

# Solutions partner for business applications



# Requirements for business applications

Eligible attributions		Large company	SMB	Maximum points
<b>Performance</b>				<b>15</b>
Net customer additions	D365: CPOR OSA, CPOR RevRec, CSP Tier 1/2, DPOR, CPOR RevRec Performance Power Platform: CPOR OSA, CPOR RevRec, CSP Tier 1/2, DPOR, CPOR RevRec Performance	5	5	15
<b>Training</b>				<b>35</b>
Mid-level certifications		20 unique individuals	5 unique individuals	20
Advanced-level certifications		7 unique individuals	2 unique individuals	15
<b>Customer success</b>				<b>50</b>
Usage growth	D365: CPOR OSU, CSP Tier 1/2, DPOR Power Platform: CPOR, CSP Tier 1/2, PAL	30%	30%	30
Implementations	D365: CPOR OSU, CSP Tier 1/2, DPOR Power Platform: CPOR, CSP Tier 1/2, PAL	5 eligible implementations	5 implementaciones elegibles	20
<b>TOTAL</b>				<b>100</b>
Minimum total points required for solutions partner designation				70

## Net customer addition-Enterprise

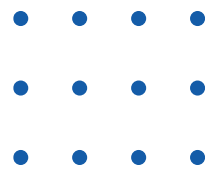
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- Customer workloads must contribute at least \$1,500 of revenue in a month.
- Ideal workloads: AI Builder, Business Central, CE Bundle, Commerce, Customer Insights, Customer Service, F&O Bundle, Field Service, Finance, Fraud Protection, HR (Human Resources), Intelligent Order Management, Marketing, Mixed Reality, Omni Channel, Power Apps, Power Automate, Power BI, Power Pages, Power Virtual Agent, Project Operations, Sales, Supply Chain, and Non-workload specific (this is the category for all miscellaneous workloads).

## Net customer addition-SMB

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- Customer workloads must contribute at least \$250 of revenue in a month.
- Ideal workloads: AI Builder, Business Central, CE Bundle, Commerce, Customer Insights, Customer Service, F&O Bundle, Field Service, Finance, Fraud Protection, HR (Human Resources), Intelligent Order Management, Marketing, Mixed Reality, Omni Channel, Power Apps, Power Automate, Power BI, Power Pages, Power Virtual Agent, Project Operations, Sales, Supply Chain, and Non-workload specific (this is the category for all miscellaneous workloads).



# Mid-level certifications

Valid certifications:

- [Microsoft Certified: Dynamics 365 Finance Functional Consultant Associate.\\*\\*](#)
- [Microsoft Certified: Dynamics 365 Commerce Functional Consultant Associate.\\*\\*](#)
- [Microsoft Certified: Dynamics 365: Finance and Operations Apps Developer Associate.\\*\\*](#)
- [Microsoft Certified: Dynamics 365 Supply Chain Management Functional Consultant Associate.\\*\\*](#)
- [Microsoft Certified: Dynamics 365 Supply Chain Management, Manufacturing Functional Consultant Associate.\\*\\*](#)
- [Microsoft Certified: Dynamics 365 Customer Service Functional Consultant Associate.](#)
- [Microsoft Certified: Dynamics 365 Sales Functional Consultant Associate.](#)
- [Microsoft Certified: Dynamics 365 Field Service Functional Consultant Associate.](#)

\*\* Certifications will no longer be valid as of a certain date.



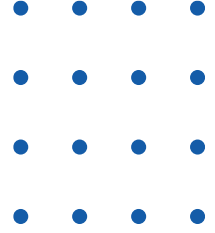
# Mid-level certifications



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## Valid certifications:

- Microsoft Certified: Dynamics 365 Business Central Functional Consultant Associate.
- Microsoft Certified: Dynamics 365 Customer Insights (Journeys) Functional Consultant Associate.
- Microsoft Certified: Data Analyst Associate.
- Microsoft Certified: Power Platform Functional Consultant Associate.
- Microsoft Certified: Power Platform Developer Associate.
- Microsoft Certified: Customer Insights (Data) Specialty.
- Microsoft Certified: Azure Enterprise Data Analyst Associate.
- Microsoft Certified: Power Automate RPA Developer Associate.



# Advanced-level certifications

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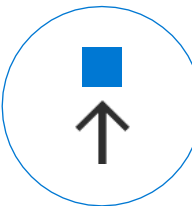
## Valid certifications:

- [Microsoft Certified: Dynamics 365 Supply Chain Management Functional Consultant Expert.](#)
- [Microsoft Certified: Dynamics 365: Finance and Operations Apps Solution Architect Expert.](#)
- [Microsoft Certified: Power Platform Solution Architect Expert.](#)





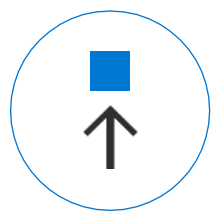
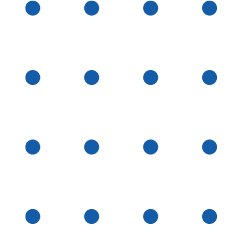
# Implementations-Enterprise



- Unique workloads accumulated at the customer's tenant level and contributing at least a monthly consumption value (MCV) of \$10,000.
- Ideal workloads: Business Central, Core HR, Common data service (Customer Engagement), Customer Insights Partner, Finance & Operations, Guides, Portals, Power App, Power Automate, Power BI, Remote Assist, Retail, Talent Attract, and Talent Onboard.

# Implementations-SBM

- Unique workloads accumulated at the customer's tenant level and contributing at least a monthly consumption value (MCV) of \$5,000.
- Ideal workloads : Business Central, Core HR, Common data service (Customer Engagement), Customer Insights Partner, Finance & Operations, Guides, Portals, Power App, Power Automate, Power BI, Remote Assist, Retail, Talent Attract, and Talent Onboard



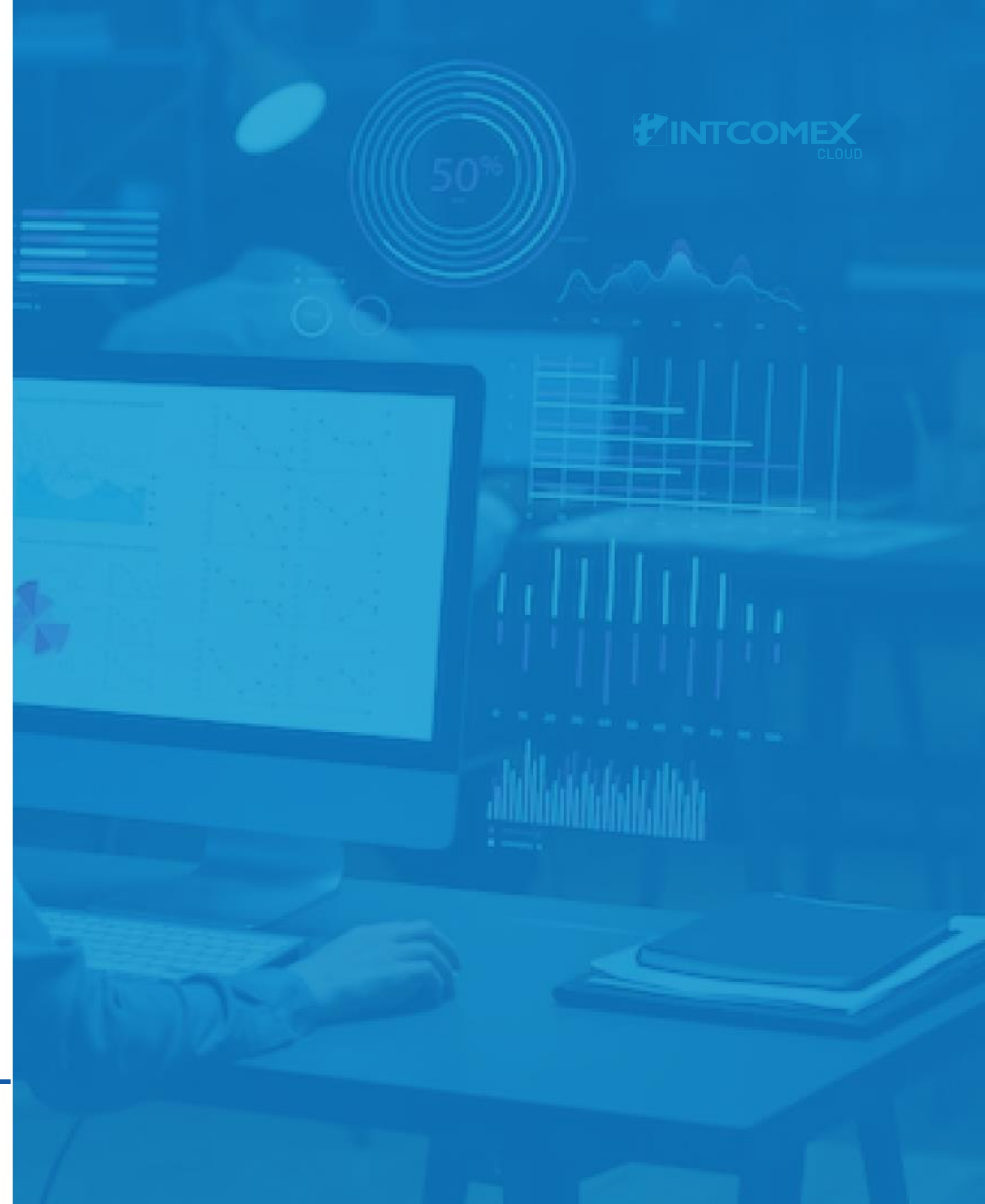
## Growth in usage-Enterprise

- To be eligible for any point in this category, you must have an initial consumption value of \$50,000 (12 months ago).
- It measures the ability to increase the usage and consumption of eligible products, earning points for growth.
- Each 1% growth contributes one point, up to a maximum of 30 points (30%).
- Cargas de trabajo idóneas: Business Central, Common data service (Customer Engagement), Core HR, Customer Insights Partner, Finance & Operations, Guides, Portals, Power App, Power Automate, Power BI, Remote Assist, Retail, Talent Attract, and Talent Onboard.

## Growth in usage-SBM

- To be eligible for any point in this category, you must have an initial consumption value of \$25,000 (12 months ago).
- It measures the ability to increase the usage and consumption of eligible products, earning points for growth.
- Each 1% growth contributes one point, up to a maximum of 30 points (30%).
- Ideal workloads: Business Central, Common data service (Customer Engagement), Core HR, Customer Insights Partner, Finance & Operations, Guides, Portals, Power App, Power Automate, Power BI, Remote Assist, Retail, Talent Attract, and Talent Onboard.

Requirements for business applications: [Customer success](#)





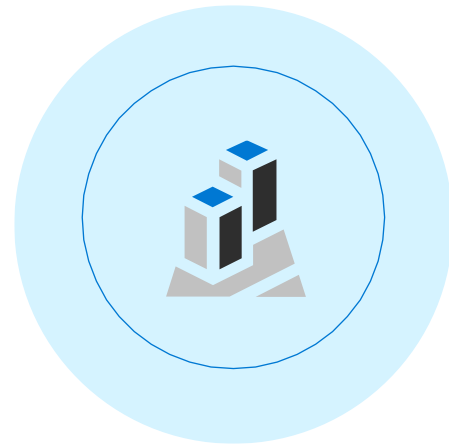
# Tips importantes

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## Data update:

- Performance and Customer success subcategories are typically updated on the 20th of each month. However, there may be more minor data updates throughout the month.
  - Skills subcategories are typically updated within 10 days after the certification is completed.
  - Purchase of the solutions partner designation: <https://learn.microsoft.com/es-es/partner-center/mpn-pay-fee-silver-gold-competency>
  - Partner-customer's tenant relationship: <https://learn.microsoft.com/es-es/partner-center/connect-with-your-customers>
  - PAL-customer's tenant relationship: <https://learn.microsoft.com/es-es/partner-center/link-partner-id-for-azure-performance-pal-dpor>
  - CPOR-customer's tenant relationship: [Create a customer association - Partner Center | Microsoft Learn](#)
  - Certification relationships in the Partner Center: <https://learn.microsoft.com/es-es/partner-center/ms-learn-associate>
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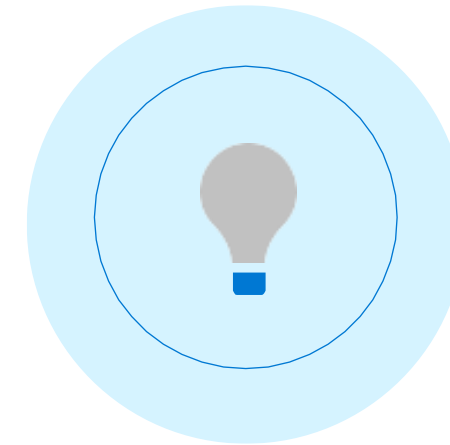
# Solutions partner (MS documentation)



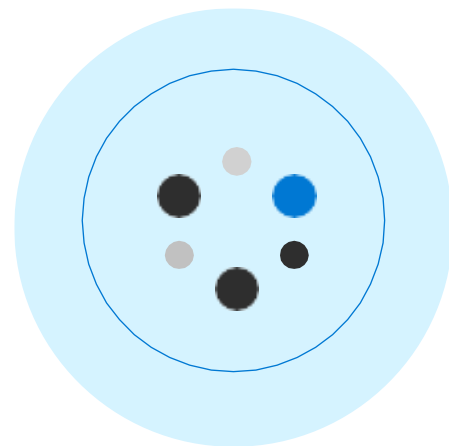
Solutions partner for infrastructure (Azure)



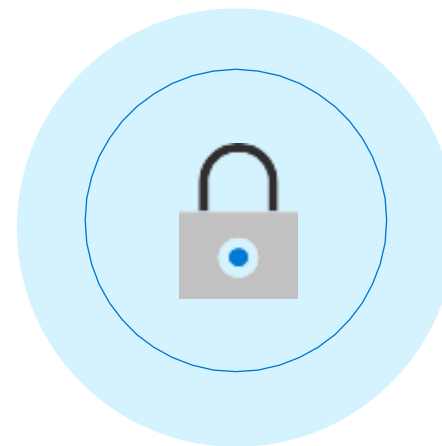
Solutions partner for data & AI (Azure)



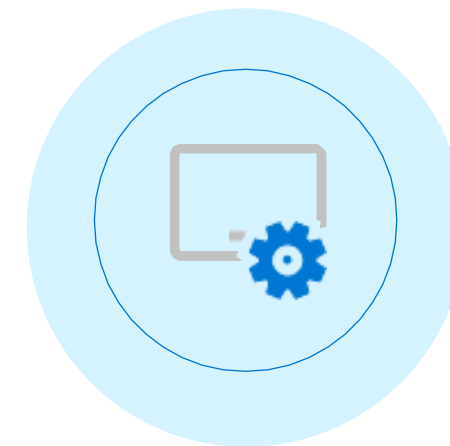
Solutions partner for digital & app innovation (Azure)



Solutions partner for modern work



Solutions partner for security



Solutions partner for business applications

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