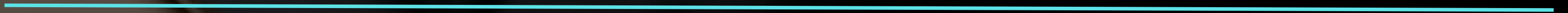


Solutions partner for security



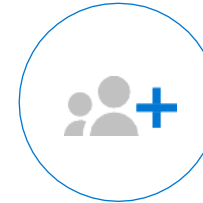
Requirements for security



Eligible attributions		Threshold	Maximum points
Performance			20
Net additions of M365 & Azure customers	CPOR, PAL	10	20
Training			40
Mid-level certifications		6 unique individuals	40
Customer success			40
M365 and Azure implementations	CPOR, PAL	6 eligible implementations	20
M365 and Azure usage growth	CPOR, PAL	20%	20
TOTAL			100
Minimum total points required for solutions partner designation			70



Net customer addition – MS365

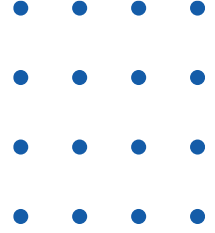


-
- At least 25 paid seats in a specific month of eligible Microsoft 365 workloads.
 - Eligible workloads: Microsoft Entra ID P1 or P2, Microsoft Defender for Office 365, Microsoft Defender for Endpoints, Microsoft Defender for Identity, Microsoft Information Protection, Intune.

Net customer addition – Azure

-
- At least \$100 of Azure Consumed Revenue (ACR) in the last 12 months from Azure services.
 - Eligible workloads: Advanced Data Security, Advanced Threat Protection, Application Gateway, Azure Active Directory B2C, Microsoft Entra Domain Services, Microsoft Entra ID for External Identities, Azure Bastion, Azure DDOS Protection, Azure Defender, Azure Firewall, Azure Firewall Manager, Azure Front Door Service, Azure IoT Security, Key Vault, Network Watcher, Security Center, Sentinel.

Requirements for security: [Performance](#)



Mid-level certifications

Prerequisite:

- At least two [Azure Security Engineer Associate](#) certifications.

Prerequisite:

- At least two [Microsoft Security Operations Analyst](#) certifications.

Valid certifications:

- [Microsoft Cybersecurity Architect expert.](#)
- [Microsoft Identity and Access Administrator.](#)
- [Microsoft Information Protection and Compliance Administrator Associate.](#)



Implementations – MS365

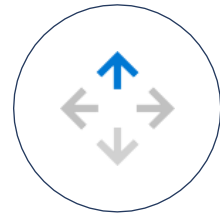
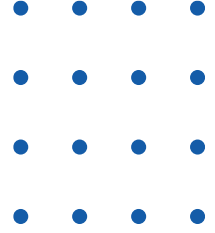


- At least 25 paid seats in a specific month and at least 15% of these paid seats must be active within Microsoft 365 on eligible workloads.
- Eligible workloads: Microsoft Entra ID P1 or P2, Microsoft Defender for Office 365, Microsoft Defender for Endpoints, Microsoft Defender for Identity, Microsoft Information Protection, Intune.

Implementations – Azure

- Contributing a total of \$12,000 in ACR (Azure Consumed Revenue) in the last 12 months in Azure are eligible.
- Eligible workloads: Advanced Data Security, Advanced Threat Protection, Application Gateway, Azure Active Directory B2C, Microsoft Entra Domain Services, Microsoft Entra ID for External Identities, Azure Bastion, Azure DDOS Protection, Azure Defender, Azure Firewall, Azure Firewall Manager, Azure Front Door Service, Azure IoT Security, Key Vault, Network Watcher, Security Center, Sentinel.

Requirements for security: [Customer success](#)



Growth in usage – MS365

- Each growth of 125 protected users in Microsoft 365 earns one point.
- Eligible workloads: Microsoft Entra ID P1 or P2, Microsoft Defender for Office 365, Microsoft Defender for Endpoints, Microsoft Defender for Identity, Microsoft Information Protection, Intune.

Growth in usage – Azure

- Each growth of \$1,250 in consumed revenue for Azure Security (ACR) earns one point.
- Eligible workloads: Advanced Data Security, Advanced Threat Protection, Application Gateway, Azure Active Directory B2C, Microsoft Entra Domain Services, Microsoft Entra ID for External Identities, Azure Bastion, Azure DDOS Protection, Azure Defender, Azure Firewall, Azure Firewall Manager, Azure Front Door Service, Azure IoT Security, Key Vault, Network Watcher, Security Center, Sentinel.

Requirements for security: [Customer success](#)

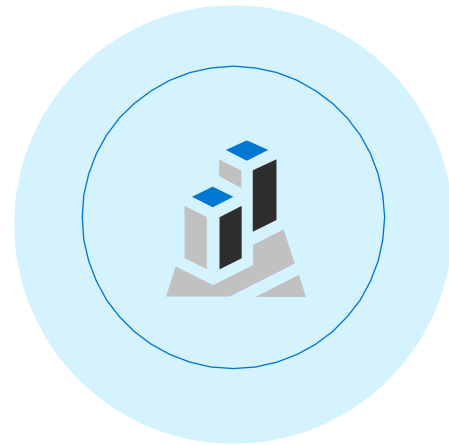


Tips importantes

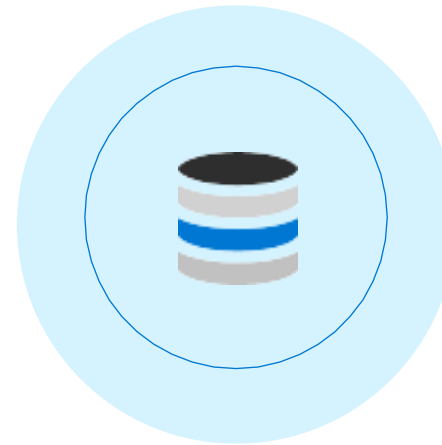
Data update:

- 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>
-

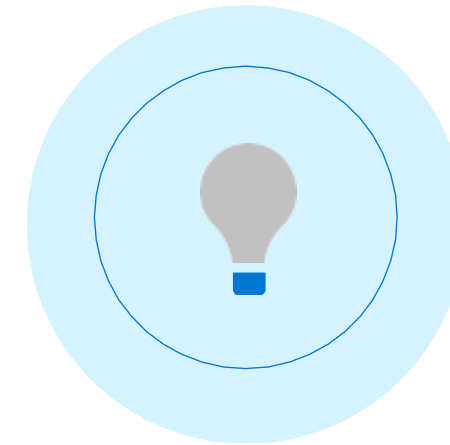
Solutions partner (MS documentation)



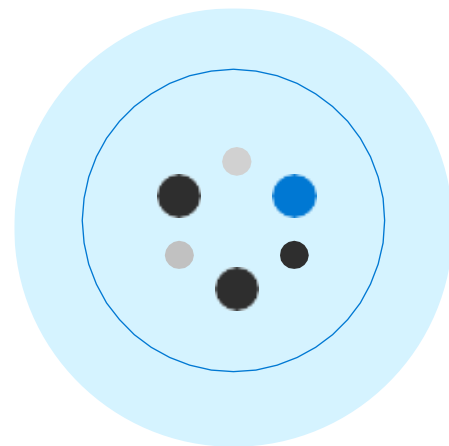
Solutions partner for infrastructure (Azure)



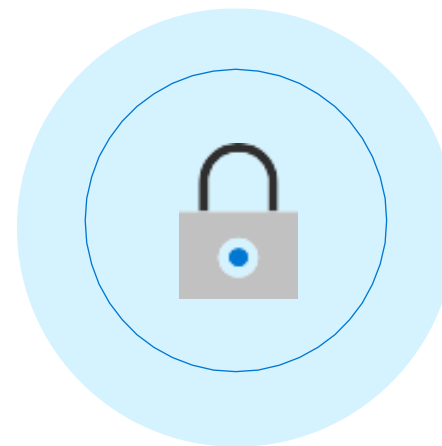
Solutions partner for data & AI (Azure)



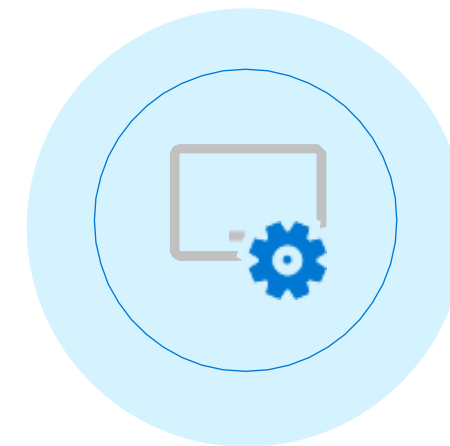
Solutions partner for digital & app innovation (Azure)



Solutions partner for modern work



Solutions partner for security



Solutions partner for business applications
