INTCOMEX CLOUD | Microsoft

Solutions partner for modern work
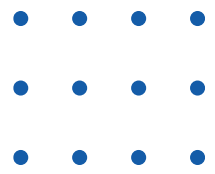
Requirements for modern work

	Eligible attributions	Large company	SMB	Maximum points
Performance				**20**
Net customer additions	Enterprise: CPOR, DPOR, SMB: CPOR, CSP Tier-1, CSP Tier-2	5	10	20
Training				**25**
Mid-level certifications		4 unique individuals	2 unique individuals	10
Advanced-level certifications		2 unique individuals	1 unique individual	15
Customer success				**55**
Usage growth	Enterprise: CPOR, DPOR, SMB: CPOR, CSP Tier-1, CSP Tier-2	CPOR: 1,000 MAU Growth in TTM DPOR: 4,000 MAU Growth in TTM	CPOR: 500 MAU Growth in TTM CSP: 2,000 MAU Growth in TTM	30
Implementations	Enterprise: CPOR, DPOR, SMB: CPOR, CSP Tier-1, CSP Tier-2	40% >	40% >	25
TOTAL				**100**
Minimum total points required for solutions partner designation				70

Net customer addition-Enterprise

- At least 1 workload with paid seats greater than 300 is counted to be an eligible tenant.
- Eligible workloads: Intune, Exchange, Microsoft365Apps, SharePoint, Teams, Teams Meetings, Teams Phone, TeamsApps, VivaEngage, Viva Ideas, Viva Topics, Viva Learning, Viva Learning, Viva Conectar ions.

Net customer addition-SMB

- At least 1 workload with paid seats between 11 and 300 is counted to be an eligible tenant.
- Eligible workloads: Intune, Exchange, Microsoft365Apps, SharePoint, Teams, Teams Meetings, Teams Phone, TeamsApps, VivaEngage, Viva Ideas, Viva Topics, Viva Learning, Viva Learning, Viva Conectar ions.

Requirements for modern work: Performance

Mid-level certifications

Valid certifications:

• Microsoft 365 Fundamentals.
• Microsoft 365 Certified: Teams Application Developer Associate.**
• Microsoft 365 Certified: Teams Administrator Associate.
• Microsoft 365 Certified: Messaging Administrator Associate.**
• Microsoft Certified: Identity and Access Administrator Associate.
• Microsoft 365 Certified: Collaboration Communications Systems Engineer Associate.
• Microsoft 365 Certified: Endpoint Administrator Associate
Microsoft 365 Certified: Modern Desktop Administrator Associate).

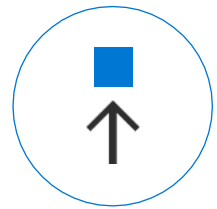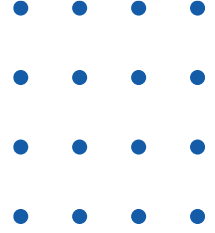** Certifications will no longer be valid as of a certain date.

Requirements for modern work: Training

Advanced-level **certifications**

Valid certifications:
- **Microsoft 365 Certified: Enterprise Administrator Expert.**
- **Teams Meetings and Meeting Rooms Technical Assessment.**

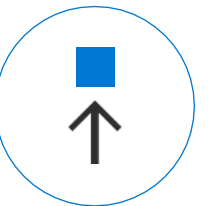Requirements for modern work: Training

Implementations - Enterprise

- Paid seats over 300 are counted to be an eligible tenant.
- Eligible workloads: Intune, Exchange, Microsoft365Apps, SharePoint, Teams, Teams Meetings, Teams Teléfono, Teams Teléfono calling, TeamsApps, VivaEngage, Viva Ideas, Viva Topics, Viva Learning, Viva Learning, Viva Conectar ions.

Implementations - SMB

- Paid seats between 11 and 300 are counted to be an eligible tenant.
- Eligible workloads: Intune, Exchange, Microsoft365Apps, SharePoint, Teams, Teams Meetings, Teams Phone, TeamsApps, VivaEngage, Viva Ideas, Viva Topics, Viva Learning, Viva Learning, Viva Conectar ions.

Requirements for modern work: Customer success

Growth in usage - Enterprise

- Paid seats over 300 are counted to be an eligible tenant.
- Eligible workloads: Intune, Exchange, Microsoft365Apps, SharePoint, Teams, Teams Meetings, Teams Phone, TeamsApps, VivaEngage, Viva Ideas, Viva Topics, Viva Learning, Viva Learning, Viva Conectar ions.
- Base growth of 40% is expected.

Growth in usage - SMB

- Paid seats between 11 and 300 are counted to be an eligible tenant.
- Eligible workloads: Intune, Exchange, Microsoft365Apps, SharePoint, Teams, Teams Meetings, Teams Phone, TeamsApps, VivaEngage, Viva Ideas, Viva Topics, Viva Learning, Viva Learning, Viva Conectar ions.
- Base growth of 40% is expected.

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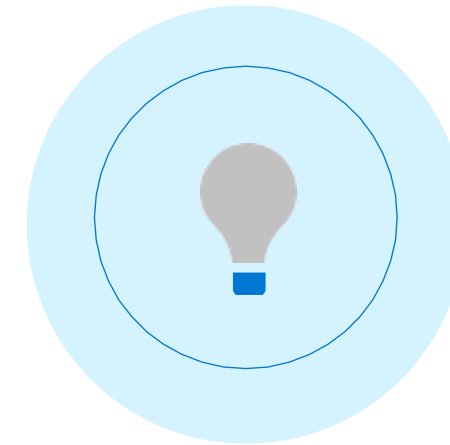▪ Certification relationships in the Partner Center: **https://learn.microsoft.com/es-es/partner-center/ms-learn-associate**

Solutions partner
(MS documentation)

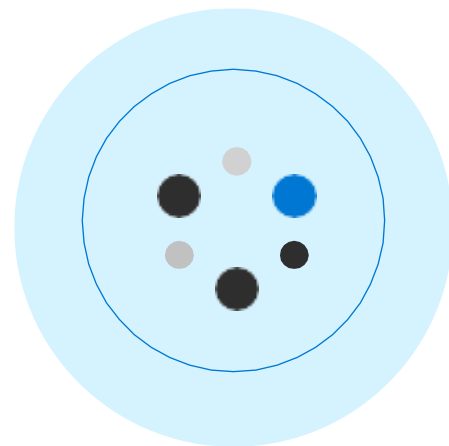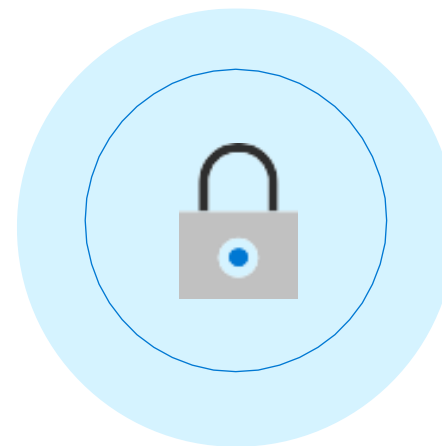**Solutions partner for infrastructure (Azure)**

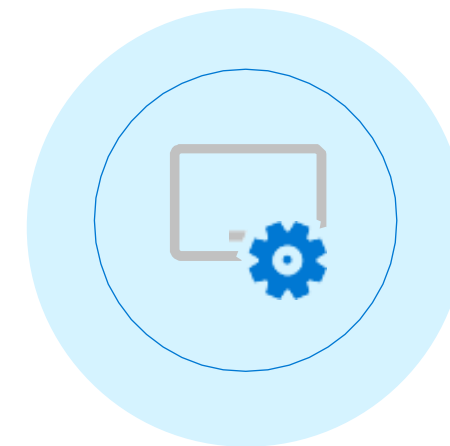**Solutions partner for data & AI (Azure)**

Solutions partner for digital & app innovation (Azure)

Solutions partner for modern work

Solutions partner for security

Solutions partner for business applications