

Microsoft's New Commerce Experience Starter Guide

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CONTENTS

NCE fundamentals

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- New Commerce Experience: Next Important Milestone on July 11, 2022
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- NCE Incentives
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- NCE Business Growth Opportunity
- Next steps



We are delivering a consistent, simplified, and flexible purchase experience for customers and partners with Microsoft's New Commerce Experience. We want to provide a full catalog of offers so partners don't miss a beat.

VICTOR BAEZ

SENIOR VICE PRESIDENT AT INGRAM MICRO CLOUD

OUR DEDICATED APPROACH TO NCE



Today

Spend just one day with us – one deal

- Clean billing with Automation
- PSA billing integration (NCE)
- NCE Legal Advisory Services
- Dedicated NCE Experts

Tomorrow

Build your transition plan

- White Glove Migration Service
- End-User Demand Gen
- Technical Training & Enablement
- Pre-Sales Technical Support
- Modern Support
- MCPP Support Team

Beyond

Innovate at scale

- End-User Demand Gen, MDF
- Platform and Billing Automation
- Dedicated Customer Success Team
- Business & Financial Support
- MOREaaS offers

Growth Vehicles 

Security Practice Builder

Modern Work Accelerate

Azure Accelerate

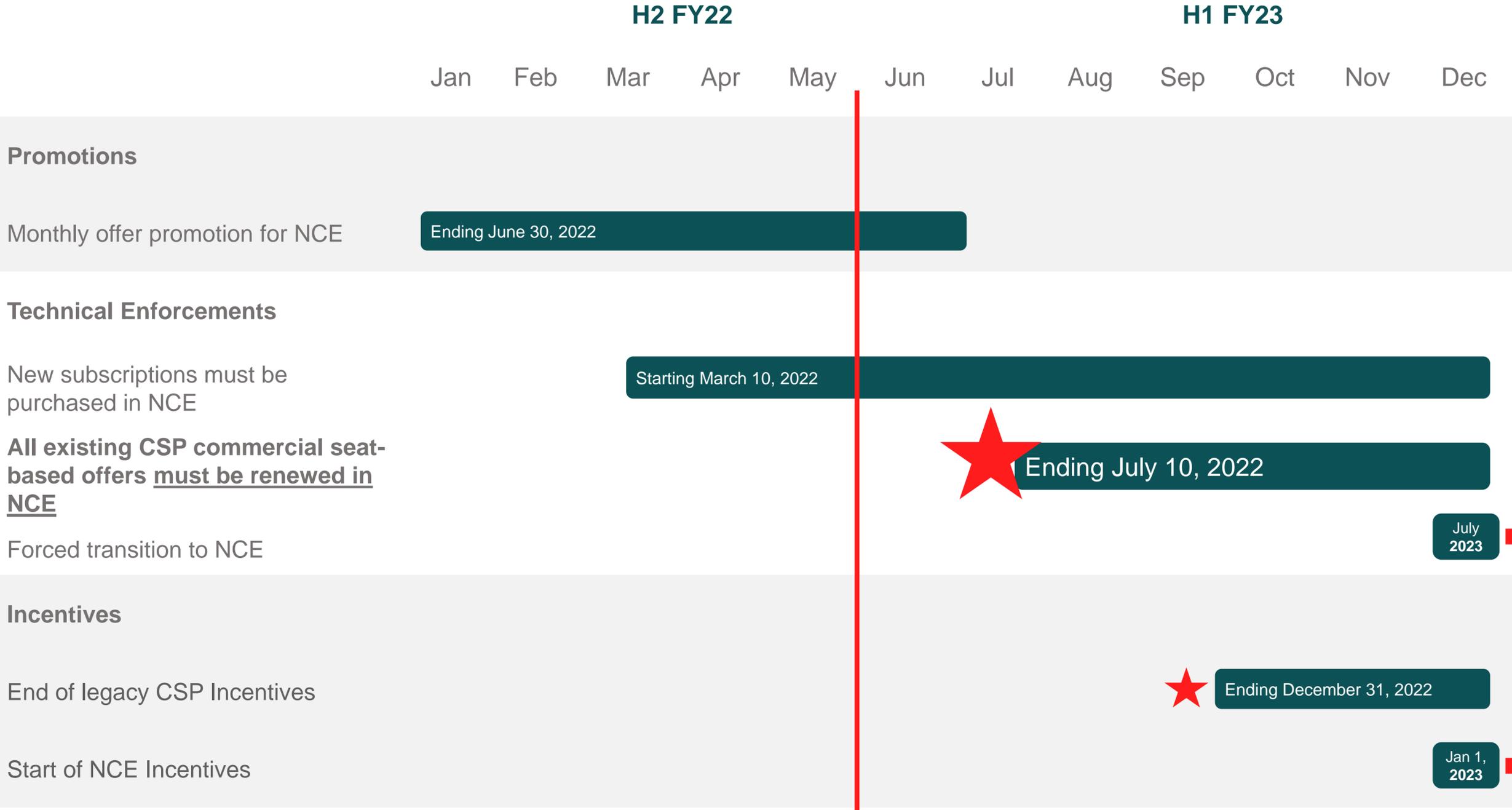
MS Security Expert

NCE Overview

Updates and announcements

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NEW COMMERCE EXPERIENCE TIMELINE



Key Dates

Source: [Microsoft Partner Announcement](#)

SUBSCRIPTION MANAGEMENT

	1-month subscription	12-month subscription	36-month subscription
Billing Terms	Monthly	Monthly, Upfront	Monthly, Annual, Upfront
Pricing	+20% price premium	Same as CSP	Same as CSP
Commitment	Flexible	Firm	Firm
Cancellation	Cancellation after 7 days (168 hours) will be billed for the full month	Cancellation after 7 days (168 hours) will be billed for the full 12-month term	Cancellation after 7 days (168 hours) will be billed for the full 36-month term
Price Lock	1 month	1 year	3 years
Mid-term Upgrades	Allowed	Allowed	Allowed
Mid-term Downgrades	Allowed	Not Allowed	Not Allowed
Availability	All Per-User SKUs	All Per-User SKUs	Dynamics 365 – Available Microsoft 365 (select) – H2 2022

COMMERCIAL TERMS AND BILLING

New Feature/Change	CSP Legacy	New Commerce Experience	Partner Impact
Multi-year billing plans	Annual (monthly, upfront billing)	Monthly, Annual, 36-Month	Partners have the option to blend short- and long-term offers to ensure customers are getting the flexibility they need.
Mid-term change in billing frequency	Yes	Yes, from Monthly to Annual/36-Mo. Annual to 36-Mo.	Monthly subscriptions can be adjusted to Annual or 36-Month, however, only at month end.
Cancellation Policy	30 days	7 calendar days (168 hours)	Encourages long-term commitment from customers and reduces churn. Adds revenue-forecasting predictability for partners.
Full Refund	Within 30 days	Within the first 24 hours	N/A
Prorated Refund	Yes, anytime during term	7 calendar days (168 hours)	Partners will now have 7 days (including weekends and bank holidays) to adjust.
Billing pause upon suspend	Yes	No	Billing will continue after suspension in NCE.
Billing pause upon cancel	Yes	Yes	N/A
Add-Ons	Add-ons are sold as attachments to a base subscription and not displayed in catalogue.	Add-ons are listed as separate products and can be purchased separate from base offers	Add-ons need to be tracked to align to the end date of the base subscription. Add-ons with no active base subscription will not function.

ANNOUNCEMENT:

72-hour cancellation and seat reduction policy

Now **168 hours** (7 calendar days)

This change is intended to provide partners with additional time to make post-purchase corrections to orders.

Adjusted for:

- NCE Per-User Commercial Subscriptions (M/D365)



ANNOUNCEMENT:

The end date for renewals of legacy CSP subscriptions has been moved from July 1, 2022

To July 11, 2022

July 10, 2022, is now the last day you can renew existing legacy CSP Commercial subscriptions.



Preparing for the upcoming technical enforcement on July 11, 2022

WHAT IS HAPPENING ON THE MICROSOFT SIDE?

All legacy CSP Commercial subscriptions that reach their renewal date after July 10, 2022, will not renew.

Microsoft will not notify the partner or the end-customer when a legacy subscription approaches or reach its term.

- Legacy CSP subscriptions for education, government, and non-profit will still be available for purchase and renewal.

HOW INGRAM MICRO CLOUD MARKETPLACE WILL ALIGN

For a legacy CSP subscription ending before July 11, 2022:

the commercial seat-based offer will automatically renew in the legacy commerce experience.

- **For a legacy CSP subscription ending after July 11, 2022:** Ingram Micro Cloud will enroll you in New Commerce Experience (“NCE”) to facilitate the continuity of Microsoft licensing to your customers, no action required on your end.

If you do not require Ingram Micro’s assistance, please complete and submit the opt-out form before May 31, 2022.



NEXT STEPS

To ease the transition process to NCE, partners are required to fulfill the following criteria below:

1	Confirm that you have signed your <u>Microsoft Partner Agreement (MPA)</u>
2	Confirm that you have associated <u>Ingram Micro Cloud as your Indirect Provider</u>
3	Identify and establish your <u>local MPN ID on Cloud Marketplace</u>
4	Ensure that all your end customers have accepted their <u>Microsoft Customer Agreement (MCA)</u>
5	<i>Optional:</i> <u>Opt-out</u> of Ingram Micro CSP to NCE Transition

[Evaluate my options](#)



Demo

Reviewing your upcoming renewals and planning ahead

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STEPS:

- 1) Log into Ingram Micro Cloud Marketplace
- 2) Click on the “Customer” widget to review you existing subscriptions
- 3) Toggle down to review Commercial CSP subscriptions and their expiration date
 - If they’re before July 10, they will auto-renew in CSP
 - If they’re on July 11 or later, planning will need to be done

Subscriptions

61 Active | 26 Pending | 2 Expire within 30 Days | 17 Auto-Renew within 30 Days | 61 Trial | 752 All

Customer	Subscription	Status	Actions
27 Rings Jewelers 1000105563	Autodesk Products 1533274	Active Auto-Renews on Apr 28, 2022	CHANGE LOG IN
Daryl's Test Company 1000120140	Office 365 Migration – FLY for MSPs (Monthly) 1574484	Active Auto-Renews on May 5, 2022	CHANGE LOG IN
FAR Technologies 1000107689	Arcserve Cloud Direct Storage (BaaS) - Commercial - PAYG 1472874	Active Auto-Renews on May 13, 2022	CHANGE LOG IN
Freds Test 1000180276	Azure New Commerce Experience (NCE) 1423388	Active Auto-Renews on Apr 28, 2022	CHANGE LOG IN
John Doe 1000188898	Azure New Commerce Experience (NCE) 1559412	Active Auto-Renews on May 7, 2022	CHANGE LOG IN
Meg's Microsoft 1000135703	Azure New Commerce Experience (NCE) 1423398	Active Auto-Renews on Apr 28, 2022	CHANGE LOG IN
Meg's Microsoft 1000135703	Azure Reserved Instances (NCE only) 1448647	Active Auto-Renews on May 25, 2022	CHANGE LOG IN
Meg's Microsoft 1000135703	Azure New Commerce Experience (NCE) 1374903	Active Auto-Renews on May 10, 2022	CHANGE LOG IN
Meg's Microsoft 1000135703	Azure NCE Subscription - #2 1390325	Active Auto-Renews on May 4, 2022	CHANGE LOG IN
Meg's Microsoft 1000135703	Azure NCE Subscription #1 1399785	Active Auto-Renews on May 8, 2022	CHANGE LOG IN
Meg's Microsoft 1000135703	RI SKU 1449115	Active Auto-Renews on Apr 27, 2022	CHANGE LOG IN

3 ROUTES OF ACTION FOR SUBSCRIPTIONS

Ideal for partners with under 10 customers or needing a customized approach

Do-it-yourself

Self-Service Migration

- Create a new subscription and cancel your CSP legacy within the same day

Ability to customize transition:

- Moving from Annual to Monthly
- Downsizing/upsizing subscriptions
- Choosing subscription start date)

[Guidance KB article](#)

Self-Guided

Ideal for partners with over 10 customers looking to bulk migrate as like-for-like to NCE

White-Glove Migrations

Complimentary Services to Migrate in Bulk to NCE

- Schedule a bulk migration to NCE either as full or partial migrations
- Ability to schedule a date in advance

Ability to ease transition process for:

- Like-for-like Migrations
- Cancellations done on a partners' behalf
- Partner is required to review
- **Scheduled by request of the partner**

Available today globally

Ideal for partners who wish to stay on CSP and migrate when renewal comes without manual intervention

Auto-Migrations to NCE after July 11, 2022

Migration Services for End-of-Term CSP

- Auto-migration on behalf of customers before CSP end date
- Authorization is required in order to move ahead

Ability to ease transition process for:

- Like-for-like migrations
- Cancellations done on a partners' behalf
- Partner is required to review
- **Subscription migrations are triggered by CSP end dates**

Ready for July 11

WHITE GLOVE MIGRATION SERVICES

Our migration services are available for partners who wish to migrate in bulk to New Commerce Experience with a scheduled time in mind. Not limited to existing resellers.

Best suited for partners with large customer based with a need to migrate as like-for-like to equivalent NCE subscriptions.

Full Migration

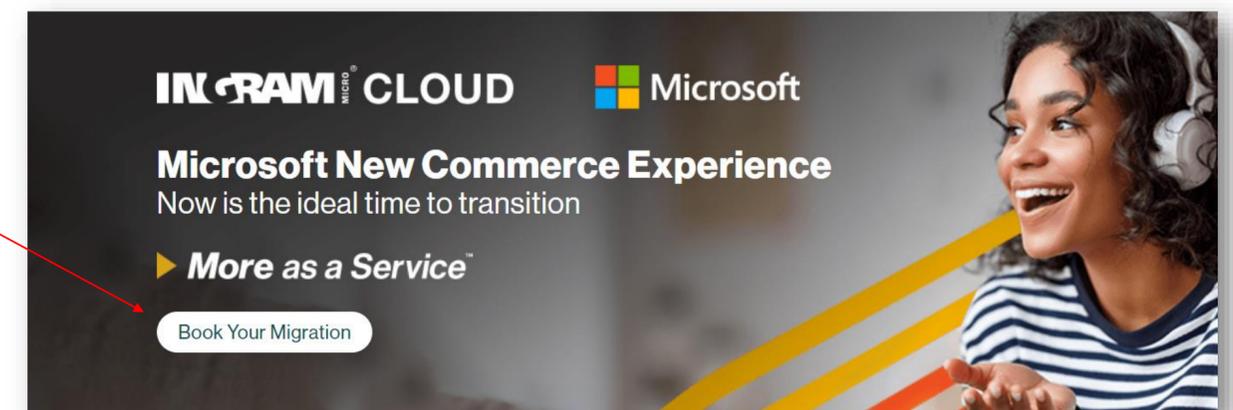
Migrates all customers and subscriptions to the equivalent NCE offers and associated add-ons.

Partial Migration

Partner will provide a partial list of their customers and subscriptions moving from legacy CSP to the equivalent NCE subscriptions and associated add-on's.

Book Your Migration

<https://now.ingrammicrocloud.com/nce>



Take advantage of the **simplified marketplace journey** to transact cloud services in a **consistent and standardized purchase motion to accelerate** your Microsoft New Commerce Experience (NCE) business, and earn more revenue, more profit for yourself.

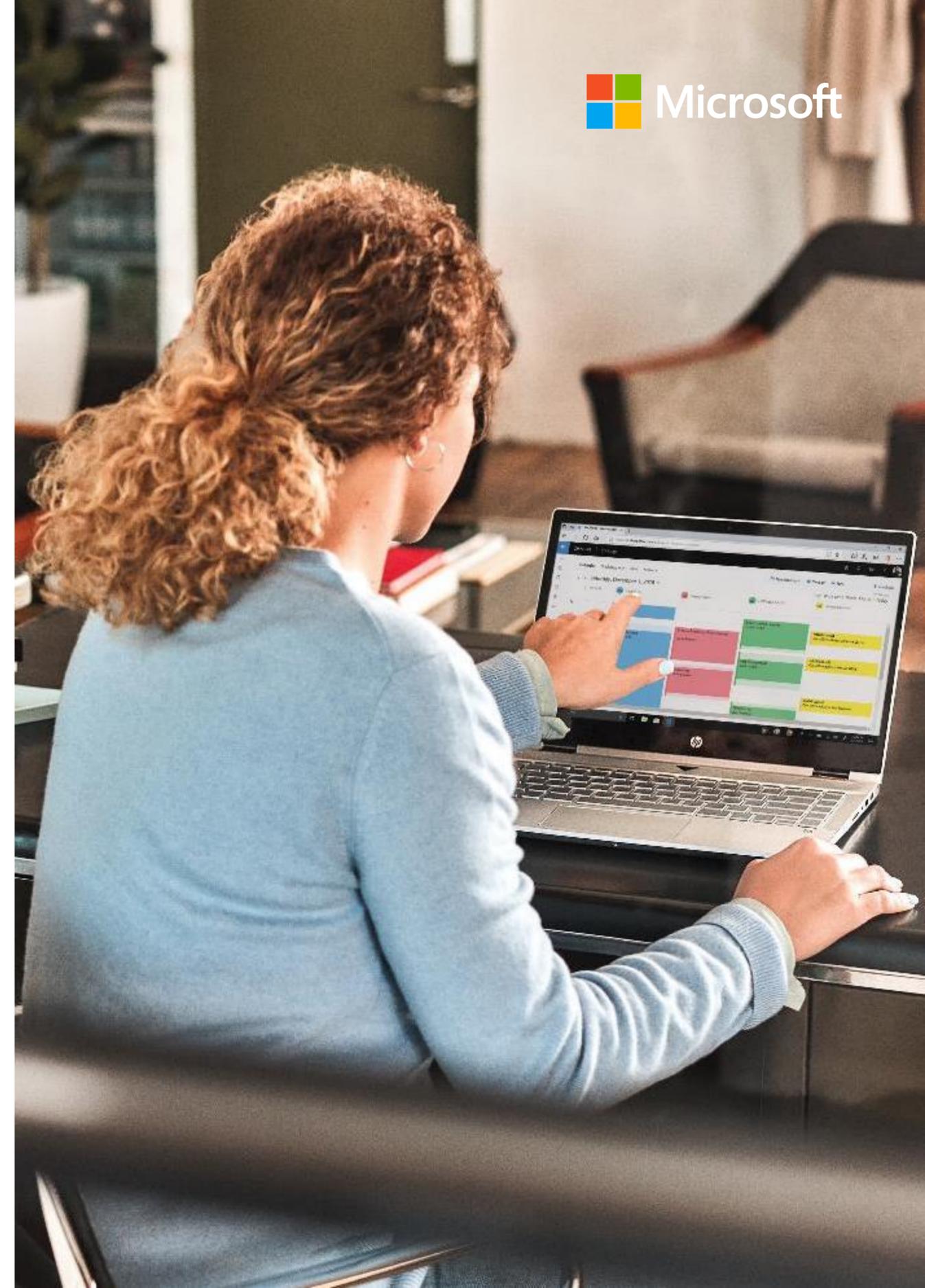


Mitigate End Customer Risk

ITagree—the Agreement Lifeguard

Legal Documentation for End Users:

- ✓ Comprehensive, easy to read legal agreements that suit partners' businesses terms
- ✓ Partners can modify and make the agreements their own
- ✓ Monthly plans, agreements updates included



White Glove Migration Services

NCE Champions can assist you every step of the way.



Full Migration

migrates all customers and subscriptions to the equivalent NCE offers and associated add-ons.

Partial Migration

partner will provide a partial list of their customers and subscriptions moving from legacy CSP to the equivalent NCE subscriptions and associated add-ons.

Phased Migration

partner will provide partial lists of their customers and subscriptions on an as-going basis when moving from legacy CSP to the equivalent NCE subscriptions and associated add-ons.

Migrations w/ Changes

partner is required to run a Subscription Report from the Classic Panel (see instructions) within the Market Place and indicate changes to subscription type, quantity, and/or billing term.

NCE: Get the Most Out of It

Partner Care—your personal Microsoft guide

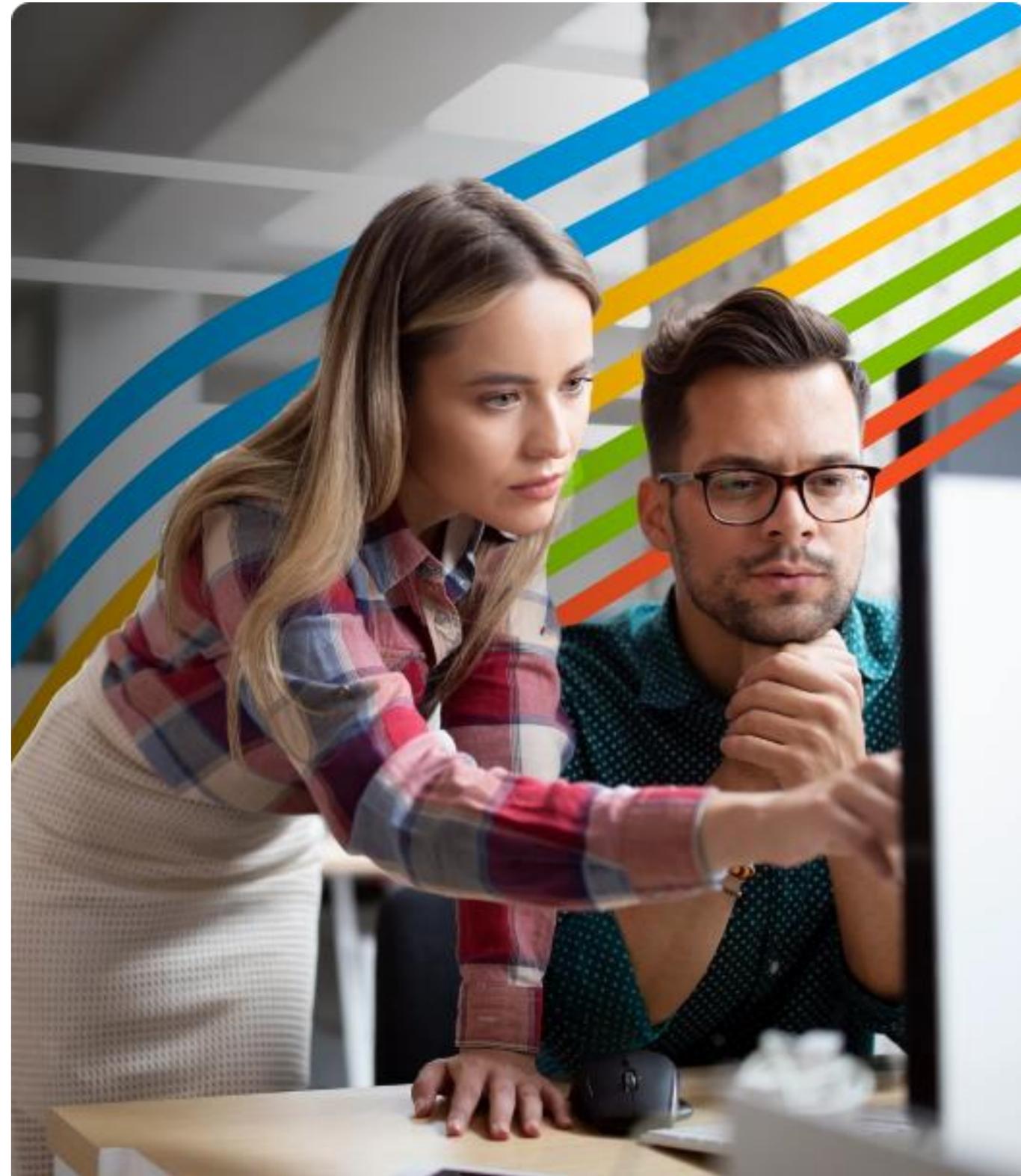
Navigate the ins and outs of NCE

- ✓ Partner Center Optimization and Microsoft Administration Guidance
- ✓ Incentives recommendations, and tailored learning paths
- ✓ Support including answers on complex licensing questions

NCE RESOURCES

End-Customers Assets Available on **Go-To-Market Hub:**

- ✓ 5 Emails - customizable with your logo
- ✓ Landing Page - customizable with your logo
- ✓ Social Media Kit of 5 Banners for LinkedIn and Twitter
- ✓ Sales Playbook
- ✓ Sales Sheet
- ✓ And more



Microsoft Incentives

Key Differences in NCE

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Cloud Solution Provider – Indirect Reseller

PROGRAM SUMMARY

The Microsoft Cloud Solution Provider (CSP) program enables partners to directly manage the entire lifecycle for their Microsoft cloud customers including billing and support. Partners can easily package their own tools, products and services with Microsoft cloud offerings, and combine them into one monthly or annual customer bill.

The Microsoft CSP Indirect Reseller incentive program rewards those Indirect Resellers for their activation and enablement of a resale channel and the sale of Microsoft-based online services.

PROGRAM TERM

October 1, 2021 – September 30, 2022

Partner Eligibility

- Partner Agreement**
Microsoft Partner Network Agreement
- Partner Authorization**
Microsoft CSP Indirect Reseller Channel Authorization
- Program Enrollment**
Cloud Solution Provider Indirect Reseller
- Competency or Certification**
Active competency in one of the following: Cloud Business Applications, Cloud Platform, Cloud Productivity, Data Analytics, Data Platform, Enterprise Mobility Management, Enterprise Resource Planning, Small and Midmarket Cloud Solutions, Windows and Devices
- Membership level**
Silver or Gold
- Revenue Requirements**
\$25K USD 12-month revenue threshold

NEW

Measure and Reward

<p>Core incentives</p> <ul style="list-style-type: none"> *Azure billed revenue, 4% Modern Work & Security billed revenue, 4% Business Applications billed revenue, 4.75% 	<p>Strategic Accelerators</p> <ul style="list-style-type: none"> Global Strategic Product Accelerator – Tier 1, 5% Global Strategic Product Accelerator – Tier 2, 10% Global PSTN Calling and Conf Accelerator, 20% Nonprofit (TSI) Product Accelerator, 12% 	<p>Customer Adds</p> <ul style="list-style-type: none"> Customer Add Accelerator, 10% Customer Add Accelerator Business Applications, 20% 	<p>Reservation & Subscription</p> <ul style="list-style-type: none"> *Azure Reservation consumption, 10% Subscription Software: <ul style="list-style-type: none"> Core: 1.25% Strategic: 6%
<p>Earning split 60% Rebate/40% Co-Op</p>			<p>100% Rebate</p>

**Beginning February 1, 2022, the partner margin and incentive opportunity will be removed from the previous Azure offer. The partner earned credit and incentive opportunity will be available for purchases of the new Azure offer (Azure plan)*

<p>Partner Association Transacting Partner of Record</p>	<p>Earning Type Varies by earning lever</p>	<p>Maximum earning opportunity Based upon purchasing motion</p>	<p>Product Eligibility See Product Addendum</p>
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Microsoft 365 breadth motion incentive

ENGAGEMENT SUMMARY

The Microsoft 365 breadth motion incentive, rewards Cloud Solution Provider partners who drive customer adoption and consumption of Modern Work & Security products and services through the new commerce experience.

ENGAGEMENT TERM

October 1, 2021 – September 30, 2022

Key Differences:

- No minimum NCE spend of \$25K TTM to earn.
- Core rebates are +1% higher than CSP.
- Partners earn no Co-Op with NCE.
- Customer Add Accelerator for MW transitioned for NCE only

Partner Eligibility

- 
Partner Agreement
 Microsoft Partner Network Agreement

- 
Partner Authorization
 One of the following Microsoft CSP Channel Authorizations
 - Microsoft CSP Direct Bill Partner Channel Authorization
 - Microsoft CSP Indirect Provider Channel Authorization
 - Microsoft CSP Indirect Reseller Channel Authorization

- 
Program Enrollment
 Microsoft Commerce Incentives

- 
Competency or Certification
 Cloud Business Applications, Cloud Platform, Cloud Productivity, Data Analytics, Data Platform, Enterprise Mobility Management, Enterprise Resource Planning, Small and Midmarket Cloud Solutions, Windows and Devices

- 
Membership level
 Silver or Gold

NO REV THRESHOLD

Measure and Reward

Incentives are calculated based on billed revenue

Core incentives	Strategic Accelerators
<ul style="list-style-type: none"> • Core – Modern Work & Security billed revenue, 5% 	<ul style="list-style-type: none"> • Global Strategic Product Accelerator – Tier 1, 5% • Global Calling and Conference PSTN Accelerator, 20%

Partner Association
Transacting Partner of Record

Earning Type
Indirect Rebate

Maximum earning opportunity
Based upon purchasing motion

Product Eligibility
[See Product Addendum](#)

Dynamics 365 breadth motion incentive

ENGAGEMENT SUMMARY

The Dynamics 365 breadth motion incentive, rewards Cloud Solution Provider partners who drive customer adoption and consumption of Business Applications products and services through the new commerce experience.

ENGAGEMENT TERM

October 1, 2021 – September 30, 2022

Key Differences:

- No minimum NCE spend of \$25K TTM to earn.
- Core rebates are +0.25 - 1% higher than CSP.
- Partners earn no COOP with NCE.
- Customer Add Accelerator for D365 transitioned for NCE only

Partner Eligibility

-  **Partner Agreement**
Microsoft Partner Network Agreement
-  **Partner Authorization**
One of the following Microsoft CSP Channel Authorizations
 - Microsoft CSP Direct Bill Partner Channel Authorization
 - Microsoft CSP Indirect Provider Channel Authorization
 - Microsoft CSP Indirect Reseller Channel Authorization
-  **Program Enrollment**
Microsoft Commerce Incentives
-  **Competency or Certification**
Cloud Business Applications, Cloud Platform, Cloud Productivity, Data Analytics, Data Platform, Enterprise Mobility Management, Enterprise Resource Planning, Small and Midmarket Cloud Solutions, Windows and Devices
-  **Membership level**
Silver or Gold

NO REV THRESHOLD

Measure and Reward

Incentives are calculated based on billed revenue

Core incentives

- Core – Business Applications billed revenue, **5%**

Strategic Accelerators

- Global Strategic Product Accelerator – Tier 1, 5%
- Global Strategic Product Accelerator – Tier 2, 10%

Partner Association
Transacting Partner of Record

Earning Type
Indirect Rebate

Maximum earning opportunity
Based upon purchasing motion

Product Eligibility
[See Product Addendum](#)

MORE RESOURCES

- [Operations Readiness Gallery - Seat-Based Offers in NCE](#)
- [Readiness Map - Seat-Based Offers in NCE](#)
- [Operating Guide - Seat-Based Offers in NCE](#)
- [API documentation - Seat-Based Offers in NCE](#)

[Get me there](#)

Microsoft
The one-stop-shop for all the relevant documentation & resources to market, and maximize



CSP New Commerce Experience Handbook

This handbook serves as a learning tool for partners in adapting to the CSP seat-based offers in new commerce release.



Operating Guide: NCE Experience for CSP Offers

This guide is designed to help Solution Provider (CSP) learn and understand Microsoft 365, Dynamics 365, and Power Platform.

Marketing Assets and Collaterals

Microsoft Pro-Support Services
Partner Care provides Microsoft Pro-Support to Microsoft resellers that are transacting on Ingram Micro Cloud Marketplace.

[Learn more](#)

Ingram Micro White Glove Migration Services
Ingram Micro is proud to extend the following White Glove NCE Migration services to your organization and its customers.

[Learn more](#)

Cross-Sell to Maximize Revenue
Leverage NCE as a breakthrough topic to upsell and cross-sell in your existing accounts.

[Learn more](#)

Knowledge Base Articles

How to purchase NCE seat-based subscriptions from Reseller Control Panel
This article is a walkthrough of the order process for NCE. Microsoft 365 offers as a reseller on the Cloud Marketplace.

[Learn more](#)

How to find your Partner Tenant Domain
Learn how to find your Partner and Tenant Domain details required to place an order for subscriptions.

[Learn more](#)

NCE Promotions on Ingram Micro Cloud Marketplace
Understand how to utilize NCE early adopter promotions starting from January 10, 2022.

[Learn more](#)

Subscription move from Increment/Decrement
This process is applicable to CSP subscriptions that were through Ingram Micro.

[Learn more](#)

[See all articles](#)

What to review with existing customers	Why address these challenges	How to start the conversation and guide them
<p>Review the customers' business needs</p> <ul style="list-style-type: none"> List the Microsoft on-premises or cloud products and services the customers use. Examine how their current business applications, infrastructure, security, and communication tools are used. Determine the upgrade paths for NCE based on their future needs. Export the personalized Cloud Ascent report to uncover new cross-sell or up-sell opportunities. 	<ul style="list-style-type: none"> What business problems are you facing? What, if any, products, services, or features are missing to help you achieve your business goals? What are your hesitations surrounding the public cloud? Do you feel that some of your processes are outdated and possibly take up too much of your time? Do you have a disaster recovery plan for your systems? Are data silos an issue? Are you able to easily share data between departments? Are your teams able to collaborate easily from anywhere? Are you currently satisfied with the subscription you are on? Does your existing solution enable users to update data, process sales without leaving familiar applications like Teams and Outlook? 	<ul style="list-style-type: none"> How many employees are currently working for your company? What is your 3-year business plan? Do you have market expansion goals? Do you require new features for the systems you are using?
<p>Assess the required number of seats</p> <ul style="list-style-type: none"> Validate if the existing number of seats will remain the same for the new anticipated term. 		

NCE Fundamentals Session

May 26

[Register here](#)

Live Thu · 11:00 AM

INGRAM MICRO CLOUD

Microsoft



NCE Fundamentals Session

May 26, 2022, 8:00 a.m.
PST / 5:00 p.m. CEST

► **More as a Service™**

[Register Now!](#)

NCE Fundamentals Session

Event by Ingram Micro Cloud

Thu, May 26, 2022, 11:00 AM - 12:00 PM (your local time) [Add to calendar](#)

10

10



Robert Pope
Chief Commercial Officer

“Luckily, we’ve had Ingram Micro Cloud Cloud to help us navigate Microsoft’s New Commerce Experience successfully. From our monthly calls where they’ve advised us on the best approaches to keep us ahead of the market, to extremely informative webinars, we were able to migrate our business faster and more seamlessly with Ingram Micro Cloud.

“[When] we’ve had over £50k in orders waiting to be processed with a fast-approaching deadline, it didn’t matter whether it was past 10 p.m. or the weekend; The Ingram Micro Cloud Cloud team was always happy to jump on a call to support us.”



Bam Boom Cloud
United Kingdom



Carl Fransen
CEO

“I found that using Ingram Micro Cloud’s White Glove service was essential to our move from CSP to NCE. This would have taken my staff days of painstaking work, manually adding a new NCE product, verifying the client and removing the old CSP license on every single subscription, per client.

All CTECH had to do was provide a simple Excel sheet of which subscriptions we wanted to be transferred. After we submitted it to the Ingram Micro Cloud Team, it was completed by the next business day.”



CTech Group
Canada

NCE Business Growth Opportunity

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BAMS

Build

Advise

Manage

Sell



**Cross-sell /
Upsell**

EXPAND YOUR OFFERING, GROW YOUR VALUE

Microsoft Azure

- [Build an Azure Practice](#)
- [Azure Accelerate Program](#)
- [Azure for ISVs](#)
- [Azure Marketplace](#)

Microsoft 365

- [Build an Modern Work Practice](#)
- [Modern Work Accelerate Program](#)
- [Microsoft Teams Opportunity](#)
- [Microsoft 365 Services](#)

Microsoft Dynamics 365

- [Expand your SMB Practice](#)
- [ISV Connect](#)
- [Catalyst](#)
- [Migration](#)
- [Dynamics 365 Accelerate](#)

Microsoft Power Platform

- [Build a Power Apps Practice](#)
- [Become a Power Apps Partner](#)
- [ISV Connect](#)
- [FastTrack](#)
- [Power Platform Accelerate](#)

WHAT IS CLOUD ASCENT?

WHAT YOU GET

A single dashboard with a downloadable file that...

- Lists all of your customers ready for renewal
- Prioritizes customers based on the relevance of a given workload to their current environment and their likelihood to buy at this time
- Provides insights into cross-sell and upsell opportunities
- Identifies specific recommended actions based on a specific customer rating
- Calculates the likelihood of customer renewal

HOW IT WORKS

Aggregates data from hundreds of internal/external sources and signals

Applies predictive modelling to determine customer fit and intent

- Fit – How frequently is a given product sold within similar customer environments?
- Intent – Is there a set of activities that indicates a customer is looking to buy a given solution?

Determines customers propensity to buy a given product by mapping fit against intent

HOW DOES CLOUD ASCENT KNOW WHAT IS AN “ACT NOW”?

CloudAscent SMB Predictive Models, AI and ML driven models using hundreds of signals

SOCIAL ENGAGEMENT

Behavior Elements

- ❖ Browsing patterns
- ❖ Job postings
- ❖ Blogs
- ❖ Skills Profiles
- ❖ Content downloads
- ❖ Conferences
- ❖ Social Engagement

BROWSING PATTERNS & CONTENT CONSUMPTION

Solution Categories

- ❖ Cloud Productivity
- ❖ Cloud Platform – Cloud BI & Analytics, Cloud Infra, Cloud DB & Data Warehousing.
- ❖ CRM – Relationship Sales, Customer Service & Field Service
- ❖ ERP
- ❖ Mobile Device Mgmt. and Security
- ❖ Database – BI/Analytics, Big Data Modernization & Compliance
- ❖ Voice

WIN / LOSS MS SALES & CRM DATA

Sales Elements

- ❖ Sales historical revenues/products, sales opportunities
- ❖ Win/Loss factors
- ❖ Products owned, activated, consumed
- ❖ 100+ additional variables

FIRMOGRAPHICS & TECHNOLOGY INSTALL

External Firmographics

- ❖ Company size
- ❖ # of employees
- ❖ recent funding events
- ❖ Hiring

Install Data

- ❖ 3rd party technology profile data racking of 3,000+ technologies/installed bases publicly accessible data



What is a Cloud Ascent Predictive Model?

Predictive Models
What is a Cloud Ascent

accessible data
technologies/installed bases publicly
racking of 3,000+

Partner Opportunities with NCE (& MPN/ MCPP)

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THE INDUSTRY FOCUSED OPPORTUNITY



Healthcare



Automotive



Government



Retail



Manufacturing



Energy



**Financial
Services**



**Professional
Services**

HOW ARE THE MICROSOFT PARTNER NETWORK PROGRAMS CHANGING?



**New Partner Designations /
Adding six solution areas**



**New Partner Qualifying
Levels / Changing with two
levels**



**Evolution of Partner
Competencies and Badges**

INTRODUCING SOLUTIONS PARTNER DESIGNATIONS

Designations aligned to the Microsoft solution areas that recognize your broad technical capabilities and demonstrated success delivering technology solutions.

Demonstrate your breadth of skills and knowledge and set yourself apart from the competition. Once you attain a solutions partner designation, you can further validate deep technical expertise and experience by earning a specialization (currently called advanced specializations).

Benefits aligned to your solutions partner designation including product benefits, go-to-market services, co-sell eligibility, skilling and sales enablement resources, and customer-facing badges to help you market your expertise.



SIX SOLUTIONS AREAS

1. Data & AI (Azure)
2. Infrastructure (Azure)
3. Digital & App Innovation (Azure)
4. Business Applications
5. Modern Work
6. Security



**Solutions partner
for Infrastructure
(Azure)**

Microsoft
Solutions partner
Infrastructure
Azure



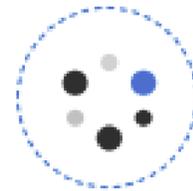
**Solutions partner
for Data & AI
(Azure)**

Microsoft
Solutions partner
Data & AI
Azure



**Solutions partner
for Digital & App
Innovation (Azure)**

Microsoft
Solutions partner
Digital & App Innovation
Azure



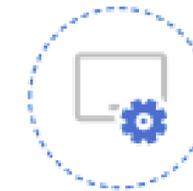
**Solutions partner
for
Modern Work**

Microsoft
Solutions partner
Modern Work



**Solutions partner
for
Security**

Microsoft
Solutions partner
Security



**Solutions partner
for Business
Applications**

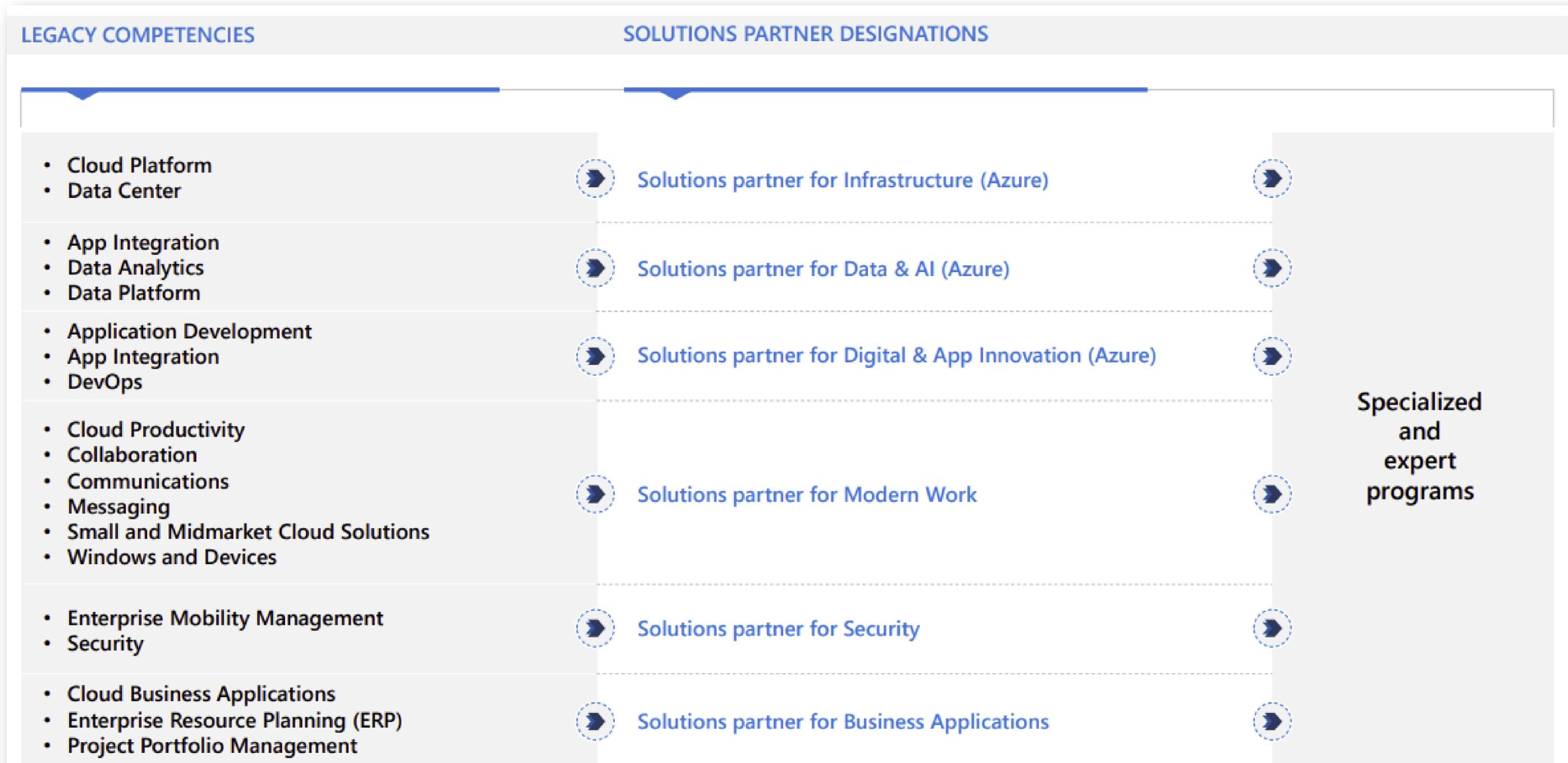
Microsoft
Solutions partner
Business Applications



***Solutions partner
for Microsoft
Cloud**

Microsoft
Solutions partner
Microsoft Cloud

HOW COMPETENCIES MAP TO SOLUTIONS PARTNER DESIGNATIONS



KEY DATES: MICROSOFT PARTNER NETWORK PROGRAMS EVOLUTION

March 16, 2022*

Public announcement introducing solutions partner designations. Notification that after September 30, 2022, legacy competencies will no longer be valid.

- Partners will be able to check their progress towards attaining a designation through Partner Center.
- Partners will have six months' notice before designations are available and existing competencies are no longer available.

September 30, 2022*

Last day partners can renew legacy competencies. Associated badging will no longer be valid from October, but partners can retain their benefits.

October 3, 2022*

Solutions partner designations are available to attain.

- Partners will need to meet the required partner capability score to attain solutions partner designations.
- No further competency renewals will be processed.
- Benefits associated with **legacy competencies continue through the partners' next anniversary date.**

*All dates and requirements are subject to change

Staying up to date



KNOW WHERE TO GO

- ✓ [Ingram Micro Cloud NCE Website](#)
- ✓ [Microsoft NCE Assets](#)
- ✓ [Microsoft Partner Center Announcements Websites](#)
- ✓ [Microsoft NCE Blog](#)
- ✓ [Partner Opportunity Blog](#)

- ✓ [Read Microsoft Blog Post](#)
- ✓ [Consult the Microsoft Partner Network assets](#)
- ✓ [Visit the new Microsoft Partner Network Programs website](#)
- ✓ [Download the Overview Deck](#)
- ✓ [Download the FAQ](#)

Showing 1-12 of 20 assets

The grid displays 8 asset cards, each with a thumbnail image, a title, a brief description, and a date. The assets include:

- Card 1:** New features and key dates in CSP new commerce seat-based offers. Date: 2022-03-11.
- Card 2:** Promotions update for commercial seat-based offers in traditional Cloud Solution Provider (CSP) and new commerce. Date: 2022-02-28.
- Card 3:** New features and milestones coming to CSP new commerce. Date: 2022-02-24.
- Card 4:** Corrections to March Cloud Solution Provider (CSP) price list preview for both legacy and new commerce. Date: 2022-02-08.
- Card 5:** Update: Monthly term option and new products available from February 1 for most remaining commercial. Date: 2022-02-01.
- Card 6:** Product SKUs removal and promotions update for commercial seat-based offers in the Cloud Solution Provider (CSP) new commerce. Date: 2022-01-31.
- Card 7:** Monthly term option and new products for CSP new commerce seat-based offers. Date: 2022-01-31.
- Card 8:** Product SKU removal and promotions update for CSP new commerce offers. Date: 2022-01-31.

The grid displays 6 asset cards, each with a thumbnail image, a title, a brief description, and a date. The assets include:

- Card 1:** Evolving the Microsoft Partner Network programs. Date: 2022-03-16.
- Card 2:** Solutions partner for Business Applications. Date: 2022-03-16.
- Card 3:** Solutions partner for Data & AI (Azure). Date: 2022-03-16.
- Card 4:** Solutions partner for Digital & App Innovation (Azure). Date: 2022-03-16.
- Card 5:** Solutions partner for Infrastructure (Azure). Date: 2022-03-16.
- Card 6:** Solutions partner for Modern Work. Date: 2022-03-16.

Thank you!

Q&A / Quiz

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