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Mastering Solutions Partner Designation :

Modern Work .

- Presenter Name
- Date

Agenda

- Brief Overview: Solutions Partner Designation (SPD)
- Solutions Partner Designation: Modern Work
- Requirements for Modern Work
- Checking Your Progress
- Understanding your scores
- Tips & Tricks: Improving your score
- Partner Associations: CPOR
- Q&A / Resources

New to Solutions Partner Designation Program?

A practical refresher on Microsoft Solutions Partner designations.

- We recommend watching the Solutions Partner Designation 101 session
- Unpack the essentials: what they are, the partner benefits (product entitlements, go to market and co sell), and a high-level overview of the Partner Capability Score across performance, skilling and customer success, aligned to Microsoft's current partner program.
- You'll leave with a simple starting checklist, an understanding of where to find and track your score, and practical tips to prioritise effort, so you can begin working toward a designation with confidence and know when to reach out for tailored guidance.

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Overview: Solutions Partner Designation

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Solutions Partner designations

The Solutions Partner designation is the first opportunity for you to set yourself apart from the competition by demonstrating your organization's breadth of capabilities in solution areas with high customer demand and opportunities to scale.

Easily identifiable

Customers want to work with partners who have the right skills and capabilities to meet their needs.

A Solutions Partner designation identifies partners with specific capabilities and experiences in high customer demand solution areas.

Choose one or more

Partners can choose to earn one Solutions Partner designation, or more, if applicable to your organization.

Once you attain a Solutions Partner designation, subsequent designations can be attained, after requirements are met, with no additional fee.

Opportunity

There are significant opportunities for partners in this new world of work—whether you build and sell services, software, or devices.

We're continuing to invest in new designations to differentiate solutions based on partners' technical maturity and customer success.

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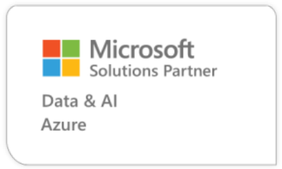
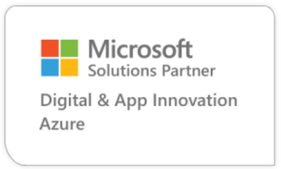
Distinguish yourself with Solutions Partner designations

Solutions Partner for Business Applications

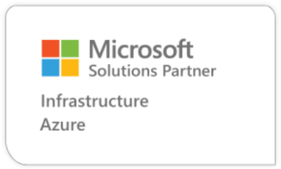
Solutions Partner for Data & AI (Azure)



Solutions Partner for Digital & App Innovation (Azure)



Solutions Partner for Infrastructure (Azure)



Solutions Partner for Modern Work

Solutions Partner for Security

***Solutions Partner for Microsoft Cloud**

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

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

Specializations further validate deep technical expertise after you attain a Solutions Partner designation and set you apart from the competition.

*Partners who attain all six Solutions Partner designations receive a Microsoft Cloud badge, recognizing your capabilities across the Microsoft Cloud.

Benefits for Solutions Partner designations

Benefits for Solutions Partners are effective, helpful, and relevant to your organization. We're investing more to help you with business development, increasing customer reach, and expanding technical skilling and enablement.

Encouraging business development

- Product benefits (formerly internal use licenses) have been designed to align to the Solutions Partner designations, including:
  - Azure bulk credits for your organization
  - Access to development environments
  - New cloud services subscriptions that are most relevant in market

Increasing customer reach

- Co-selling with Microsoft to expand your customer footprint
- Go-To-Market services, assets, and personalized consultation to help you along your marketing journey
- Microsoft solutions provider placement to increase exposure
- Customer-facing badges to showcase your capabilities

Expanding technical skilling and enablement

- Personalized assistance, comprehensive courses, and world-class Microsoft experts to build your knowledge
- Technical presales and deployment services to help you deliver solutions faster
- Product (on-prem and cloud), platform, and technical support to help you troubleshoot specific issues

For details about benefits specific to each Solutions Partner designation, review our benefits guide

Solutions Partner Designation: Modern Work

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Solutions Partner for Modern Work

As a Solutions Partner for Modern Work, you demonstrate your broad capability to help customers boost their productivity and make the shift to hybrid work using Microsoft 365.

Becoming a Solutions Partner for Modern Work gives customers a way to identify you as a partner that has both the commitment to training, accreditation, and has delivered solutions that lead to customer success.

If these activities describe the work that you do, consider Solutions Partner for Modern Work:

- Deploying, driving adoption of, and managing Microsoft 365 apps and services to help customers work, learn, organize, connect, and create
- Empowering personal computing with deployment and modern management services for Windows and Windows 365
- Implementing, driving adoption of, and managing Microsoft Teams, Microsoft Teams Devices, and Microsoft Teams Rooms to help customers communicate and collaborate with chat, meetings, and calls
- Delivering services and solutions to digitally enable customers' frontline workers
- Delivering employee experience services and solutions for Microsoft Viva to help customers harness knowledge and expertise, amplify culture and communications, accelerate skilling and growth, or balance productivity and wellbeing
- Building custom apps and solutions on the Microsoft 365 platform to meet the specific needs of your customers

*All dates an requirements subject to change.
For more information about Solutions Partner for Modern Work, click here.

Why become a Modern Work Solutions Partner?

Drive customer confidence

The Solutions Partner designation has a holistic measurement framework, the **partner capability score**. This measures your organization's technical capabilities and allows you to showcase solutions you have delivered to help customers succeed and grow.

Differentiate your business

When you become a Solutions Partner, you will receive a badge that differentiates your services and solutions from the competition.

Unlock access to program benefits

Enhanced product benefits to help with business development, tailored to partners driving Microsoft 365.

Co-selling with Microsoft and go-to-market programs to increase customer reach

Expanding technical skilling and enablement through technical support, pre-sales and deployment services

Microsoft Incentives

Some Microsoft partner incentives require partners to have the Solutions Partner designation to be eligible to earn incentives.

Learn more about partner eligibility for Microsoft incentives in the Microsoft Commercial Incentives Guide.

Benefits for Modern Work

Benefits will include all common Solutions Partner benefits, like go-to-market services, TP&D advisory hours, technical support incidents, as well as unique product benefits designed specifically for Solutions Partner for Modern Work.

Product Group	Solutions Partner for Modern Work	Modern Work specialization*
Microsoft 365 Copilot	5 users	5 users
Windows 365 Enterprise	5 users (Premium)	-
Visual Studio Subscriptions	25 Visual Studio Enterprise subscriptions	10 Visual Studio Enterprise subscriptions
Dynamics 365 (D365)	D365 Operations Application Partner Sandbox, D365 Sales, Field Service and Customer Service Partner Sandbox	-
Viva Suite	50 users	50 users
Microsoft 365 (M365)	200 M365 E5 users, 25 Business Premium users, 25 M365 EDU A5 users	50 M365 E5 users
Power Platform	25 Power Apps Premium, 25 Power Automate Premium, 5 Power Automate Process	-
Microsoft Project Online	20 users (Plan 5)	-
Visio Online	5 users (Plan 2)	-
Software Licenses	100 Windows Server Standard 2025, 32 Windows Server 2025 Data Center, 16 SQL Server, 100 System Center Standard, select CALs, and more	-

**Max stacking of 3 specializations across all Modern Work specializations.*
This asset is intended only for reference purposes as a high-level overview. Benefits are subject to change. Full details and terms and conditions are subject to applicable program guide.

Requirements for Modern Work

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How to attain a Solutions Partner designation

A Solutions Partner for Modern work demonstrates a broad capability to help customers boost their productivity and make the shift to hybrid work using Microsoft 365.

A minimum of 70 points must be earned, with points in each individual metric.

There are 100 points possible in total across categories.

Performance

This category is measured by net customer adds.

Skilling

This category verifies and demonstrates your dedication to skilling and training by intermediate and advanced certifications.

Customer success

This category is measured by usage growth and the number of solution deployments.

Admins can sign-in to Partner Center to see how your organization is progressing towards a Solutions Partner designation.

Requirements for Modern Work

	Eligible attributions	Threshold (Enterprise path)	Threshold (SMB path)	Max points
Performance				**20**
Net Customer Adds	**Enterprise:** CPOR, DPOR, **SMB:** CPOR, CSP Tier-1, CSP Tier-2	5	10	20
Skilling				**25**
Intermediate Certifications	Microsoft 365 Fundamentals Microsoft 365 Certified: Teams Administrator Associate Microsoft Certified: Identity and Access Administrator Associate Microsoft 365 Certified: Collaboration Communications Systems Engineer Associate Microsoft 365 Certified: Endpoint Administrator Associate	4 unique individuals	2 unique individuals	10
Advanced Certifications	Microsoft 365 Certified: Enterprise Administrator Expert Teams Meetings and Meeting Rooms Technical Assessment	2 unique individuals	1 individual	15
Customer Success				**55**
Usage Growth	**Enterprise:** CPOR, DPOR, **SMB:** CPOR, CSP Tier-1, CSP Tier-2	**In TTM:** **CPOR:** 1,000 MAU Growth **DPOR:** 4,000 MAU Growth	**In TTM:** **CPOR:** 500 MAU Growth **CSP:** 2,000 MAU Growth	30
Deployments	**Enterprise:** CPOR, DPOR, **SMB:** CPOR, CSP Tier-1, CSP Tier-2	**In TTM:** **CPOR:** 5 new deployments **DPOR:** 10 new deployments	**In TTM:** **CPOR:** 5 new deployments **CSP:** 10 new deployments	25
TOTAL				**100**
Minimum total points required for Solutions Partner designation				**70**
Product eligibility	Eligible workloads: InTune, Exchange, Microsoft365Apps , Sharepoint, Teams, Teams Meetings, Teams Phone /calling/1p/3p, Teams Platform, Viva Eligible SKUs: All paid Modern Work (Microsoft 365, Office 365 and Office 2019) commercial SKUs, and all paid education license/SKUs.			

All dates an requirements subject to change.

*For more information about measurements specific to Solutions Partner for Modern Work, click here.

Checking Your Progress

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The Microsoft Partner Center

https://aka.ms/partnerCenterDash

You can track your progress towards attaining the Solutions Partner for Modern work designation in Partner Center. (Roles: *Microsoft AI Cloud Partner Program partner admin*)

Solutions Partner page in the Insights workspace shows you details regarding your partner capability score in the respective solution areas.

The **Solutions Partner score simulator** can help you understand the designations and how its performance can affect scores in the respective solution areas. It can also help with strategic planning and exploration. It's useful for planning the best course of action based on the simulated effects can have on your **partner capability score.**

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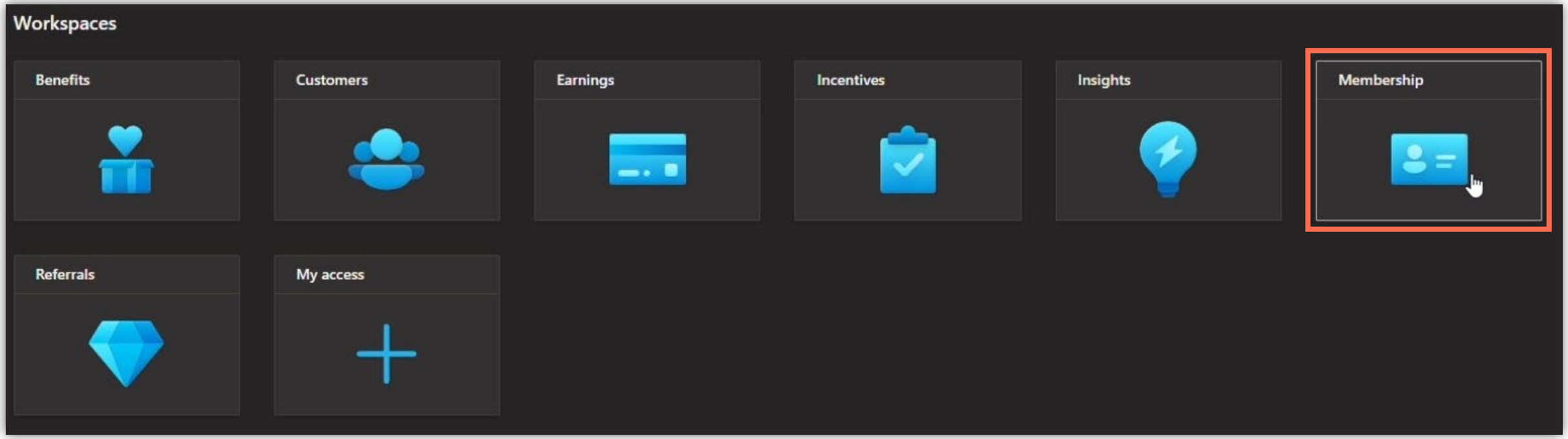
View your Membership

Use the membership workspace:

- View your programs and membership status
- Explore available membership paths
- Resources and quick links



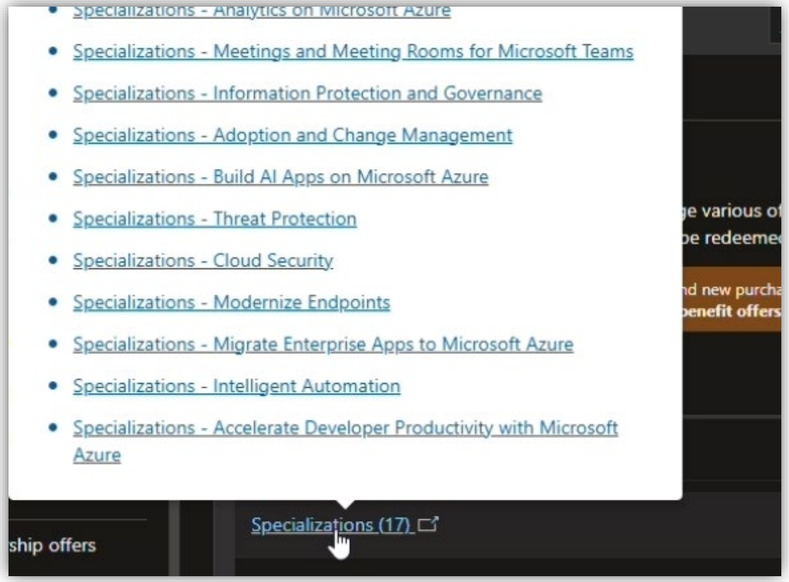
View your Membership

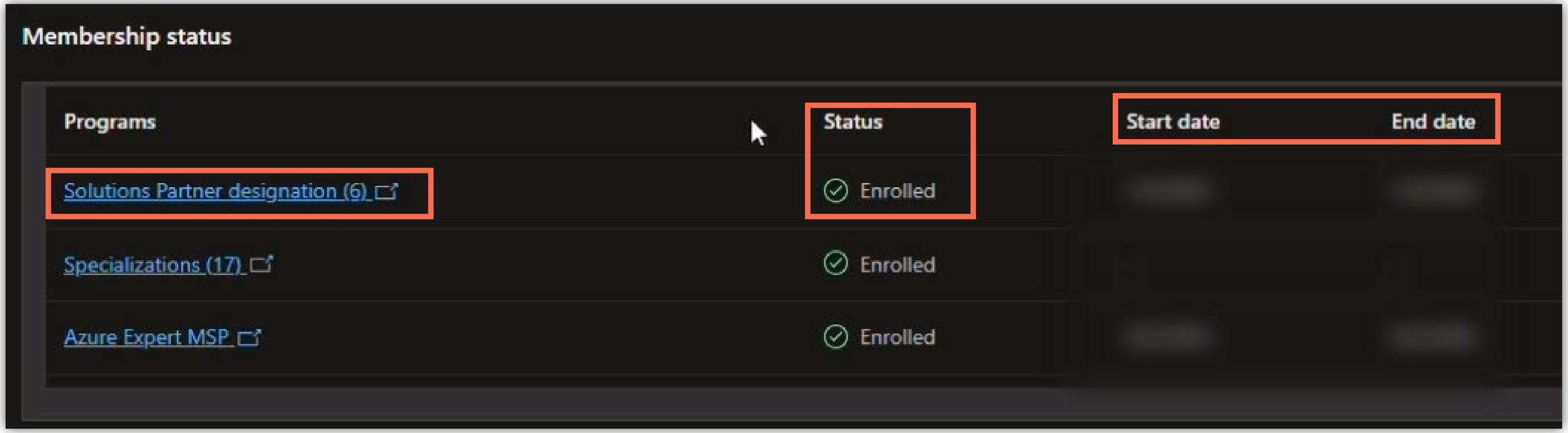
Membership Status:

- View your enrolment
- View program start/end dates

Programs:

- Solutions Partner Designations
- Specialisations
- Other MS programs

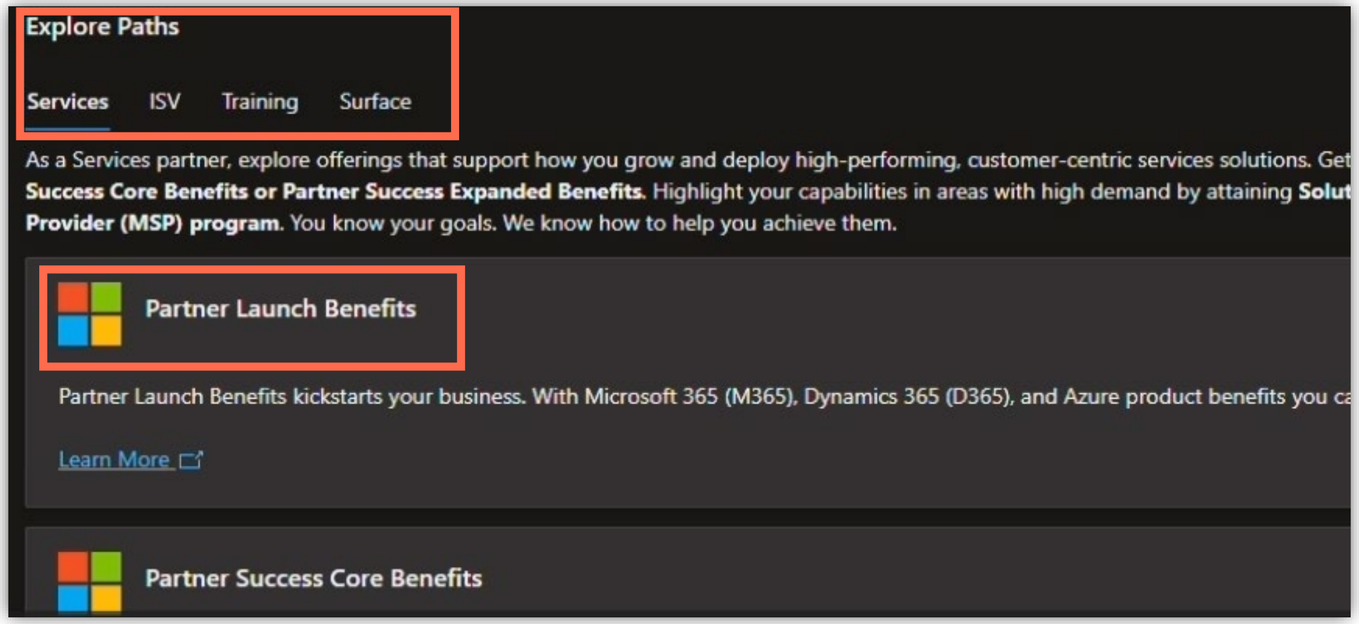


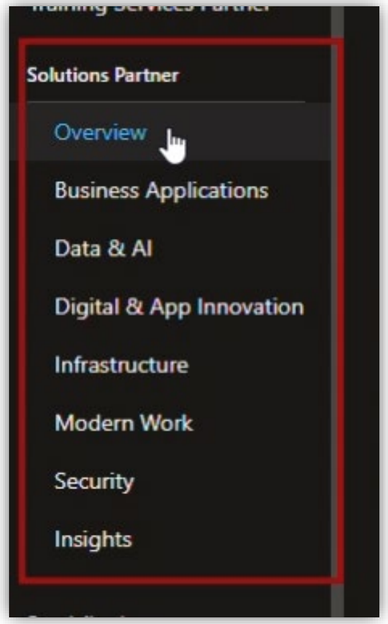


View your Membership

Explore available programs and resources:

- Navigate paths for Services, ISV, Training and Surface partners
- Click to learn more for each program
- Access Quick Links and relevant settings
- Navigate membership pages

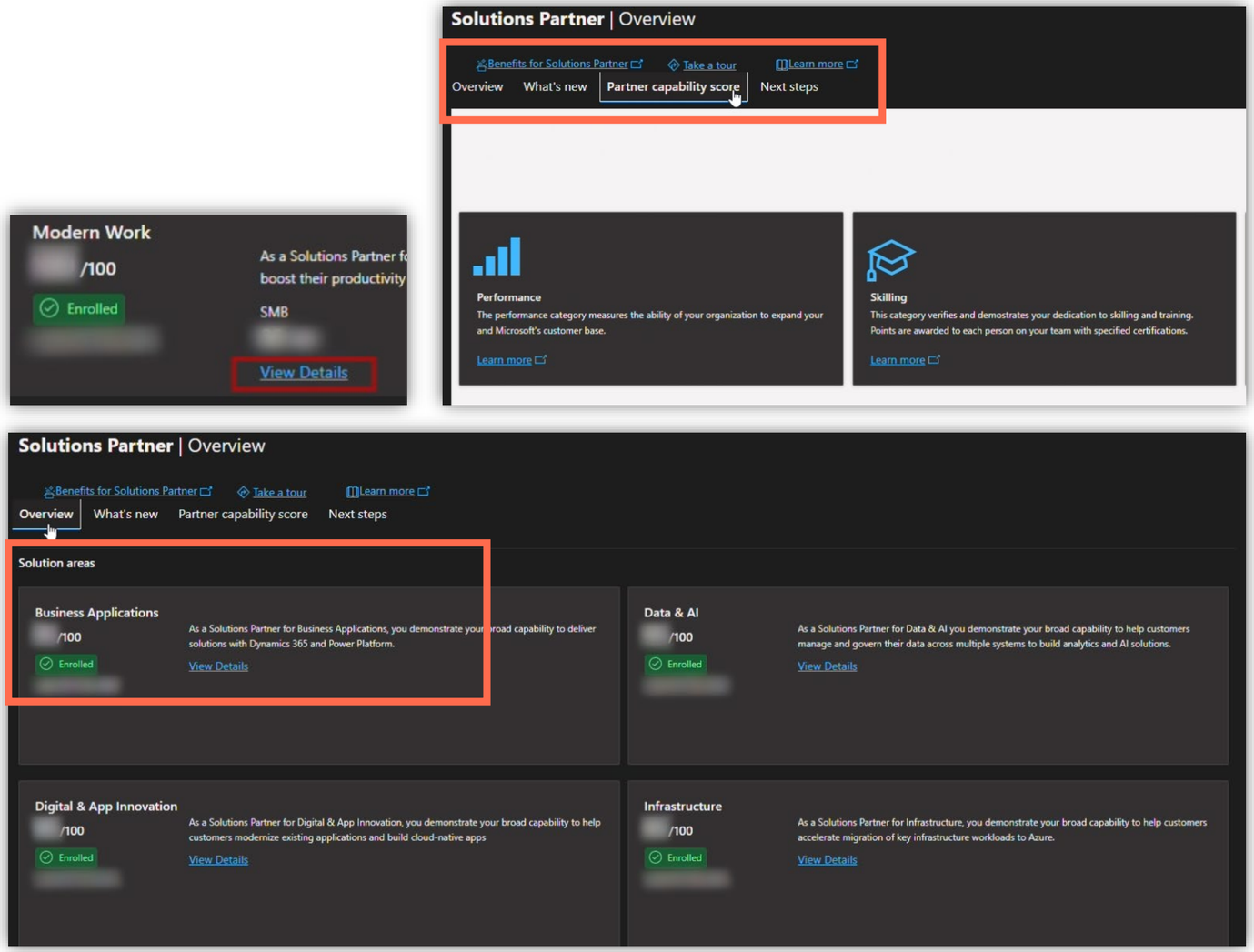




Solutions Partner Overview

Solutions Partner Overview page:

- Check your designation enrolment status, anniversary and score at a glance
- Explore designation guidance and resources
- Jump into each solution area for more details



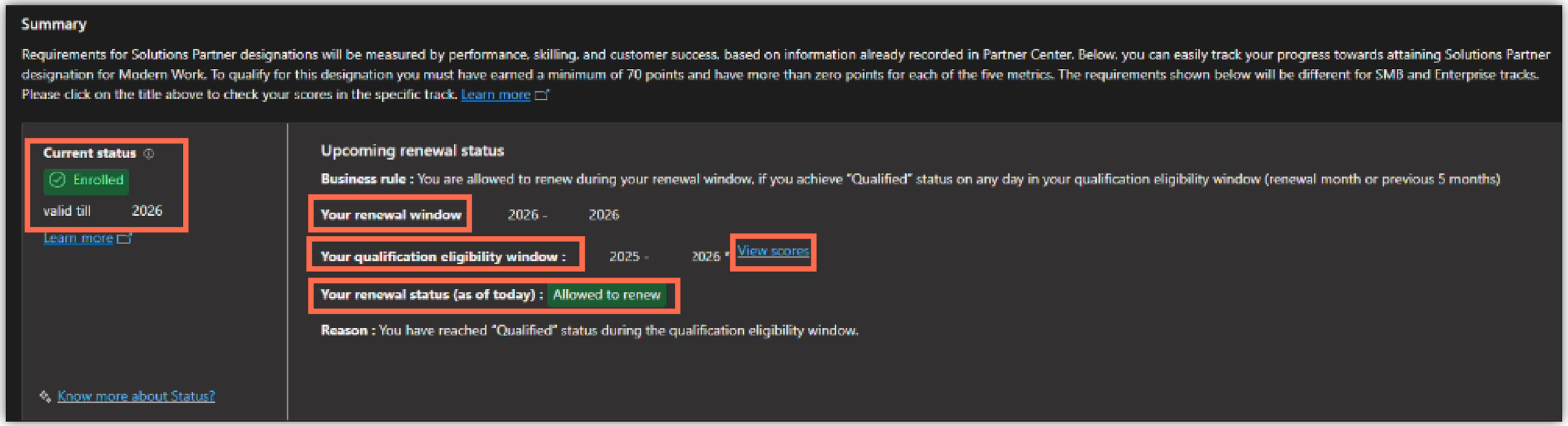
Modern Work Overview

View your Modern Work status and renewal date:

- Enrolled, Qualified – good news, you have the SPD or can enrol!
- Partial – you have at least 70 points but are missing other requirements like 1 point in each individual category or required certifications.
- In Progress, Not Started – you still have bit of work to do.

Check your upcoming renewal status:

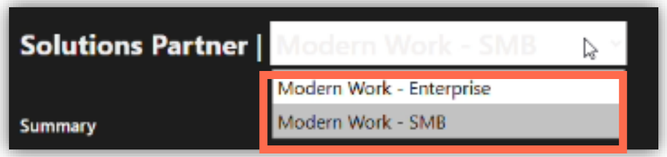
- Your renewal window
- Qualification eligibility window – if you meet eligibility requirements anytime during the 5 months preceding your renewal, you will be able to attain the designation
- Your renewal status (as of today) and reason

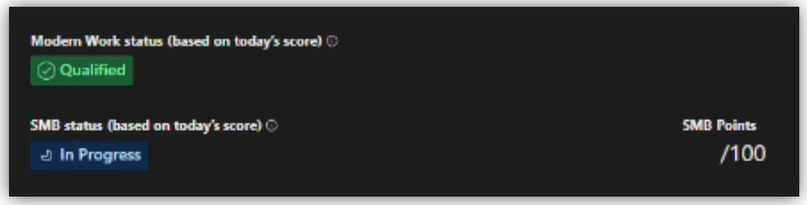


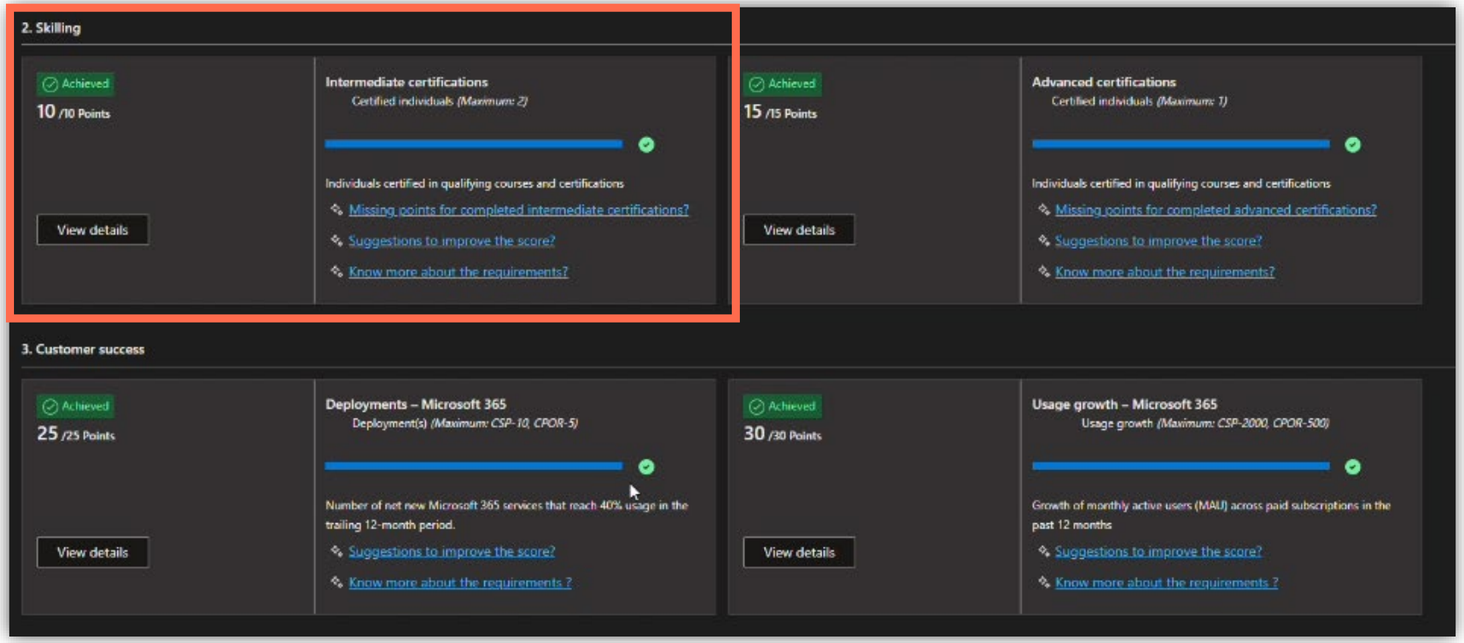
Modern Work Overview

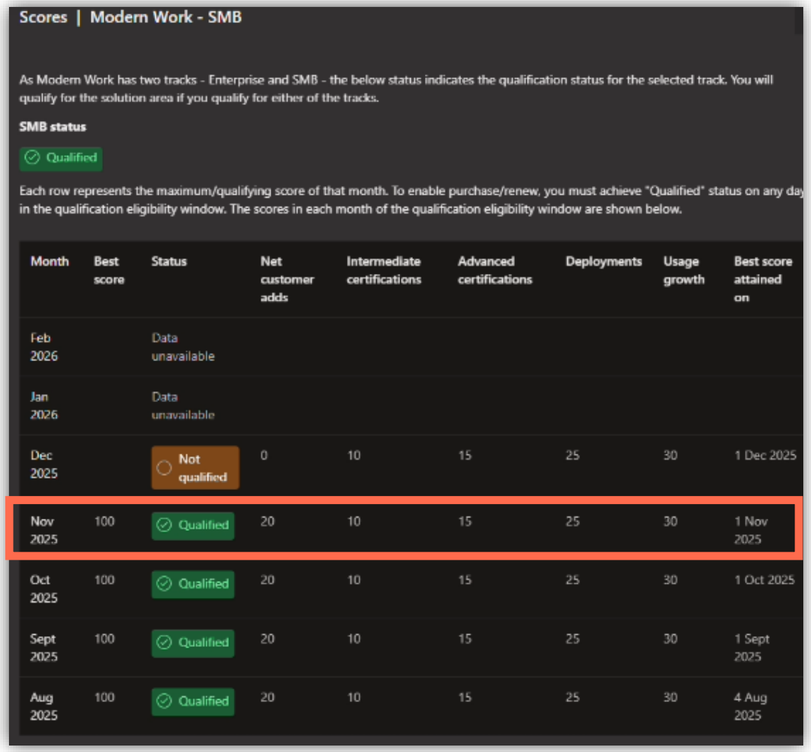
View your Modern Work status and renewal date:

- Switch between Enterprise and SMB paths
- Review your qualification window score history
- View your qualifications snapshot based on today's score
- View individual category score cards









Understand your score

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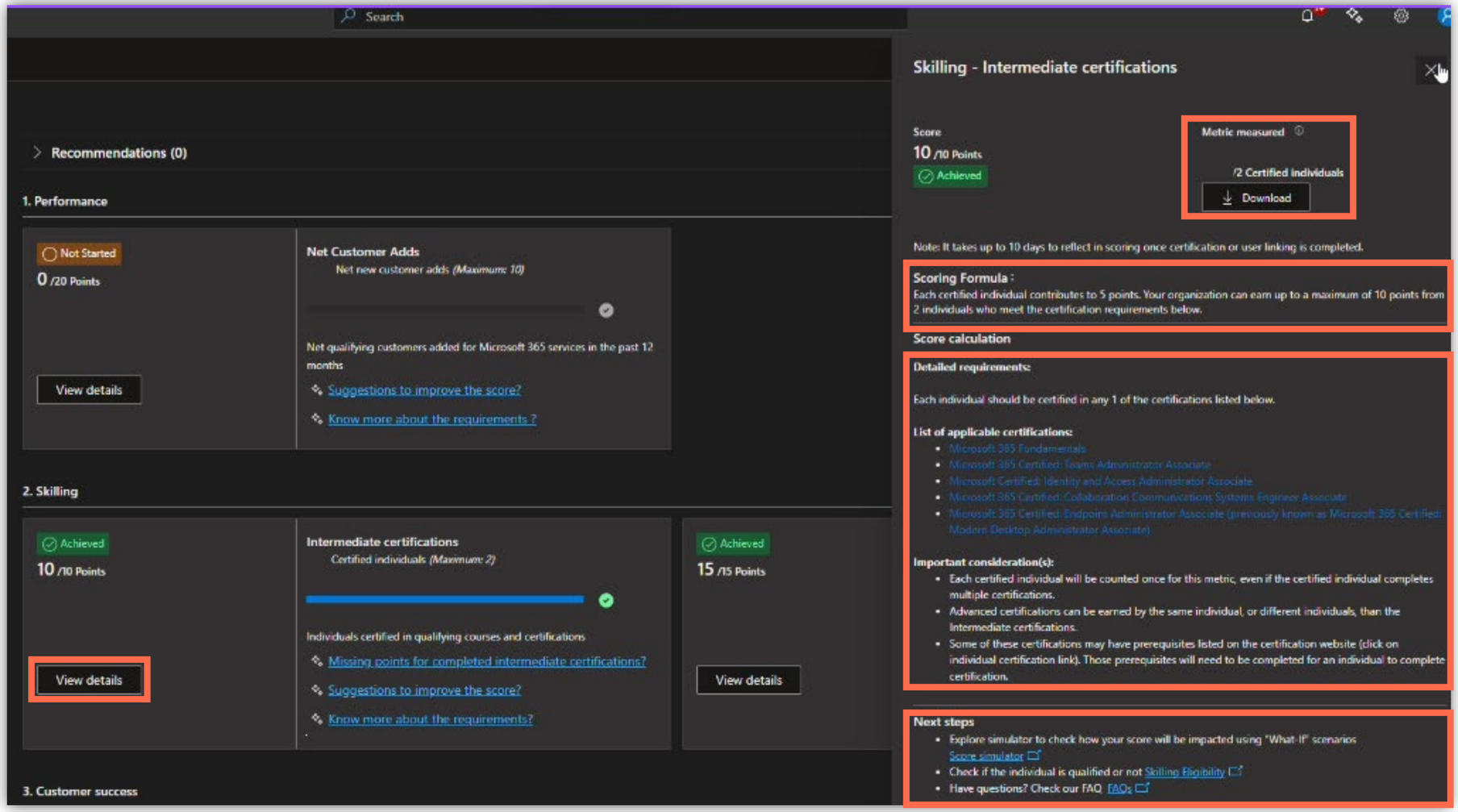
Modern Work: Scorecards

Individual scorecard details:

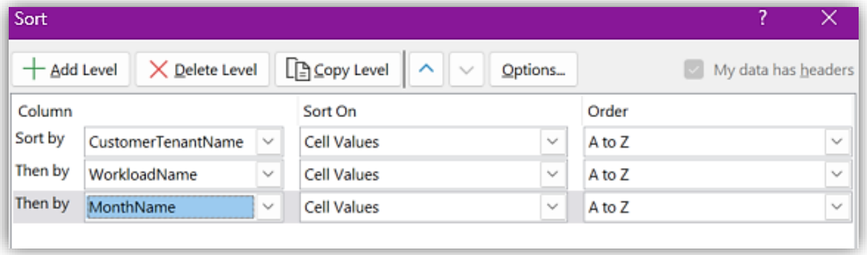
- Click “View Details” under each card for more information
- Download a breakdown of score contributions used to calculate your score
- Understand more about how the category score is calculated, scoring formula, detailed requirements and eligibility criteria
- View guidance and next steps



Modern Work: Detailed Metrics

Detailed contribution export:

- Download .csv report from the subcategory
- View certifications, customer tenant data and usage for your score contribution
- Tip: Format and sort the file to group customer tenants and workloads. Use conditional formatting to highlight insights
- Tip: Use Analyst in Copilot to further understand your customer data

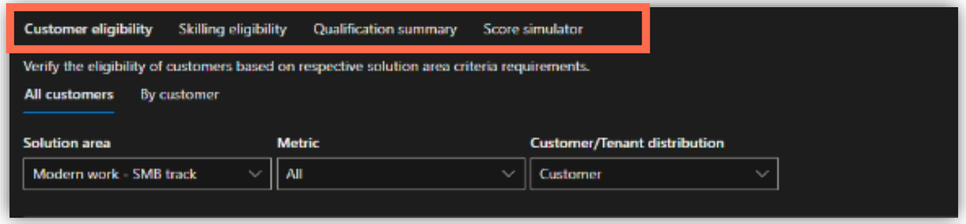


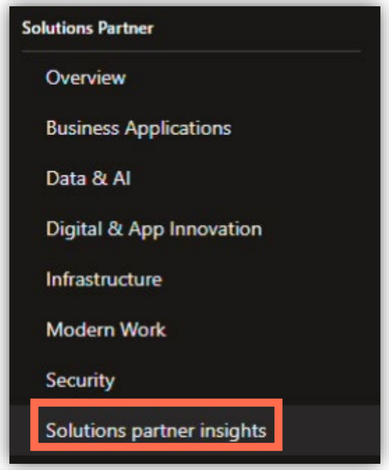
CustomerTenantName	PartnerAttachType	WorkloadName	MonthName	ActiveUsage	QualifiedUsage
5C8E1A7F3B9D4E26F0A3	CSP Tier1	Exchange	Oct-2024	13.00	14.00
5C8E1A7F3B9D4E26F0A3	CSP Tier1	Exchange	Oct-2025	12.00	14.00
5C8E1A7F3B9D4E26F0A3	CSP Tier1	Intune	Oct-2024	1.00	11.00
5C8E1A7F3B9D4E26F0A3	CSP Tier1	Intune	Oct-2025	3.00	11.00
5C8E1A7F3B9D4E26F0A3	CSP Tier1	Microsoft365Apps	Oct-2024	15.00	11.00
5C8E1A7F3B9D4E26F0A3	CSP Tier1	Microsoft365Apps	Oct-2025	12.00	11.00
5C8E1A7F3B9D4E26F0A3	CSP Tier1	SharePoint	Oct-2024	6.00	11.00
5C8E1A7F3B9D4E26F0A3	CSP Tier1	SharePoint	Oct-2025	8.00	11.00
5C8E1A7F3B9D4E26F0A3	CSP Tier1	Teams	Oct-2024	6.00	11.00
5C8E1A7F3B9D4E26F0A3	CSP Tier1	Teams	Oct-2025	7.00	11.00
5C8E1A7F3B9D4E26F0A3	CSP Tier1	TeamsMeetings	Oct-2024	6.00	11.00
5C8E1A7F3B9D4E26F0A3	CSP Tier1	TeamsMeetings	Oct-2025	7.00	11.00
5C8E1A7F3B9D4E26F0A3	CSP Tier1	VivaEngage	Oct-2024	0.00	11.00
5C8E1A7F3B9D4E26F0A3	CSP Tier1	VivaEngage	Oct-2025	0.00	11.00
6F2A9E3C7D1B4A8F05C3	CSP Tier1	Exchange	Oct-2024	76.00	95.00
6F2A9E3C7D1B4A8F05C3	CSP Tier1	Exchange	Oct-2025	84.00	88.00
6F2A9E3C7D1B4A8F05C3	CSP Tier1	SharePoint	Oct-2024	44.00	87.00
6F2A9E3C7D1B4A8F05C3	CSP Tier1	SharePoint	Oct-2025	52.00	80.00
6F2A9E3C7D1B4A8F05C3	CSP Tier1	Teams	Oct-2024	71.00	95.00
6F2A9E3C7D1B4A8F05C3	CSP Tier1	Teams	Oct-2025	69.00	88.00
6F2A9E3C7D1B4A8F05C3	CSP Tier1	TeamsMeetings	Oct-2024	49.00	95.00
6F2A9E3C7D1B4A8F05C3	CSP Tier1	TeamsMeetings	Oct-2025	40.00	88.00
6F2A9E3C7D1B4A8F05C3	CSP Tier1	VivaEngage	Oct-2024	0.00	86.00
6F2A9E3C7D1B4A8F05C3	CSP Tier1	VivaEngage	Oct-2025	11.00	79.00
7C1E9A3E5B8D02E4A6C9	CSP Tier1	Exchange	Oct-2024	53.00	96.00

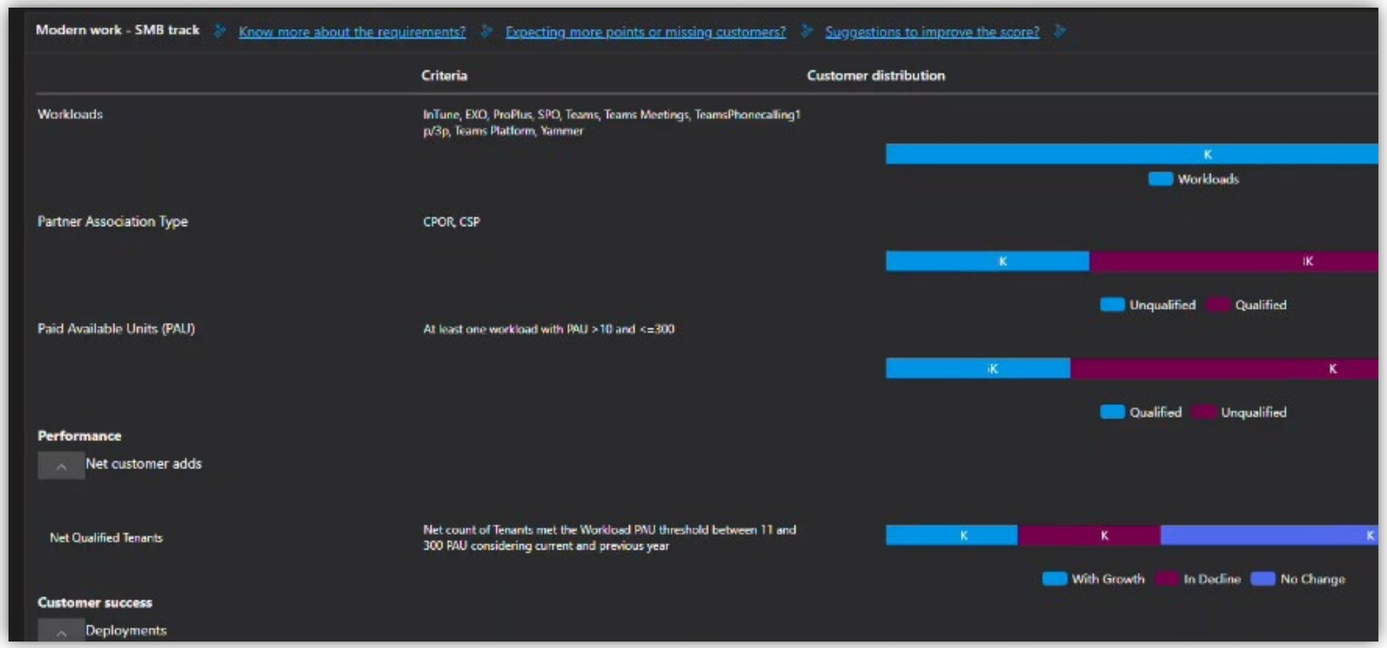
Solutions Partner Insights

Understand your score with Solutions Partner Insights:

- Roles: *Microsoft AI Cloud Partner Program partner admin | Executive report viewer (Organizational level)*
- View details regarding your partner capability score in the respective solution areas:
  - **Qualification summary** shows the qualification details for solutions areas along with qualified customer details and metric trends.
  - **Customer eligibility** allows you to verify whether a customer is eligible to contribute towards the designation score.
  - **Skilling eligibility** allows you to monitor progress towards achieving the skilling requirements.



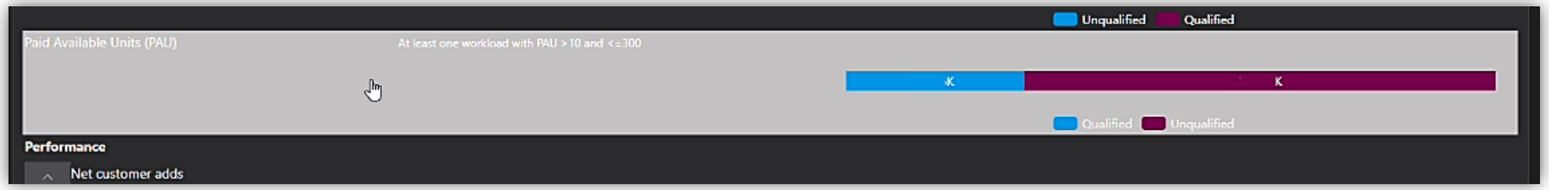


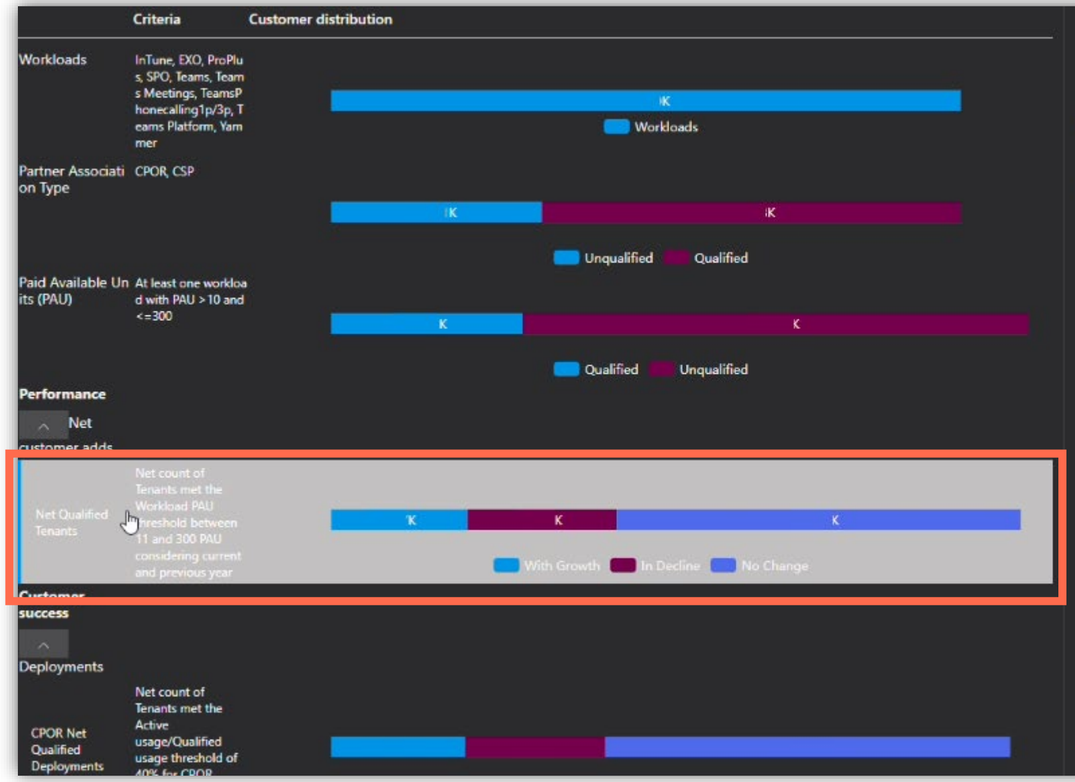


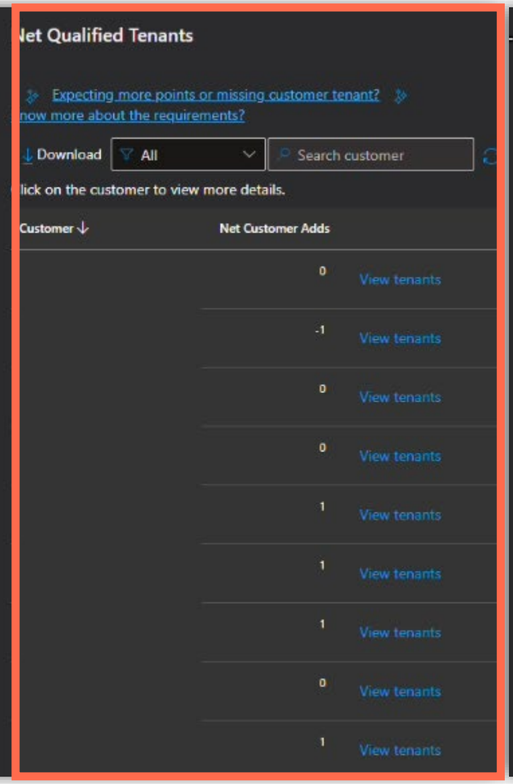
Solutions Partner Insights

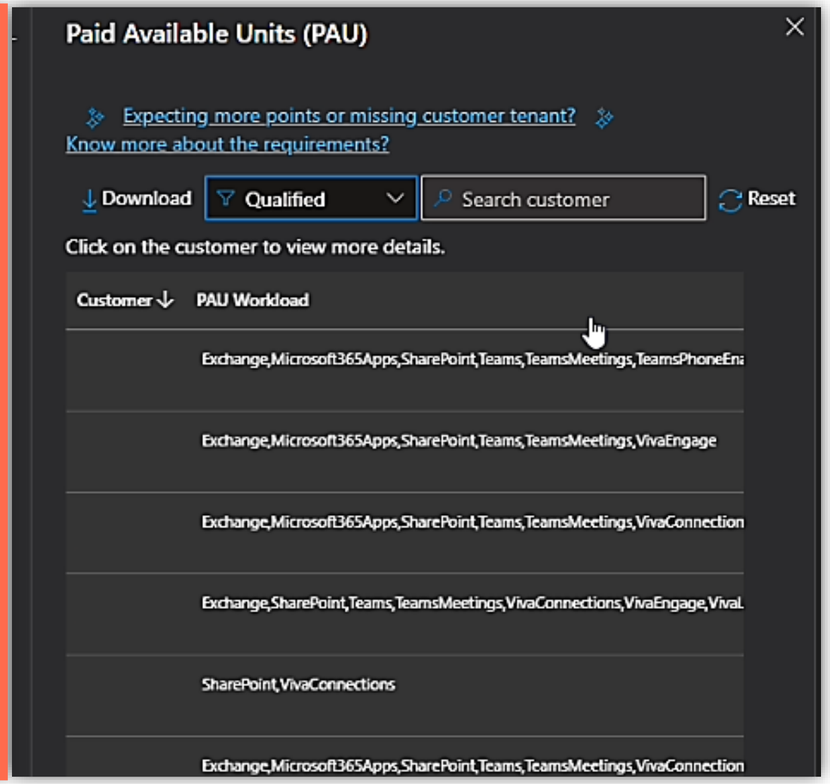
Understand your score with Solutions Partner Insights:

- Drill down into individual categories for more information on score contribution





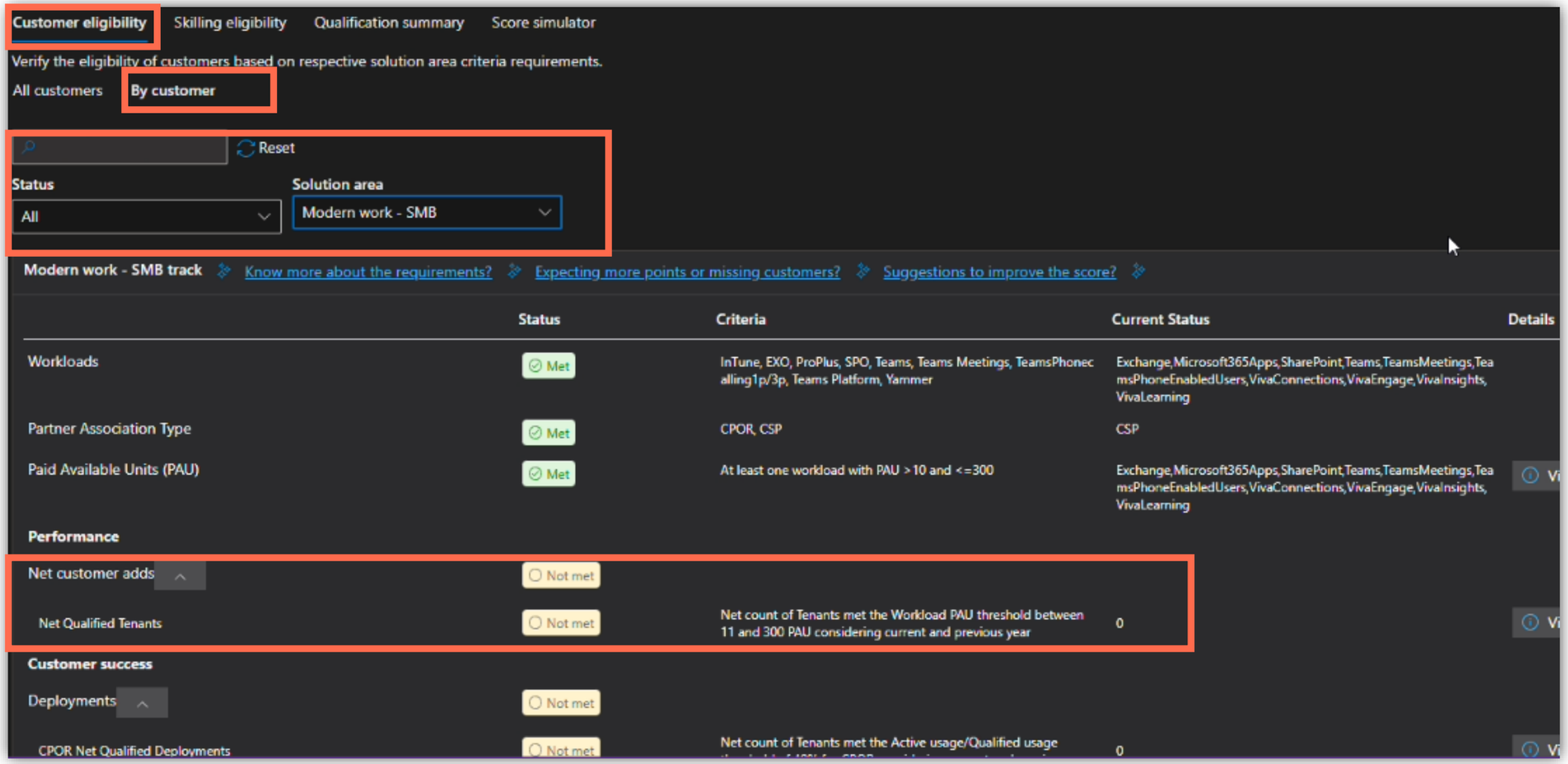




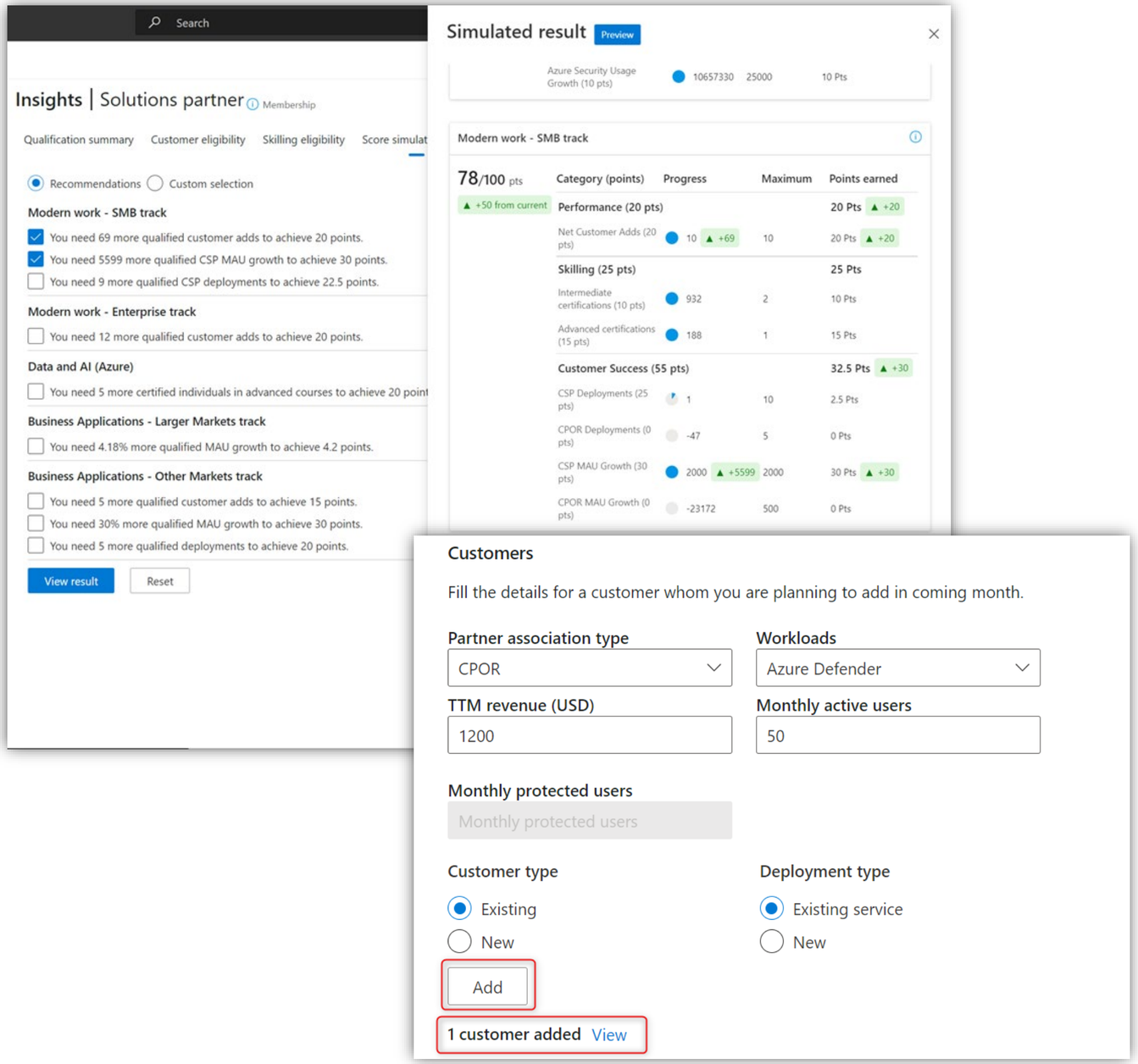
Solutions Partner Insights

Explore customer eligibility

- Drill down into individual customers to see how they are contributing to your score



Score Simulator



Understand how program performance can affect scores:

There are two ways to interact with the **Score Simulator**:

- Recommendations - In this view, partners can see the effect of various recommendations.
- Custom selection - In this view, partners can key in customer details that can be finalised in the future.

Note

Simulated results are based on approximations. Actual scores are calculated from actual data that considers the criteria of respective solution areas.

Improving your score

Crayon

Partner Associations: CPOR

- What is CPOR?
  - **CPOR (Claiming Partner of Record)** allows a partner to be recognized for servicing a customer's Microsoft cloud environment.
  - Microsoft uses CPOR to recognize services partners who are helping customers achieve business objectives and realize value in the cloud. Additionally, this association helps Microsoft understand their partner ecosystem. Please note that CPOR association is used primarily to recognize the advisory or managed services working with customers to ensure the selected Microsoft offers bring meaningful impact to their organization.
- Solution Partner Designation credit
  - By leveraging CPOR recognition, you can gain credit for your contributions towards your Solution Partner Designation scores.
- Modern Work and Security workloads claimable for usage recognition:

Azure Active Directory Premium 2	Teams (standalone)
Azure Active Directory Premium Conditional Access	Teams Apps
Exchange Online	Teams Meetings
Insider Risk Manager	Team Phone Enabled Users
Intune	Teams Rooms
Managed Security Services	Viva Connections
Microsoft 365 Apps	Viva Engage
Microsoft Defender 1. Endpoint 2. For Cloud Apps 3. For Identity 4. For Office	Viva Goals
Microsoft Information Protection	Viva Insights
Outlook Mobile	Viva Learning
SharePoint Online	Viva Topics

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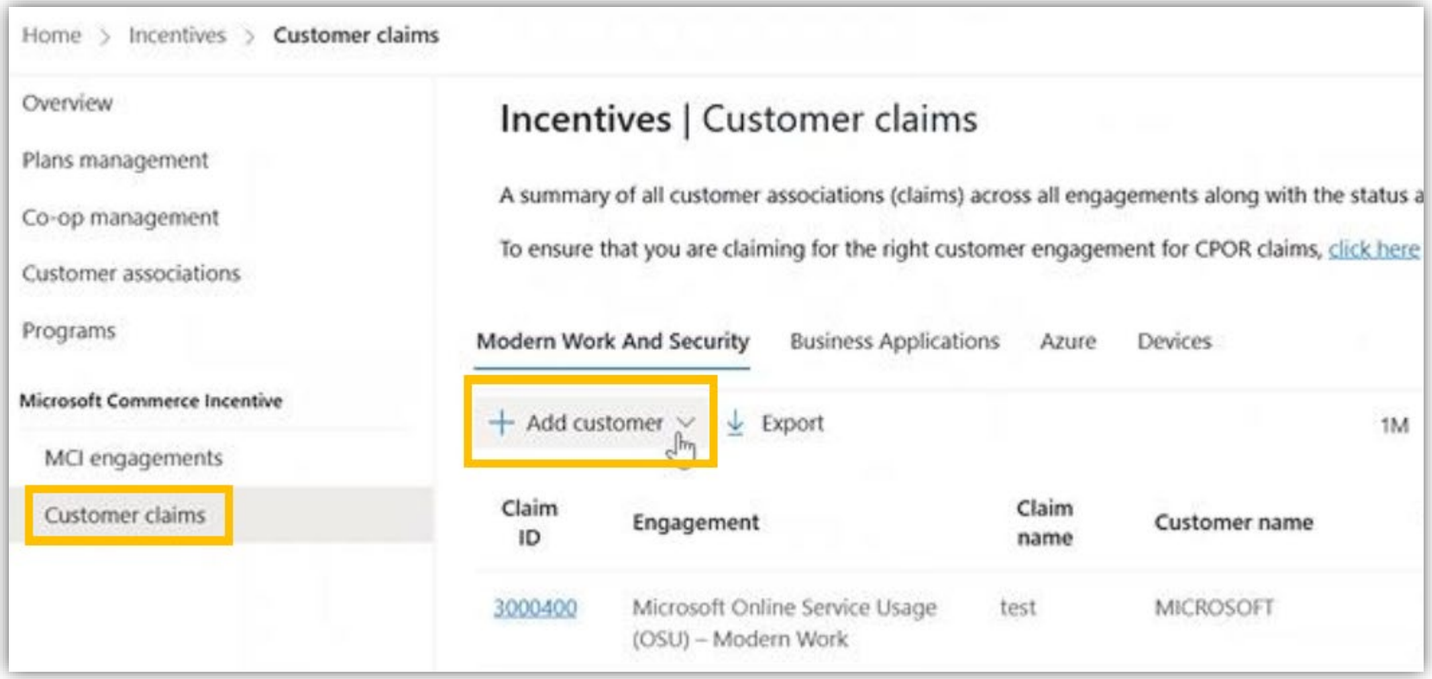
Partner Associations: CPOR

- Creating a new customer association with Claimed Partner of Record (CPOR)
  - Under **Incentives**, select **Customer claims**.
  - Select **+The Solution Area** (Modern Work and Security)
  - Select **Add Customer**
  - A new window will open where you provide information about your association.
  - Only the Incentive Admins and Incentive Users in Partner Center can view and create associations.



Best Practices to maintain your Solution Designation

- **Tip: Invest in Skilling and Training**
  - Ensure your team is up-to-date with the latest certifications and training, and employees link their Microsoft IDs to your organization
- **Tip: Monitor Performance Metrics**
  - Leverage Insights within Partner Center for analytics reports and KPIs through the Insights workspace
  - Get unified Partner Center insights - Partner Center for more information on how to use the insights workspace.
  - Regularly review your score to see how you're tracking toward renewing your designation.
  - Have a strategy to give yourself enough time and have the required score in time for your renewal. Keep in mind that Microsoft refreshes the data before the 20th of every month.
- **Tip: Stay Updated with Microsoft Requirements**
  - Regularly check for updates and changes in the requirements for the Solutions Partner designation as Microsoft may update the criteria.
- **Tip: Crayon can help**
  - Reach out to your Account Manager if you have questions about the Solutions Partner Designations or would like additional resources shared with you.
  - Schedule a Partner Center review session to help you understand how to navigate the portal.

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Resources & Getting Started

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Get started with four simple steps

1. Learn about program resources

- Check out the **Partner Center** for an introduction to the Solutions partner program
- Read our Crayon guides to **Understanding Solutions Partner Designations** and **Maximise Solutions Partner Designation Benefits**
- Check out our **All things Solution Partner Designation** article and webinar

2. Assess your business and designations

- Assess partner status and track your progress in **Partner Center**
- Understand how you gain points in this Score simulator **tutorial**
- Discover the **Score simulator**
- Understand **solution partner associations** and how to add customers to your Partner Center

3. Assess Specializations

- Read Microsoft **Partner Enablement Guides**
- Visit **the Microsoft Partner Skilling Hub** to proactively find all the relevant available trainings for you for your targeted skilling needs

4. Find out more about your benefits and incentives – then activate your plan

- Learn about **Go-To-Market with Microsoft offers**
- Keep track of **MSFT Cloud latest developments**
- Stay current on available incentives programs, sign in to **Microsoft investments and incentives**

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Certs4Xperts and Learning Enablement

Fully Funded Certification Exams

Choose your certification path to complement technical roles and requirements. Take the courses, sit the exams, and earn globally recognised industry certifications – courtesy of Crayon.

Partners who successfully pass eligible Microsoft certification exams within the program period will have their full exam fee reimbursed.

Curated Learning Resources

Partners access self-paced modules and instructor-led training tailored to Microsoft technologies and real-world applications.

Enablement Sessions and Workshops

Tailored enablement sessions help teams apply skills aligned with Microsoft's partner skilling and business goals.

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Additional resources

Training asset gallery

Partner capability score dashboard

Microsoft partner blog

Solutions Partner for Business Applications

Solutions Partner for Business Applications overview page

Solutions Partner for Data & AI (Azure)

Solutions Partner for Data & AI overview page

Solutions Partner for Digital & App Innovation (Azure)

Solutions Partner for Digital & App Innovation overview page

Solutions Partner for Infrastructure (Azure)

Solutions Partner for Infrastructure overview page

Solutions Partner for Modern Work

Solutions Partner for Modern Work overview page

Solutions Partner for Security

Solutions Partner for Security overview page

Let’s grow together .