server for Hadoop	On-Premises	1
Machine Learning Server for Linux	On-Premises	1
Microsoft SQL Server 2019 Standard (per core)	On-Premises	2

Modern Workplace

Microsoft product name or description	Type	Quantity
Enterprise Mobility + Security E3 (formerly known as Enterprise Mobility Suite)	Cloud Service	5
Microsoft Intune Plan 1 (formerly known as Microsoft Intune)	Cloud Service	5
Microsoft Office 365 E3	Cloud Service	5

Modern Workplace (continued)

Microsoft product name or description	Type	Quantity
Advanced Threat Analytics Client Management License	On-Premises	5
Microsoft Desktop Optimization Pack (MDOP) 2015	On-Premises	10
Microsoft Exchange Server 2019 Standard	On-Premises	1
Microsoft Exchange Server 2019 Standard CALs	On-Premises	10
Microsoft Office Professional Plus 2019	On-Premises	10
Microsoft Project Professional 2019	On-Premises	1
Microsoft SharePoint Server 2019 Enterprise	On-Premises	1
Microsoft SharePoint Server 2019 Enterprise CALs (include Standard CALs)	On-Premises	10
Microsoft Skype for Business Server 2019	On-Premises	1
Microsoft Skype for Business Server 2019 Standard CALs	On-Premises	10
Microsoft Visio Professional 2019	On-Premises	1
Windows 10 and 11 Enterprise (Current Branch or LTSC 2019)	On-Premises	10
Windows 10 and 11 Professional (Current Branch or LTSC 2019)	On-Premises	10
Windows Embedded 8 Standard	On-Premises	10

Modern Workplace (continued)

Microsoft product name or description	Type	Quantity
Windows Embedded 8.1 Industry Enterprise	On-Premises	10
Windows Embedded 8.1 Industry Pro	On-Premises	10
Windows Embedded POS Ready 7	On-Premises	10
Windows 10 and 11 Inbox Apps and Language Pack	On-Premises	10

Benefits table for Microsoft Learning Action Pack

Benefit	Offer Details
Azure Credit (Monthly)	\$100 USD
Windows 10 Enterprise – Learning VHD	100
Visual Studio Pro	3
Microsoft Office 365 (E3) Seats	5
SQL Server 2019 Standard (Per Core)	2
Windows Server 2019 Essentials	1
Windows Server 2019 CALs	10
Dynamics 365 – Customer Engagement	5
Services: Technical Journeys	5 Hours
Support: Product Support Incidents	10

Change log

The following is a summary of the latest updates made to the Microsoft AI Cloud Partner Program Benefits Guide

Please note that program information herein is subject to change and should not be interpreted as an offer, endorsement, guarantee, commitment or any other type of representation on the part of Microsoft. Be sure to review the benefits information in Partner Center before paying the annual fee.

Date	Update number and title	Details
August 2022	1) GTM Toolbox points	While the GTM Toolbox – used to create co-branded assets – will remain active, the 18 points for editorial review of the assets will no longer be offered.
	<i>[Removed from tables as of June 2023]</i> 2) Azure dev/test sponsorship and credits	The planned launch of an Azure dev/test bulk sponsorship has been delayed until further notice. In the interim, dev/test credits will be re-introduced to the Visual Studio Enterprise subscriptions. The features of these Visual Studio Enterprise subscriptions will be the same as those offered as benefits for silver and gold competencies.
	3) Windows 11 IoT	Product keys are only provided for software available via volume licensing. Currently Windows 11 IoT is not available in market via volume licensing.
	4) GitHub Enterprise Cloud subscriptions for the DevOps with GitHub on Microsoft Azure specialization	GitHub Enterprise Cloud subscriptions for the DevOps with GitHub on Microsoft Azure specialization will not be available until further notice.
December 2022	5) Updates to language for clarity	A) Updated the name of System Center Configuration Manager Suite to Microsoft Endpoint Configuration Manager. B) Updated the introduction of the Specialization section.

Change log (continued)

Date	Update number and title	Details
January 2023	<p>6) Updated System Center Standard, and Client Management Suite to 2022 versions</p> <p>7) Updated list of applicable Azure specializations to reflect updates with new Infra and Database Migration to Microsoft Azure Specialization</p>	<p>Product keys and media for the 2022 versions of System Center Standard and System Center Client Management Suite and been added in Partner Center.</p> <p>As of January 9, 2023, the new Infra and Database Migration to Microsoft Azure Specialization will combine and replace the Windows Server and SQL Server Migration to Microsoft Azure specialization and the Linux and Open-Source Database Migration to Microsoft Azure specialization.</p> <p>Any incremental products benefit packages that have already been provisioned for enrollment in either the Windows Server and SQL Server Migration to Microsoft Azure specialization and/or the Linux and Open-Source Database Migration to Microsoft Azure specialization will not be affected during your current organization's solutions partner designation year. Please note, however, that at your organization's next solutions partner designation anniversary date, only the Infra and Database Migration to Microsoft specialization will be eligible for incremental product benefits against the maximum cap of five Azure specializations.</p>
June 2023	<p>8) Updated list of applicable Business Applications specializations to reflect updates with four new specializations</p>	<p>As of March 2023, four new specializations were introduced: Finance, Sales, Service, and Supply Chain. These specializations are eligible for incremental product benefits against the maximum cap of one Business Applications specializations.</p>

Change log (continued)

Date	Update number and title	Details
January 2024	9) New benefits offers	Inclusion of benefits for Partner Launch Benefits, Partner Success Core Benefits, and Partner Success Expanded Benefits. Highlighted Copilot inclusions.