Microsoft Cloud Partner Program:
AN INTRODUCTION

What is MCPP?

MCPP is the newest program set to track partners, measure their success, and qualify and reward them as Solution Partners across seven different designation groups. This means different things for partners currently enrolled in Silver and Gold Competencies versus those striving to meet competency requirements (and for what it's worth, Action Pack will remain unchanged).

The biggest change partners should anticipate is the move from Competencies to Solutions Partners. Microsoft has grouped all existing competencies into six different Solution Partner categories. The purpose of differentiating between these new categories is to identify partners who are highly experienced in each of Microsoft's Cloud solution areas. Here's a breakdown:

How can you become eligible to be an MCPP Solutions Partner?

Eligibility is based on holistic measurements.

Eligibility for Solutions Partner designations is based on your **partner capability score**.

A partner capability score is a composite score that quantifies the performance of a partner in three categories:

1. Performance
2. Skilling
3. Customer success

Requirements for each Solutions Partner designation

Each designation has a specific number of possible points that can be earned per category. You have the flexibility to choose which categories to focus on within a solution area to match your business needs

Each Solutions Partner designation requires **70+ points** with at least one point in each subcategory		Solutions Partner for Business Applications	Solutions Partner for Data & AI (Azure)	Solutions Partner for Digital & App Innovation (Azure)	Solutions Partner for Infrastructure (Azure)	Solutions Partner for Modern Work	Solutions Partner for Security
		Subcategory					
Performance		Net customer adds 15pts	Net customer adds 30pts	Net customer adds 30pts	Net customer adds 30pts	Net customer adds 20pts	Net customer adds 20pts
Skilling		Intermediate Certs 20pts	Intermediate Certs 40pts	Intermediate Certs 20pts	Intermediate Certs 20pts	Intermediate Certs 10pts	Intermediate Certs 40pts
		Advanced Certs 15pts		Advanced Certs 20pts	Advanced Certs 20pts	Advanced Certs 15pts	
Customer Success		Usage Growth 30pts	Usage Growth 20pts	Usage Growth 20pts	Usage Growth 20pts	Usage Growth 30pts	Usage Growth 20pts
# represents maximum number of points in that subcategory		Deployments 20pts	Deployments 10pts	Deployments 10pts	Deployments 10pts	Deployments 25pts	Deployments 20pts

Performance category

The *performance* category measures the ability of partners to expand both your and Microsoft's customer base. Its primary metric is *Net customer adds*.

Net customer adds:
• Points are awarded for the number of eligible customers added in the trailing 12 months. (Lost customers are subtracted from new customers.)
• Each of the six solution areas (for example, *Security*) has a customer growth threshold for partners to reach.
• Each of the six solution areas has its own eligibility criteria for new customers.
• The eligible customers are customers new to the partner. This can be a customer new to using Microsoft products or a customer using Microsoft products that moves to a new partner. The customer must be associated with the partner to be included in the metric.

Skilling category

The *skilling* category measures capabilities and skills acquired as the number of people in a partner organization who are certified.
Specific certifications and courses are required in each of the six solution areas. Credits in the skilling category are based on the certifications earned by learners linked to your organization. There are two metrics in the *skilling* category:

• **Intermediate certifications** measure your organization's progress towards having an adequate number of people with *intermediate* certifications in specified solution areas. (In some of the six solution areas, only intermediate certifications are available.)
• **Advanced certifications** measure your organization's progress towards having an adequate number of people with *advanced* certifications in specified solution areas.
As solution areas evolve and change, required certifications are expected to change as well. For the latest required certifications, see the Partner Center pages for that solution area.

Customer success category

The *customer success* category measures your organization's ability to enable growth in the use of Microsoft products, or in the expansion of Microsoft's services and workloads used by customers.
The are two metrics in the customer success category, *usage growth* and *deployments*.

• **Usage growth** measures the growth in usage of Microsoft's products by your customers in the past year. Each solution area has its own thresholds, weight, and qualifying criteria for which customers earn you points in this metric. To learn about the details of criteria for this metric, refer to the detailed requirements for each solution area.
• **Deployments** measures your ability to expand the deployment of Microsoft workloads and products within a specified solution area across your customer portfolio. To learn more about the criteria for this metric, refer to the detailed requirements for each solution area.

Spectrum Networks. Head Office: Mazaya Business Avenue, Floor 29, BB-2, JLT, Dubai, U.A.E. P.O. Box: 340504

1

Microsoft Cloud Partner Program:
SKILLING REQUIREMENTS

Solutions Partner for Business Applications

Skilling: The skilling category measures the capability and skills acquired by a partner organization as the number of certified people in that organization.

- Intermediate certifications: 20 points
- Advanced certifications: 15 points

There are two Business applications metrics in the skilling category: intermediate certifications and advanced certifications.

Intermediate certifications metric

To score points for the Intermediate certifications' metric, members of your organization can apply any of the following certifications. Each certified member is counted only once, regardless of the number of certifications they complete.

Thresholds to earn maximum points
This table shows the number of certified people required to earn the maximum number of points in the Intermediate certifications metric.

Classification	Certified people required to achieve maximum points
Enterprise	20
SMB	5

Scoring for Intermediate Certs
- Enterprise: Each qualifying certified person is worth one point.
- SMB: Each qualifying certified person is worth four points.
You can earn a maximum of 20 points.

Advanced certifications metric

To score points for the advanced certifications metric, members of your organization must obtain any of the eligible advanced certifications. Each certified person counts as one point, regardless of the number of certifications they complete.

Classification	Certified people required to achieve maximum points
Enterprise	7
SMB	2

Thresholds for maximum points

This table lists the number of certified people required to earn the maximum 15 points in this metric.

Scoring for Advanced Certs
- Enterprise: Each qualifying certified person is worth 2.14 points, up to a maximum of 15 points obtained from seven certified people.
- SMB: Each qualifying certified person is worth 7.5 points, up to a maximum of 15 points obtained from two certified people.

SPECTRUM NETWORKS | Your trusted Knowledge partner

Microsoft Cloud Partner Program:
SKILLING REQUIREMENTS

Solutions Partner for Business Applications – Eligible Intermediate Certifications

Course / Exam Code	Course Description	Duration (In Days)	Level	Points Weightage per certified resource	Price / Seat (In USD)
Microsoft Certified: Dynamics 365 Finance Functional Consultant Associate					
Required Exam(s): (MB- 300 + MB 310)					
MB-300	Microsoft Dynamics 365: Core Finance and Operations	2	Beginner	Ent. – 1; SMB – 4	Enquire Now
MB-310	Microsoft Dynamics 365 Finance	4	Intermediate	Ent. – 1; SMB - 4	Enquire Now
Microsoft Certified: Dynamics 365 Commerce Functional Consultant Associate					
Required Exam(s): MB-300 + MB 340					
MB-300	Microsoft Dynamics 365: Core Finance and Operations	2	Beginner	Ent. – 1; SMB - 4	Enquire Now
MB-340	(Only Exam)		Intermediate	Ent. – 1; SMB - 4	Enquire Now
Microsoft Certified: Dynamics 365: Finance and Operations Apps Developer Associate					
Required Exam(s): MB-300 + MB-500					
MB-300	Microsoft Dynamics 365: Core Finance and Operations	2	Beginner	Ent. – 1; SMB - 4	Enquire Now
MB-500	Microsoft Dynamics 365: Finance and Operations Apps Developer	5	Intermediate	Ent. – 1; SMB - 4	Enquire Now
Microsoft Certified: Dynamics 365 Supply Chain Management Functional Consultant Associate					
Required Exam(s): MB-300 + MB 330					
MB-300	Microsoft Dynamics 365: Core Finance and Operations	2	Beginner	Ent. – 1; SMB - 4	Enquire Now
MB-330	Microsoft Dynamics 365 Supply Chain Management - Functional Consultant	5	Intermediate	Ent. – 1; SMB - 4	Enquire Now
Microsoft Certified: Dynamics 365 Supply Chain Management, Manufacturing Functional Consultant Associate					
Required Exam(s): MB-300 + MB-320*					
MB-300	Microsoft Dynamics 365: Core Finance and Operations	2	Beginner	Ent. – 1; SMB - 4	Enquire Now
MB-320	Microsoft Dynamics 365 Supply Chain Management, Manufacturing	4	Intermediate	Ent. – 1; SMB - 4	Enquire Now
Microsoft Certified: Dynamics 365 Customer Service Functional Consultant Associate					
Required Exam(s): MB-230					
MB-230	Microsoft Dynamics 365 Customer Service	4	Intermediate	Ent. – 1; SMB - 4	Enquire Now

Spectrum Networks. Head Office: Mazaya Business Avenue, Floor 29, BB-2, JLT, Dubai, U.A.E. P.O. Box: 340504

1

Microsoft Cloud Partner Program:
SKILLING REQUIREMENTS

Solutions Partner for Business Applications – Eligible Intermediate Certifications

Course / Exam Code	Course Description	Duration (In Days)	Level	Points Weightage per certified resource	Price / Seat (In USD)
Microsoft Certified: Dynamics 365 Sales Functional Consultant Associate					
Required Exam(s): MB-210					
MB-210	Microsoft Dynamics 365 Sales	1	Intermediate	Ent. – 1; SMB - 4	Enquire Now
Microsoft Certified: Dynamics 365 Field Service Functional Consultant Associate					
Required Exam(s): MB-240					
MB-240	Microsoft Dynamics 365 Field Service	4	Intermediate	Ent. – 1; SMB - 4	Enquire Now
Microsoft Certified: Dynamics 365 Business Central Functional Consultant Associate					
Required Exam(s): MB-800					
MB-800	Microsoft Dynamics 365 Business Central Functional Consultant	4	Intermediate	Ent. – 1; SMB - 4	Enquire Now
Microsoft Certified: Power Apps + Dynamics 365 Developer Associate					
Required Exam(s): MB-200 + MB 400					
MB-200	No Course Available	-	-	Ent. – 1; SMB - 4	-
MB-400	No Course Available	-	-	Ent. – 1; SMB - 4	-
Microsoft Certified: Dynamics 365 Marketing Functional Consultant Associate					
Required Exam(s): MB-220					
MB-220	Microsoft Dynamics 365 Marketing	4	Intermediate	Ent. – 1; SMB - 4	Enquire Now
Microsoft Certified: Power Platform App Maker Associate					
Required Exam(s): PL-100					
PL-100	Microsoft Power Platform App Maker	4	Beginner	Ent. – 1; SMB - 4	Enquire Now
Microsoft Certified: Power BI Data Analyst Associate					
Required Exam(s): PL-300					
PL-300	Microsoft Power BI Data Analyst	3	Intermediate	Ent. – 1; SMB - 4	Enquire Now
Microsoft Certified: Power Platform Developer Associate					
Required Exam(s): PL-400					
PL-400	Microsoft Power Platform Developer	5	Advanced	Ent. – 1; SMB - 4	Enquire Now

Spectrum Networks. Head Office: Mazaya Business Avenue, Floor 29, BB-2, JLT, Dubai, U.A.E. P.O. Box: 340504

1

Microsoft Cloud Partner Program:
SKILLING REQUIREMENTS

Solutions Partner for Business Applications – Eligible Advanced Certifications

Course / Exam Code	Course Description	Duration (In Days)	Level	Points Weightage per certified resource	Price / Seat (In USD)
Microsoft Certified: Dynamics 365: Finance and Operations Apps Solution Architect Expert					
Required Exam(s): MB-700**					
MB-700	Microsoft Dynamics 365: Finance and Operations Apps Solution Architect	4	Advanced	Ent. – 2.14; SMB – 7.5	Enquire Now
Microsoft Certified: Dynamics 365 + Power Platform Solution Architect Expert					
Required Exam(s): MB-600**					
MB-600	No Course Available	-	-	Ent. – 2.14; SMB – 7.5	Enquire Now
Microsoft Certified: Power Platform Solution Architect Expert					
Required Exam(s): PL-600					
PL-600	Microsoft Power Platform Solution Architect	3	Advanced	Ent. – 2.14; SMB – 7.5	Enquire Now

** Multiple prerequisite certifications are required

Spectrum Networks. Head Office: Mazaya Business Avenue, Floor 29, BB-2, JLT, Dubai, U.A.E. P.O. Box: 340504

1

Microsoft Cloud Partner Program:
SKILLING REQUIREMENTS

Solutions Partner for Data & AI, Infrastructure, and Digital App & Innovation

Skilling: The skilling category measures the capability and skills acquired by a partner organization as the number of certified people in that organization. There are two metrics in this category:

- Intermediate certifications
- Advanced certifications

The certifications required are different for each of the three Azure areas, as described in the following sections.

1. Data & AI

Intermediate certifications metric
Step 1: Required certifications:
To earn points for Intermediate certifications for Data & AI, you must have at least two certified on the below:
If you don't meet this prerequisite, you won't earn any points in this metric.

Course / Exam Code	Course Description	Duration (In Days)	Minimum # of certified resources	Level	Points Weightage per certified resource	Price / Seat (In USD)
Microsoft Certified: Azure Solutions Architect Expert						
Required Exam(s): AZ-305						
AZ-305	Designing Microsoft Azure Infrastructure Solutions	4	2	Advanced	-	Enquire Now
Microsoft Certified: Azure Administrator Associate						
Required Exam(s): AZ-104						
AZ-104	Microsoft Azure Administrator	4	2	Intermediate	-	Enquire Now

Step 2: Other certifications:
Scoring:
Each person with one of the preceding certifications earns you four points, up to a maximum of 40 points.

After you complete the prerequisite in step 1, you earn intermediate certifications points for every person who has obtained <mark>any one</mark> of the following:

Course / Exam Code	Course Description	Duration (In Days)	Minimum # of certified resources	Level	Points Weightage per certified resource	Price / Seat (In USD)
Microsoft Certified: Azure Database Administrator Associate						
Required Exam(s): DP-300						
DP-300	Administering Microsoft Azure SQL Solutions	4	-	Intermediate	4	Enquire Now
Microsoft Certified: Azure AI Engineer Associate						
Required Exam(s): AI-102						
AI-102	Designing and Implementing a Microsoft Azure AI Solution	4	-	Intermediate	4	Enquire Now

Spectrum Networks. Head Office: Mazaya Business Avenue, Floor 29, BB-2, JLT, Dubai, U.A.E. P.O. Box: 340504

1

Microsoft Cloud Partner Program:
SKILLING REQUIREMENTS

Course / Exam Code	Course Description	Duration (In Days)	Exam Codes	Level	Points Weightage per certified resource	Price / Seat (In USD)
Microsoft Certified: Azure Data Scientist Associate						
Required Exam(s): DP-100						
DP-100	Designing and Implementing a Data Science Solution on Azure	3	-	Intermediate	4	Enquire Now
DP-090	Implementing a Machine Learning Solution with Microsoft Azure Databricks	1	-	Intermediate	4	Enquire Now
Microsoft Certified: Azure Data Engineer Associate						
Required Exam(s): DP-203						
DP-203	Data Engineering on Microsoft Azure	4	-	Intermediate	4	Enquire Now
Microsoft Certified: Customer Data Platform Specialty						
Required Exam(s): MB-260						
MB-260	Microsoft Customer Data Platform Specialty	4	-	Intermediate	4	Enquire Now
Microsoft Certified: Customer Data Platform Specialty						
Required Exam(s): DP-420						
DP-420	Designing and Implementing Cloud-Native Applications Using Microsoft Azure Cosmos DB	4	-	Intermediate	4	Enquire Now

Advanced certifications metric

Advanced certifications aren't applicable to Data & AI.

2. Digital & App Innovation

Intermediate certifications metric

Step 1: Required certifications:

To earn points for Intermediate certifications for Data & AI, you must have at least two certified on the below:
If you don't meet this prerequisite, you won't earn any points in this metric.

Course / Exam Code	Course Description	Duration (In Days)	Minimum # of certified resources	Level	Points Weightage per certified resource	Price / Seat (In USD)
Microsoft Certified: Azure Administrator Associate						
Required Exam(s): AZ-104						
AZ-104	Microsoft Azure Administrator	4	2	Intermediate	-	Enquire Now

Step 2: Other certifications:

Scoring:
Each person with one of the preceding certifications earns you four points, up to a maximum of 20 points.
After you complete the prerequisite in step 1, you earn intermediate certifications points for every person who has obtained ==any one== of the following:

Course / Exam Code	Course Description	Duration (In Days)	Minimum # of certified resources	Level	Points Weightage per certified resource	Price / Seat (In USD)
Microsoft Certified: Azure Developer Associate						
Required Exam(s): AZ-204						
AZ-204	Developing Solutions for Microsoft Azure	5	-	Intermediate	4	Enquire Now
Microsoft Certified: Power Platform Developer Associate						
Required Exam(s): PL-400						
PL-400	Microsoft Power Platform Developer	5	-	Advanced	4	Enquire Now

Spectrum Networks. Head Office: Mazaya Business Avenue, Floor 29, BB-2, JLT, Dubai, U.A.E. P.O. Box: 340504

1

Microsoft Cloud Partner Program:
SKILLING REQUIREMENTS

Solutions Partner for Data & AI, Infrastructure, and Digital App & Innovation

Advanced certifications metric

Step 1: Required certifications:

To earn points toward Advanced certifications, you must have at least two certified on the below. *If not, you won't earn any points in this metric, even if you meet the other certification requirements.*

Course / Exam Code	Course Description	Duration (In Days)	Minimum # of certified resources	Level	Points Weightage per certified resource	Price / Seat (In USD)
Microsoft Certified: Azure Solutions Architect Expert						
Required Exam(s): AZ-305						
AZ-305	Designing Microsoft Azure Infrastructure Solutions	4	2	Advanced	-	Enquire Now

Step 2: Other certifications:

Scoring:

Each person with one of the preceding certifications earns you four points, up to a maximum of 20 points.

After you complete the prerequisite in step 1, you earn points toward Advanced certifications for every person who has obtained any one of the following:

Course / Exam Code	Course Description	Duration (In Days)	Minimum # of certified resources	Level	Points Weightage per certified resource	Price / Seat (In USD)
Microsoft Certified: Azure IoT Developer Specialty						
Required Exam(s): AZ-220						
AZ-220	Microsoft Azure IoT Developer	4	-	Intermediate	4	Enquire Now
Microsoft Certified: DevOps Engineer Expert						
Required Exam(s): AZ-400						
AZ-400	Designing and Implementing Microsoft DevOps solutions	4	-	Advanced	4	Enquire Now
Microsoft Certified: Power Platform Solution Architect Expert						
Required Exam(s): PL-600						
PL-600	Microsoft Power Platform Solution Architect	3	-	Advanced	4	Enquire Now

3. Infrastructure

Intermediate certifications metric

Step 1: Required certifications:

To earn points for Intermediate certifications for Infrastructure, you must have at least two certified on the below:
If you don't meet this prerequisite, you won't earn any points in this metric.

Course / Exam Code	Course Description	Duration (In Days)	Minimum # of certified resources	Level	Points Weightage per certified resource	Price / Seat (In USD)
Microsoft Certified: Azure Administrator Associate						
Required Exam(s): AZ-104						
AZ-104	Microsoft Azure Administrator	4	2	Intermediate	-	Enquire Now

Spectrum Networks. Head Office: Mazaya Business Avenue, Floor 29, BB-2, JLT, Dubai, U.A.E. P.O. Box: 340504

1

Microsoft Cloud Partner Program:
SKILLING REQUIREMENTS

Solutions Partner for Data & AI, Infrastructure, and Digital App & Innovation

Step 2: Other certifications:

Scoring:

Each person with one of the preceding certifications earns you four points, up to a maximum of 20 points.

After you complete the prerequisite in step 1, you earn intermediate certifications points for every person who has obtained ==any one== of the following:

Course / Exam Code	Course Description	Duration (In Days)	Minimum # of certified resources	Level	Points Weightage per certified resource	Price / Seat (In USD)
Microsoft Certified: Azure Network Engineer Associate						
Required Exam(s): AZ-700						
AZ-700	Designing and Implementing Microsoft Azure Networking Solutions	3	-	Intermediate	4	Enquire Now
Microsoft Certified: Azure Stack Hub Operator Associate						
Required Exam(s): AZ-600						
AZ-600	Configuring and Operating a Hybrid Cloud with Microsoft Azure Stack Hub	4	-	Intermediate	4	Enquire Now
Microsoft Certified: Windows Server Hybrid Administrator Associate						
Required Exam(s): AZ-800 + AZ-801						
AZ-800	Administering Windows Server Hybrid Core Infrastructure	4	-	Intermediate	4	Enquire Now
AZ-801	Configuring Windows Server Hybrid Advanced Services	4	-	Intermediate	4	Enquire Now

Advanced certifications metric

Step 1: Required certifications:

To earn points toward Advanced certifications, you must have at least two certified on the below. *If not, you won't earn any points in this metric, even if you meet the other certification requirements.*

Course / Exam Code	Course Description	Duration (In Days)	Minimum # of certified resources	Level	Points Weightage per certified resource	Price / Seat (In USD)
Microsoft Certified: Azure Solutions Architect Expert						
Required Exam(s): AZ-305						
AZ-305	Designing Microsoft Azure Infrastructure Solutions	4	2	Advanced	-	Enquire Now

Step 2: Other certifications:

Scoring:

Each person with one of the preceding certifications earns you four points, up to a maximum of 20 points.

After you complete the prerequisite in step 1, you earn points toward Advanced certifications for every person who has obtained ==any one== of the following:

Spectrum Networks. Head Office: Mazaya Business Avenue, Floor 29, BB-2, JLT, Dubai, U.A.E. P.O. Box: 340504

1

Microsoft Cloud Partner Program:
SKILLING REQUIREMENTS

Solutions Partner for Data & AI, Infrastructure, and Digital App & Innovation

Course / Exam Code	Course Description	Duration (In Days)	Minimum # of certified resources	Level	Points Weightage per certified resource	Price / Seat (In USD)
Microsoft Certified: Azure Virtual Desktop Specialty						
Required Exam(s): AZ-140						
AZ-140	Configuring and Operating Microsoft Azure Virtual Desktop	4	-	Intermediate	4	Enquire Now
Microsoft Certified: Azure for SAP Workloads Specialty						
Required Exam(s): AZ-120						
AZ-120	Planning and Administering Microsoft Azure for SAP Workloads	4	-	Advanced	4	Enquire Now

Key callouts for Advanced Certification points:
- Prerequisites
  - If the required certifications prerequisites aren't met, no points are awarded, even if other certifications are earned.
  - Completing prerequisite certifications doesn't earn any points. Some certifications might have separate prerequisites that are listed on the certification website. (For more information, select the certification link). Those prerequisite certifications must also be completed by the same person to get the credit.
- Each qualifying person earns you four points.
- Each certified person is counted only once for a metric, even if that person completed multiple certifications.

Spectrum Networks. Head Office: Mazaya Business Avenue, Floor 29, BB-2, JLT, Dubai, U.A.E. P.O. Box: 340504

1

Microsoft Cloud Partner Program:
SKILLING REQUIREMENTS

Solutions Partner for Security

Skilling: The skilling category measures the capability and skills acquired by a partner through the number of certified individuals in their organization.

For Security, there's one metric in the Skilling category, **Intermediate certifications**

Intermediate certifications metric
To earn points for this metric, you must have people in your organization who are certified in the following:

Course / Exam Code	Course Description	Duration (In Days)	Minimum # of certified resources	Level	Points Weightage per certified resource	Price / Seat (In USD)
Microsoft 365 Certified: Security Administrator Associate						
Required Exam(s): MS-500						
MS-500	Microsoft 365 Security Administration	4	-	Intermediate	6.6	Enquire Now
Microsoft Certified: Azure Security Engineer Associate						
Required Exam(s): AZ-500						
AZ-500	Microsoft Azure Security Technologies	4	-	Intermediate	6.6	Enquire Now

And at lease any one of the following:

Course / Exam Code	Course Description	Duration (In Days)	Minimum # of certified resources	Level	Points Weightage per certified resource	Price / Seat (In USD)
Microsoft Certified: Security Operations Analyst Associate						
Required Exam(s): SC-200						
SC-200	Microsoft Security Operations Analyst	4	-	Intermediate	6.6	Enquire Now
Microsoft Certified: Identity and Access Administrator Associate						
Required Exam(s): SC-300						
SC-300	Designing and Implementing a Microsoft Azure AI Solution	4	-	Intermediate	6.6	Enquire Now
Microsoft Certified: Information Protection Administrator Associate						
Required Exam(s): SC-400						
SC-400	Microsoft Information Protection Administrator	3	-	Intermediate	6.6	Enquire Now

Scoring
Each qualifying individual gets 6.6 points, for up to a maximum of 40 points, obtained from six qualifying individuals.

Spectrum Networks. Head Office: Mazaya Business Avenue, Floor 29, BB-2, JLT, Dubai, U.A.E. P.O. Box: 340504

1

Microsoft Cloud Partner Program:
SKILLING REQUIREMENTS

Solutions Partner for Modern Work

Skilling: The skilling category measures your organization's skills and capabilities by using the number of persons who have an eligible certification.
- Each person with an eligible certification earns your organization points towards the skilling designation, but they can't earn more points by completing more certifications.

- There are two attainment paths: Small & medium business and Enterprise
  There are two distinct attainment paths to get the Solutions Partner for Modern Work designation: *Enterprise, and Small and Medium business (SMB)*. Each path has its own requirements. Microsoft recognizes that some partners target SMB customers and some target Enterprise customers. To provide you the flexibility and the advantage of the path that works best for your organization, we evaluate you on both paths and choose the highest scores towards qualifying for the designation.

- There are two certification metrics, Advanced & Intermediate, as described in the tables below

- To fulfill the requirement to have more than zero points in every metric, your organization must have at least one qualifying person with an intermediate certification, and the same person or a different person with an advanced certification.

Certified persons required to earn the maximum of 25 points in the Skilling category:

Path	Intermediate certifications (10 points max)	Advanced certifications (15 points max)
Enterprise	4	2
SMB	2	1

Intermediate certifications metric
To earn points for this metric, you must have people in your organization who are certified in the following:

Course / Exam Code	Course Description	Duration (In Days)	Minimum # of certified resources	Level	Points Weightage per certified resource	Price / Seat (In USD)
Microsoft 365 Certified: Fundamentals						
Required Exam(s): MS-900						
MS-900	Microsoft 365 Fundamentals	1	-	Beginner	Ent. – 4; SMB - 2	Enquire Now
Microsoft 365 Certified: Teams Application Developer Associate						
Required Exam(s): MS-600						
MS-600	Building applications and solutions with Microsoft 365 core services	5	-	Intermediate	Ent. – 4; SMB - 2	Enquire Now
Microsoft 365 Certified: Teams Administrator Associate						
Required Exam(s): MS-700						
MS-700	Managing Microsoft Teams	4	-	Intermediate	Ent. – 4; SMB - 2	Enquire Now
Microsoft 365 Certified: Messaging Administrator Associate						
Required Exam(s): MS-203						
MS-203	Microsoft 365 Messaging	5	-	Intermediate	Ent. – 4; SMB - 2	Enquire Now
Microsoft 365 Certified: Modern Desktop Administrator Associate						
Required Exam(s): MD-100, MD-101						
MD-100	Windows Client	5	-	Beginner	Ent. – 4; SMB - 2	Enquire Now
MD-101	Managing Modern Desktops	5	-	Intermediate	Ent. – 4; SMB - 2	Enquire Now

Spectrum Networks. Head Office: Mazaya Business Avenue, Floor 29, BB-2, JLT, Dubai, U.A.E. P.O. Box: 340504

1

Microsoft Cloud Partner Program:
SKILLING REQUIREMENTS

Solutions Partner for Modern Work

Advance certifications metric

To earn points for this metric, you must have people in your organization who are certified in the following:

Course / Exam Code	Course Description	Duration (In Days)	Minimum # of certified resources	Level	Points Weightage per certified resource	
Microsoft 365 Certified: Enterprise Administrator Expert						
Required Exam(s): MS-100 + MS-101**						
MS-100	Microsoft 365 Identity and Services	5	-	Intermediate	Ent. – 2; SMB - 1	Enquire Now
MS-101	Microsoft 365 Mobility and Security	5	-	Intermediate	Ent. – 2; SMB - 1	Enquire Now

** Multiple prerequisite certifications are required

Key callout(s):

- Some of these certifications might have prerequisites listed on the certification website (click on individual link above). Ensure that those pre-requisite certifications are also completed by the same individual to get the credit.
- Each certified individual will count only once for the category even if they complete multiple certifications.
- Advanced certifications can be earned by the same or different people than the Intermediate certifications.

Spectrum Networks. Head Office: Mazaya Business Avenue, Floor 29, BB-2, JLT, Dubai, U.A.E. P.O. Box: 340504

1