



New Microsoft Solutions Partner Designations

Explore a timeline and options for existing Microsoft partners to transition to the new designations in the Microsoft Cloud Partner Program.

Microsoft has been building successful relationships with partners for over 30 years. Now, Microsoft is evolving its partner program with a transition to new designations to meet customer needs and grow your business, and your partnership, for the future.

- New solutions partner designation includes updated benefits.
- There will be no change to your existing anniversary dates.
- You will have options to retain your legacy benefits if you choose.
- You will have time to learn more and assess your organizational needs.

As Microsoft Champions, Ingram Micro Cloud has unique expertise to support your Microsoft partnership evolution with key support and services.

Not eligible, or need more time?

If your organization doesn't meet the criteria for solutions partner designation at general availability, 70 points or more:

- There will be no change to your benefits until your first anniversary date after GA.
- Legacy competencies and associated badging are no longer in-market, but partners can choose to retain their legacy competency benefits.
- You can decide whether a solutions partner designation is right for your organization.
- At any time after October 3, 2022, meet the requirements and earn the solutions partner designation.
- You can select benefits at your anniversary date.

Benefits

For partners who don't meet the requirements for a solutions partner designation and have renewed a legacy competency by September 30, 2022, you'll have the option to continue to pay a fee (aligned to your legacy competency fee) and retain your legacy benefits.

If you choose not to purchase your legacy benefits, you also have the option to purchase Microsoft Action Pack.

Transition Timeline

March 16, 2022

Announcement

The transition announcement was made to help partners learn more about the new designations and allow for time to check your progress towards attaining a solutions partner designation and benefits in Partner Center.

October 3, 2022

General Availability

General availability date and partners can earn 70 points or more for your partner capability score and attain your solutions partner designation.

Eligibility to attain the new solutions partner designation

You must have achieved 70 points or more in any Microsoft Cloud solution area:

- There will be no change to your benefits until your first anniversary date after GA (General Availability).
- Legacy competencies and associated badging are no longer in-market, but you can choose to retain your legacy competency benefits.
- Between GA and your first anniversary date, you will receive the new designation if they meet the requirements.
- Go to Logo Builder in Partner Center and download your new customer-facing badge.



First anniversary date after GA

After meeting all requirements, select one of the benefits package options:

- Solutions partner benefits OR Legacy benefits.
- Pay the associated annual membership fee.