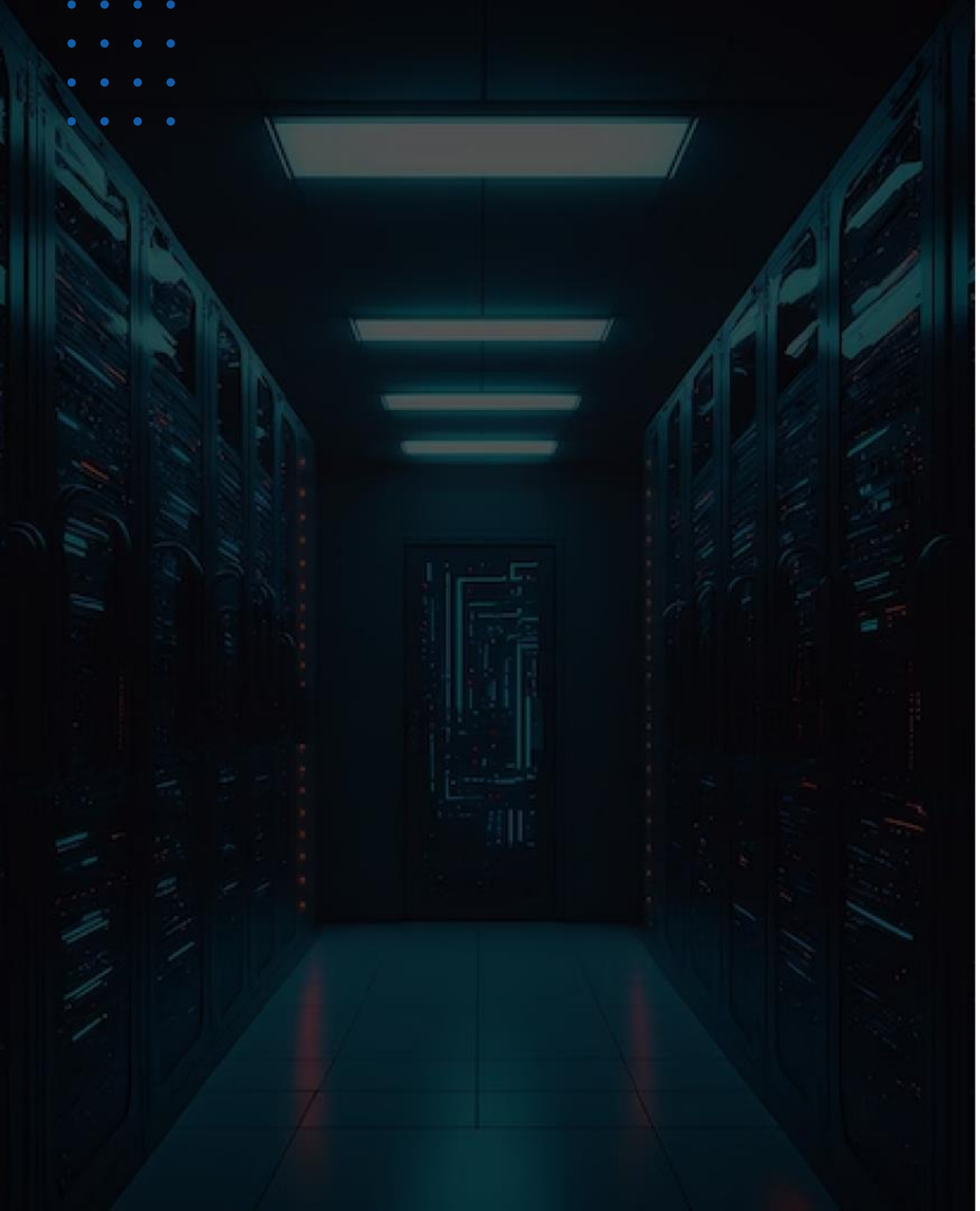
INTCOMEX CLOUD | Microsoft

Solutions partner for infrastructure (Azure)

Infrastructure 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	20
Advanced-level certifications		5 unique individuals	20
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 over 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 services are eligible workloads: **Directory of Azure Cloud Services | Microsoft Azure.**

Infrastructure requirements (Azure): Performance

Mid-level certifications

Prerequisite:

- At least two Azure Administrator Associate certifications.

Valid certifications:

- Azure Network Engineer Associate.
- Azure Stack Hub Operator Associate.**
- Windows Server Hybrid Administrator Associate.

** Certifications will no longer be valid after a specific date.

Advanced-level certifications

Prerequisite:

- At least two Azure Solutions Architect Expert certifications.

Valid certifications:

- Azure Virtual Desktop Specialty.
- Azure for SAP Workloads Specialty.

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.

Infrastructure 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.

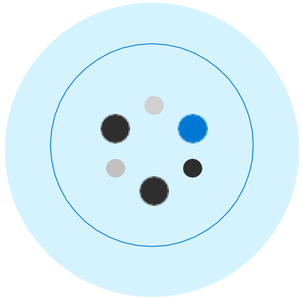
- Purchase of the solutions partner designation: https://learn.microsoft.com/es-es/partner-center/mpn-pay-fee-silver-gold-competency
- Partner-customer's tenant relationship: https://learn.microsoft.com/es-es/partner-center/connect-with-your-customers
- PAL-customer's tenant relationship: https://learn.microsoft.com/es-es/partner-center/link-partner-id-for-azure-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)

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