INTCOMEX CLOUD | Microsoft

Solutions partner for data & artificial intelligence (Azure)

Data & AI requirements (Azure)

Eligible attributions		Threshold	Maximum points
Performance			**30**
Net customer additions	PAL, DPOR, CSP (CSP Tier 1 and CSP Tier 2)	3	30
Training			**40**
Mid-level certifications		5 unique individuals	40
Advanced-level certifications			
Customer success			**30**
Usage growth	PAL, DPOR, CSP (CSP Tier 1 and CSP Tier 2)	20%	20
Implementations	PAL, DPOR, CSP (CSP Tier 1 and CSP Tier 2)	5 eligible implementations	10
TOTAL			**100**
Minimum total points required for solutions partner designation			70

Net customer additions

• Net customer additions from the last 12 months.
• A consuming customer is defined by having ACR > = $1,000/month.
• It is calculated if the customer has a monthly threshold for 2 consecutive months.
• Eligible workloads: all Azure service level 2 offerings are eligible workloads: **Directory of Azure Cloud Services | Microsoft Azure.**

Data & AI requirements (Azure): Performance
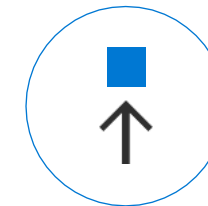
Mid-level **certifications**

Prerequisite:
· At least two **Azure Solutions Architect Expert** certifications.
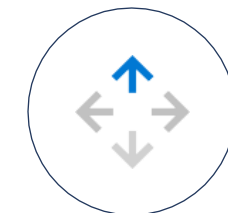· At least two **Azure Administrator Associate** certifications.

Valid certifications:
- **Azure Database Administrator Associate.**
- **Azure AI Engineer Associate.**
- **Azure Data Scientist Associate.**
- **Azure Data Engineer Associate.**
- **Data Analyst Associate.**
- **Dynamics 365 Customer Insights (Data) Specialty.**
- **Azure Cosmos DB Developer Specialty.**

Data & AI requirements (Azure): Training

Implementations

• The implementation metric measures the number of advanced Azure services represented in ACRs over the past 12 months.
• Eligible workloads: all Azure service level 2 offerings are eligible workloads: **Directory of Azure Cloud Services | Microsoft Azure.**

Growth in usage

• It measures the ability to increase the usage and consumption of eligible products, earning points for growth in ACR (Azure Consumed Revenue).
• Each 1% growth in ACR contributes one point, up to a maximum of 20 points (20%).
• Requires a minimum threshold of $1K ACR.

Data & AI requirements (Azure): Customer success

Tips importantes

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**
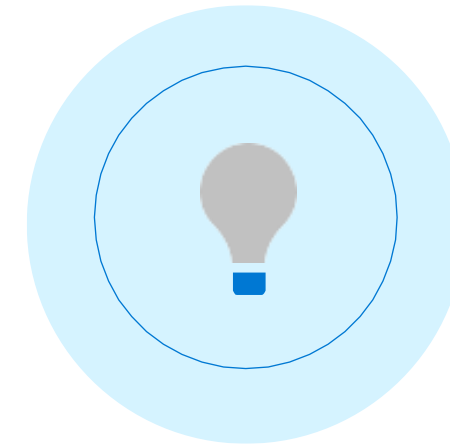- Certification relationships in the Partner Center: **https://learn.microsoft.com/es-es/partner-center/ms-learn-associate**

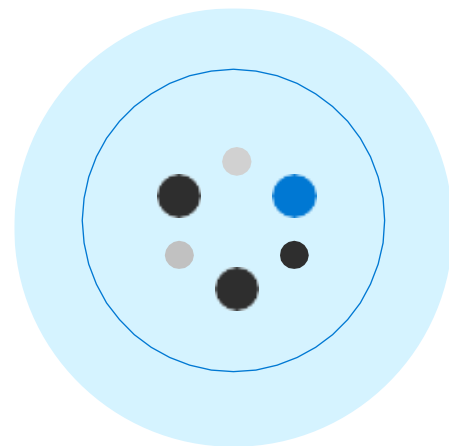# Solutions partner
(MS documentation)

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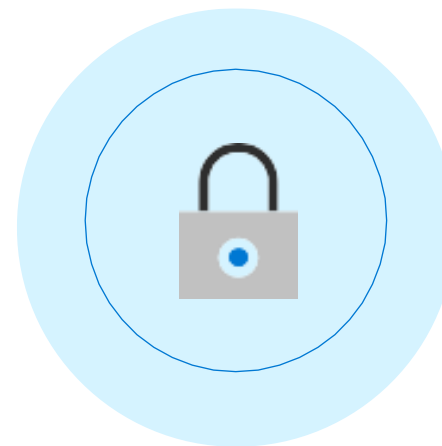**Solutions partner for infrastructure (Azure)**

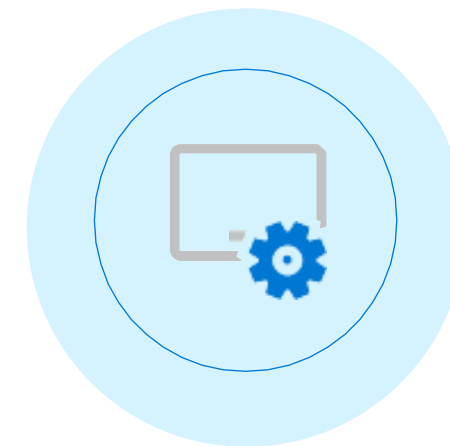**Solutions partner for data & AI (Azure)**

Solutions partner for digital & app innovation (Azure)

Solutions partner for modern work

Solutions partner for security

Solutions partner for business applications