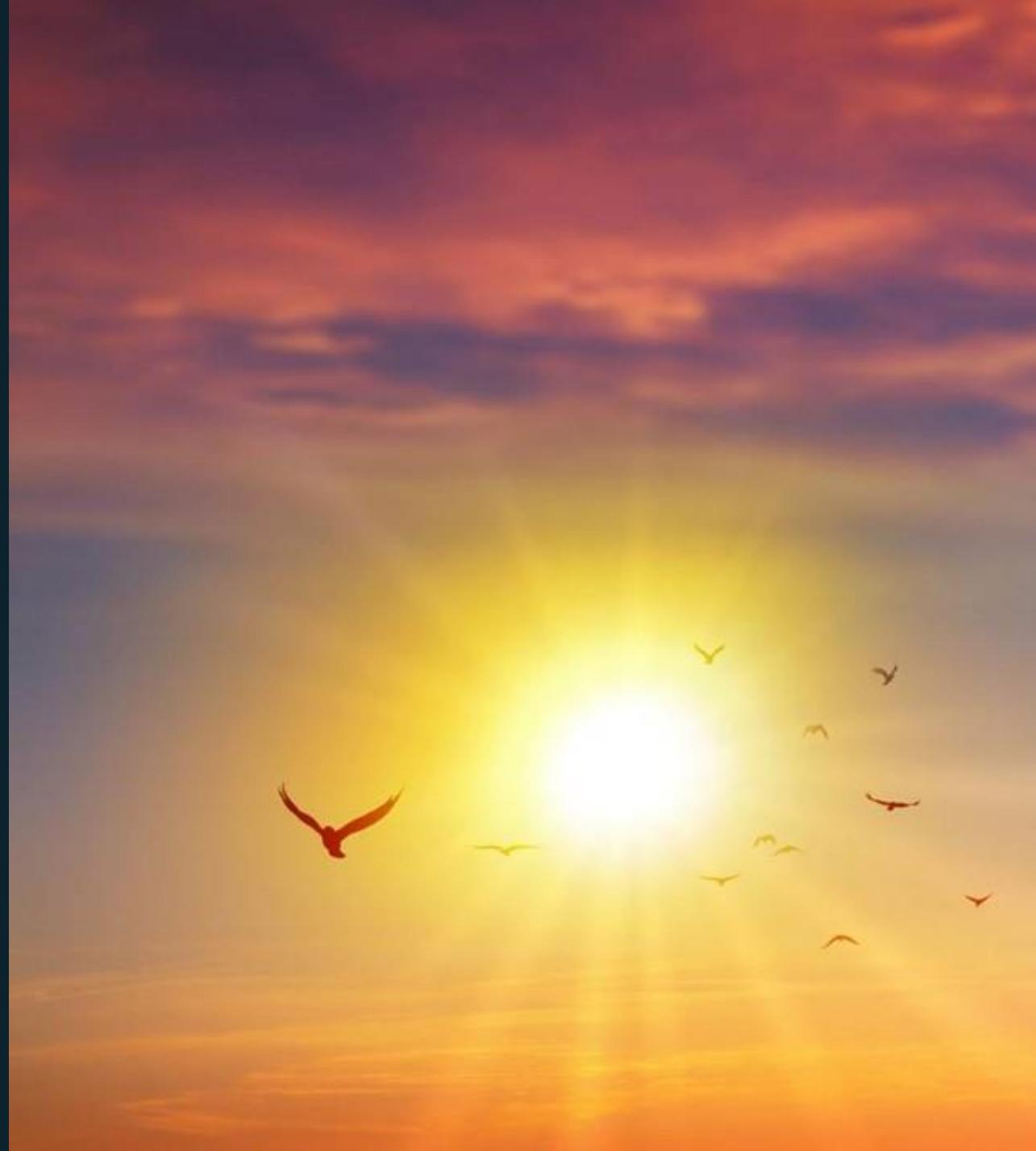


Introducing...

SMB path for
Solutions Partner
designation (SPD)
for Security





Agenda

- What is the Solutions Partner Designation (SPD)
- Key benefits and differentiators
- What Do You Get with SPD
- How is SPD Scored
- Progressing your SPD
- Call to Action
- Q&A / Resources



What is the Solutions Partner Designation (SPD) and it's Benefits for You



Solutions Partner designations

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



Easily identifiable

Customers want to work 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 organisation.

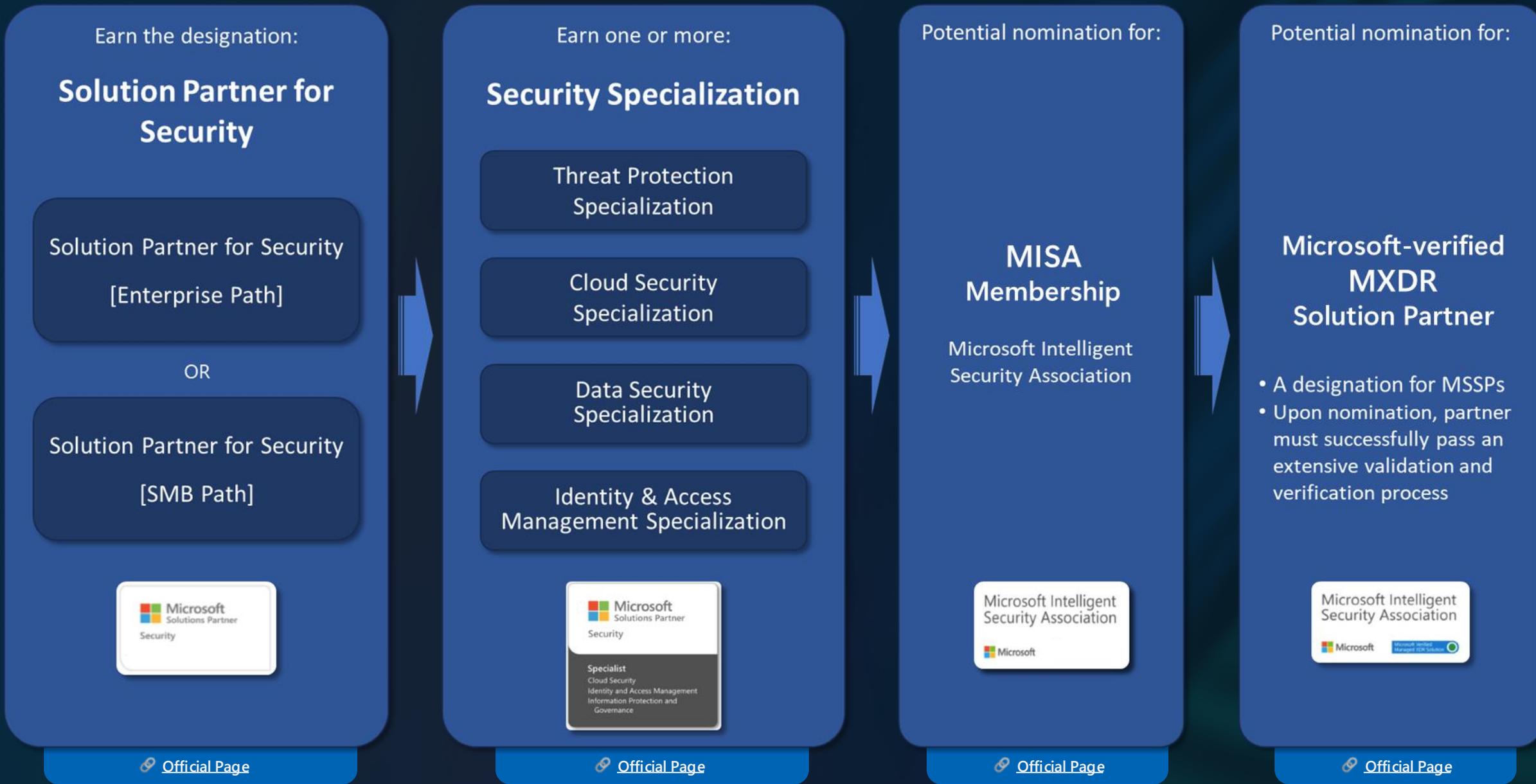
Once you attain a Solutions Partner designation, subsequent designations can be attained, after requirements are met, with no additional fee.



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.



Benefits for Solutions Partner designations

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



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 organisation
- Access to development environments
- 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 personalised 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

- Personalised 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-premises and cloud), platform, and technical support to help you troubleshoot specific issues, including technical presales and deployment support

For details about benefits specific to each Solutions Partner designation, review our [benefits guide](#).

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 recognise 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.

Microsoft Solutions Partner
Security
Specialist
Cloud Security
Identity and Access Management
Information Protection and Governance

Security SPD Incentives



FY26 Partner Investments: Pre Sale

Funded engagements to drive customer intent to purchase/deploy advanced Microsoft Security solutions

FY26 Earning Opportunities

Inspire & Design Engagements

| | Threat Protection Immersion Briefing | Data Security Immersion Briefing | Advanced Security Immersion Briefing | |
|--------|-------------------------------------------|-------------------------------------|-----------------------------------------|--------|
| 1:Many | Up to \$2K | Up to \$2K | Up to \$2K | 1:Many |
| | Threat Protection Envisioning Workshop | | Modern SecOps Envisioning Workshop | |
| | Up to \$8K | | Up to \$8K | |
| 1:1 | Data Security Envisioning Workshop | | Cloud Security Envisioning Workshop | 1:1 |
| | Up to \$8K | | Up to \$8K | |

Eligibility & Payment

Immersion Briefings – 1:Many

Eligibility

- Security Solution Partner Designation

Customer Qualifications

- 50/100+ Paid Available Units (PAU) For Microsoft Entra ID P1 or Business Premium

Payout Details

- One time fee paid upon completion of activity and Microsoft approval

Offer Description

- 1:Many engagement to introduce multiple customers to Microsoft’s Immersion Briefings via interactive demos, scenario-based discussions, and actionable guidance tailored to common security challenges.

Envisioning Workshops – 1:1

Eligibility

- Security Solution Partner Designation

Customer Qualifications

- 300–5000 Paid Available Units (PAU) for Microsoft Entra ID P1 *and*
- 250+ Monthly Active Users (MAU) for Exchange Online, SharePoint Online or Teams

Payout Details

- One time fee paid upon completion of activity and Microsoft approval
- Max payout varies by market: Market A = \$8000, Market B = \$6500, and Market C = \$5500

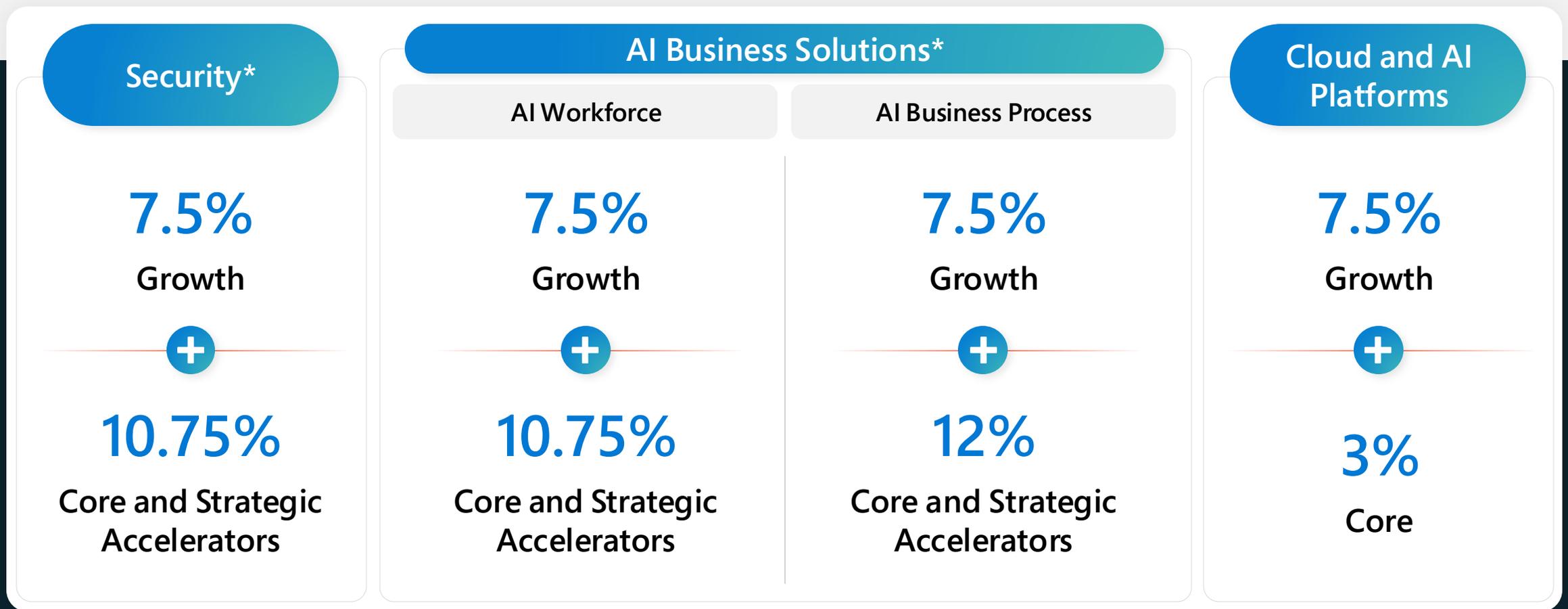
Offer Description

- 1:1 engagement to identify customer security goals, use Microsoft tools to assess threats including product specific modules, and provide solution recommendations.

*All dates and requirements subject to eligibility and approval. For more information about measurements specific to Solutions Partner for Security, [click here](#).

FY26 Partner Investments: Transaction

Rewarding growth across new and existing customers



*Security & AI Business Solutions rates reflect FY26 CSP incentives for strategic accelerators on hero products (ex. ME5, Copilot, Business Central) in Innovate/Balance Markets Growth accelerator is based on each individual customer tenant's growth.

*All dates and requirements subject to eligibility and approval. For more information about measurements specific to Solutions Partner for Security, click here.

FY26 Partner Investments: Post Sales (Deployment)

Rewards CSP partners for driving adoption and usage of Microsoft 365 E3 and E5 core features, and to get customers AI-ready

ME3/ME5

Partner Eligibility:

At least One MW or Security Spec

Customer Qualifications:

- Small: 300–499 seats of ME3/ME5
- Medium: 500–999 seats ME3/ME5
- Large: 1,000–1,499 seats ME3/ME5
- XL: 1,500+ seats ME3/ME5

Up to \$38K

Payout Details:

One-time fee paid upon completion of activity and Microsoft approval

Offer Description:

Partner-led CSP Security post-sales solution implementation to achieve defined deployment milestones.

Defender & Purview Suite

Partner Eligibility:

At least One Security Specialization

Customer Qualifications:

- Small: 300–499 seats of Defender or Purview Mini-Suites
- Medium: 500–999 seats of Defender or Purview Mini-Suites
- Large: 1,000–1,499 seats of Defender or Purview Mini-Suites
- XL: 1,500+ seats of Defender or Purview Mini-Suites

Up to \$10K

Payout Details:

One-time fee paid upon completion of activity and Microsoft approval

Offer Description:

Partner-led CSP Security post-sales solution implementation to achieve defined deployment milestones.

Defender & Purview Suite for BP

Partner Eligibility:

Security Solutions Partner Designation

Customer Qualifications:

- Small: 100-300 seats of Defender Suite for BP, Purview Suite for BP or Defender + Purview Suite for BP

Up to \$1,750

Payout Details:

One-time fee paid upon completion of activity and Microsoft approval

Offer Description:

Partner-led CSP Security post-sales solution implementation to achieve defined deployment milestones.

*All dates and requirements subject to eligibility and approval. For more information about measurements specific to Solutions Partner for Security, [click here](#).

SHOW ME THE MONEY – Cost shown in USD

SCENARIO 1: Attaching 300x Defender & Purview Suites to Business Premium

Annual Customer Cost: \$54,000
Annual Incremental Revenue: \$54,000

Incentives: \$6,156
Margin (10% ASSUMPTION): \$5,400

Immersion Briefing: \$2,000
Envisioning Workshop: \$8,000
Deployment Voucher: \$1,750

\$23K

SCENARIO 2: Upgrading 300x ME3 to ME5

Annual Customer Cost: \$205,200
Annual Incremental Revenue: \$75,000

Incentives: \$22,183
Margin (10% ASSUMPTION): \$20,520

Immersion Briefing: \$2,000
Envisioning Workshop: \$8,000
Deployment Voucher: \$8,000

\$60K

SCENARIO 3: 300x Net New ME5

Annual Customer Cost: \$205,200
Annual Incremental Revenue: \$205,200

Incentives: \$29,959
Margin (10% ASSUMPTION): \$20,520

Immersion Briefing: \$2,000
Envisioning Workshop: \$8,000
Deployment Voucher: \$8,000

\$68K

*All dates and requirements subject to eligibility and approval. For more information about measurements specific to Solutions Partner for Security, [click here](#).

How is SPD Scored



Solution Partner for Security - Requirements

| Criteria | Performance | Skilling | Customer Success | |
|---------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| (max 100 pts in total) | Net customer adds (max. pts 20) | Intermediate certifications (max. pts 40) | Usage growth (max. pts 20) | Deployments (max. pts 20) |
| Enterprise path Min. contribution (achieve a min. of 70 pts) | Each net new customer contributes to two points for up to a maximum of 20 points, obtained from ten (10) customers: <ul style="list-style-type: none"> • Microsoft 365: net tenants with > 300 protected seats • Azure: net tenants with ≥ \$600* Security Azure Consumed Revenue (ACR) over the trailing twelve months (TTM) • See eligible services and offer types. | <ul style="list-style-type: none"> • Mandatory: At least 2 people must complete the Azure Security Engineer Associate (required) certification (no pts). • Mandatory: At least 2 people must complete the Microsoft Security Operations Analyst certification (no pts). • Optional: Certified individuals (same as step 1 or step 2) must complete at least one of the following certifications (6.67pts/person): <ul style="list-style-type: none"> ▪ Microsoft Cybersecurity Architect expert ▪ Microsoft Identity and Access Administrator ▪ Microsoft Information Security Administrator Associate | Usage growth pts from any combination of: <ul style="list-style-type: none"> • Microsoft 365: Each customer tenant having at least 1 workload with paid licenses greater than 300 is counted to be an eligible Tenant for Enterprise track. Every Microsoft 365 protected users' growth of 125 gets you one point (maximum of 20 points) • Azure: Each customer tenant having ACR greater than \$12,000 in the trailing 12 months is counted as an eligible customer tenant. Every Security Azure consumed revenue (ACR) growth of USD 1,250 gets you one point (maximum of 20 points) • See eligible services and offer types. | Up to 6 net deployments from any combination of: <ul style="list-style-type: none"> • Microsoft 365: > 300 seats, 15% of paid seats as active • Azure: > \$12,000 Security ACR TTM Same tenant can participate in both SMB and Enterprise track. |
| SMB path Min. contribution (achieve a min. of 70 pts) | Each net new customer contributes to four points for up to a maximum of 20 points, obtained from five (5) customers: <ul style="list-style-type: none"> • Microsoft 365: net tenants with 5-300 protected seats • Azure: net tenants with ≥ \$600 Security ACR TTM • See eligible services and offer types. | <ul style="list-style-type: none"> • Mandatory: At least one person must complete the Azure Security Engineer Associate certification (4 pts/person). • Mandatory: At least one person must complete the Microsoft Security Operations Analyst certification (4 pts/person). • Optional: Certified individuals (the same or different people as in Step 1 or Step 2) must complete at least one of the following certifications (8pts/person): <ul style="list-style-type: none"> ▪ Microsoft Cybersecurity Architect Expert ▪ Microsoft Identity and Access Administrator ▪ Microsoft Certified: Information Security Administrator Associate | Usage growth pts from any combination of: <ul style="list-style-type: none"> • Microsoft 365: Each customer tenant having at least 1 workload with paid licenses between 5 to 300 is counted to be an eligible Tenant for SMB track. Every Microsoft 365 protected users' growth of 50 gets you one point (maximum of 20 points). • Azure: Each customer tenant having ACR more than zero and less than or equal to \$12,000 in the trailing 12 months as an Eligible customer Tenant. Every Security Azure consumed revenue (ACR) growth of USD 750 gets you one point (maximum of 20 points). • See eligible services and offer types. | Up to 6 net deployments from any combination of: <ul style="list-style-type: none"> • Microsoft 365: 5-300 seats, 15% of paid seats as active • Azure: \$750-\$12,000 Security ACR TTM. Same tenant can participate in both SMB and Enterprise track. |

How to attain a Solutions Partner designation for solution areas

The partner capability score provides flexibility to demonstrate knowledge, skills, and experience across subcategories of performance, skilling, and customer success. Partners qualify either on an SMB path or an Enterprise path and must reach **70 points** for the path they are on.

 A minimum of **70** points must be earned, with points in each subcategory.

 There are **100** points possible in total across categories.

|  Performance |  Skilling |  Customer success |
|---------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------|
| This category is measured by net customer adds. | This category verifies and demonstrates your dedication to skilling and training by intermediate and advanced certifications. | This category is measured by usage growth and the number of solution deployments. |

Admins can sign in to [Partner Center](#) to find out how your organisation is progressing towards a Solutions Partner designation today.
SMB path details and progress will be available later in fiscal year 2025.

Requirements Customer Adds

20pts



Net customer adds

The net customer adds (NCA) subcategory measures the growth of a partner’s experience with new customers over time. We look at the number of net customers added over the trailing twelve months (TTM). Partners earn points for each incremental NCA.

$NCA = \text{contributing customer tenants last month} - \text{contributing customer tenants in same month last year}$. Tenants will count positively toward the NCA if they are contributing in the current TTM and not contributing in the previous TTM. Tenants will count negatively toward NCA if they are not contributing in the current TTM and contributing in the previous TTM. Tenants will not impact NCA if they are contributing or not contributing in both current and previous TTM.

For Security, all customer adds will count toward both the Enterprise and SMB path scores.

Enterprise path

2 points per NCA, up to 10. Contributing tenants:

- Microsoft 365: >300 seats
- Azure: > = \$600 Security ACR TTM

SMB path

4 points per NCA, up to 5. Contributing tenants:

- Microsoft 365: 5-300 seats
- Azure: > = \$600 Security ACR TTM

*All dates and requirements subject to change. For more information about measurements specific to Solutions Partner for Security, [click here](#).

Requirements for skilling

40 pts



Intermediate certifications

For Security, skilling points are earned only in the intermediate subcategory. Partners must meet the prerequisites for their path before they earn points for the scoring certifications. The individuals who earn the prerequisite certifications can be the same as or different than the individuals who earn the scoring certifications. However, individuals who earn more than one of the scoring certifications will count only once toward your scoring certifications.

Prerequisite certifications

- [Azure Security Engineer Associate \(AZ-500\)](#)
- [Microsoft Security Operations Analyst \(SC-200\)](#)

Scoring certifications

- [Microsoft Cybersecurity Architect Expert \(SC-100\)](#)
- [Microsoft Identity and Access Administrator \(SC-300\)](#)
- [Information Protection and Compliance Administrator \(SC-400\)](#)



Enterprise path

- Prerequisites: Partners must earn at least two Azure Security Engineer Associate and at least two Microsoft Security Operations Analyst. Prerequisites do not earn points.
- Scoring certifications: Once prerequisites are met, partners earn 6.67 points each for up to six unique certified individuals.



SMB path

- Prerequisites: Partners must earn at least one Azure Security Engineer Associate and at least one Microsoft Security Operations Analyst, each individual can earn four points for each prerequisite certification.
- Scoring certifications: Once prerequisites are met, partners can earn eight points for each individual certified in one or more of the scoring certifications, up to four unique certified individuals.

*All dates and requirements subject to change. For more information about requirements specific to Solutions Partner for Security, [click here](#).

**Security SMB partners are not eligible for MCI Incentives.

Requirements for customer success

40pts



Deployments

20pts

Net deployments = eligible deployments last month – eligible deployments same month last year.

Eligible deployments in each relevant month are summed up from both Microsoft 365 Security and Azure Security deployments.

Eligible SMB deployments:

- Microsoft 365: unique customer tenants with 5-300 paid seats in given month and 15% of paid seats are active
- Azure: unique customer tenants with a total of between $\geq \$750$ and $\leq \$12k$ Security ACR TTM

Eligible ENT deployments:

- Microsoft 365: unique customer tenants with > 300 paid seats in given month and 15% of paid seats are active
- Azure: unique customer tenants with a total of $> \$12k$ Security ACR TTM

Usage Growth

20pts

Usage growth percentage = $(\text{total ACR summed across all customers last month} - \text{total ACR summed across all customers same month last year}) / \text{total ACR summed across all customers same month last year} \times 100$

Eligible SMB usage growth:

- Microsoft 365: among tenants with 5-300 seats, each protected users growth of 50 earns one point
- Azure: among aggregated tenants with $\leq \$12,000$ in Security ACR TTM, each Security ACR growth of \$750 USD earns one point

Eligible ENT usage growth:

- Microsoft 365: among tenants with > 300 seats, each protected users growth of 125 earns one point
- Azure: among aggregated tenants with $> \$12,000$ in Security ACR TTM, each Security ACR growth of \$1,250 USD earns one point

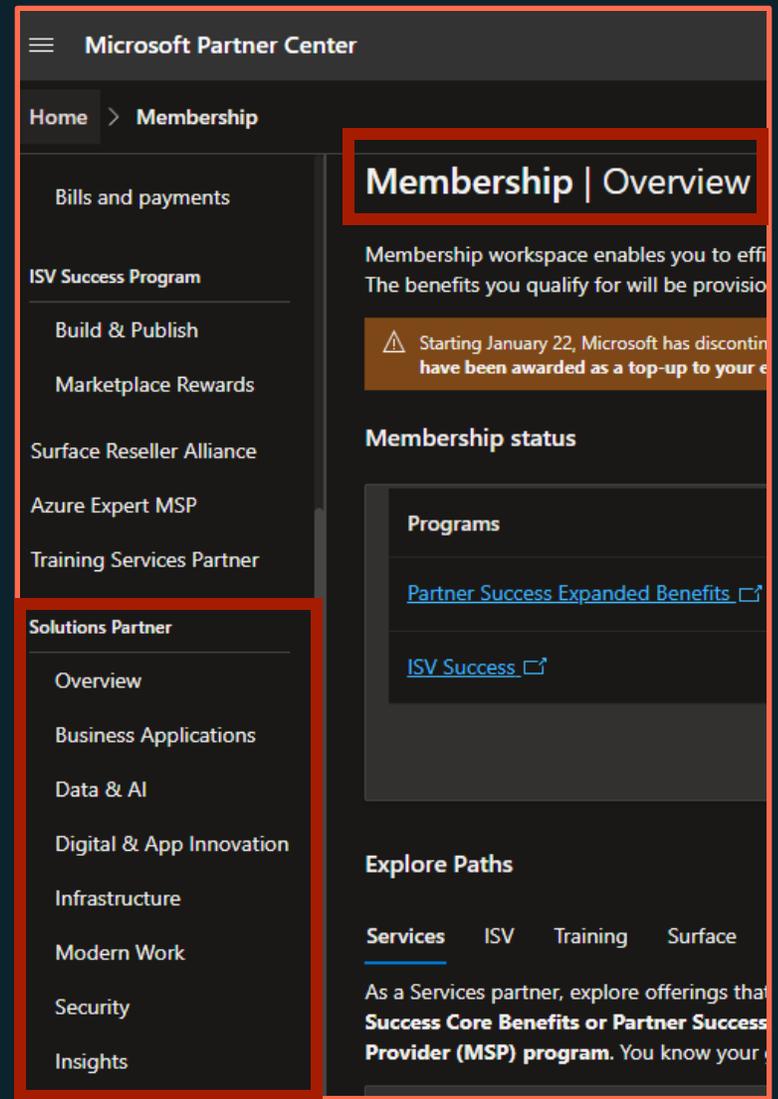
*All dates and requirements subject to change. | For more information about requirements specific to Solutions Partner for Security, [click here](#).

Progressing your Security SPD



The Microsoft Partner Center

- With Microsoft Partner Center, you can get an overview of your Partner Center Score for each Designation and see where you need to gain points. You can also access extensive customer insights, allowing you to review tenants and subscriptions that are relevant to that solution area.
- [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](#) in Partner Center can help you understand the Solutions partner 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](#).



Tips on obtaining and maintaining Solutions Partner Designations



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.
- **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 Microsoft Partner Program or Solutions Designations or would like additional resources shared with you.
 - Schedule a Partner Center review session to help you understand how to navigate the portal.

Skilling Map: Certifications → Product Families & Specialisations

|  Certifications | Assessment Areas | Main Products | Applied to Specialization (Mandatory or Optional) |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------|
|  Microsoft Cybersecurity Architect expert (Exam: SC-100 + One other) | <ul style="list-style-type: none"> • Design solutions that align with security best practices and priorities • Design security operations, identity, and compliance capabilities • Design security solutions for infrastructure • Design security solutions for applications and data | <ul style="list-style-type: none"> • All Products (solution architecture & design) | <ul style="list-style-type: none"> • N/A |
|  Microsoft Security Operations Analyst Associate (Exam: SC-200) | <ul style="list-style-type: none"> • Manage a security operations environment • Configure protections and detections • Manage incident response • Manage security threats | <ul style="list-style-type: none"> • Microsoft Defender XDR • Microsoft Defender for Cloud • Microsoft Sentinel | <ul style="list-style-type: none"> • Threat Protection • Cloud Security |
|  Microsoft Identity and Access Administrator Associate (Exam: SC-300) | <ul style="list-style-type: none"> • Implement and manage user identities • Implement authentication and access management • Plan and implement workload identities • Plan and implement identity governance | <ul style="list-style-type: none"> • Microsoft Entra | <ul style="list-style-type: none"> • Identity and Access Management |
|  Microsoft Information Security Administrator Associate (Exam: SC-401) | <ul style="list-style-type: none"> • Implement information protection • Implement data loss prevention and retention • Manage risks, alerts, and activities | <ul style="list-style-type: none"> • Microsoft Purview | <ul style="list-style-type: none"> • Data Security |
|  Microsoft Azure Security Technologies. (Exam: AZ-500) | <ul style="list-style-type: none"> • Secure identity and access • Secure networking • Secure compute, storage, and databases • Secure Azure using Microsoft Defender for Cloud and Microsoft Sentinel | <ul style="list-style-type: none"> • Microsoft Entra • Azure Networks, Compute, Storage and Databases • Microsoft Defender for Cloud (CSPM) • Microsoft Sentinel (partial) | <ul style="list-style-type: none"> • Cloud Security |
|  Microsoft Security, Compliance, and Identity Fundamentals (Exam: SC-900) | <ul style="list-style-type: none"> • Describe the concepts of security, compliance, and identity • Describe the capabilities of Microsoft Entra • Describe the capabilities of Microsoft security solutions • Describe the capabilities of Microsoft compliance solutions | <ul style="list-style-type: none"> • All products (not technical, no hands-on knowledge required) | <ul style="list-style-type: none"> • N/A |

Resources



Assets



[Walking deck](#)



[FAQ](#)



[Partner Learn docs](#)



Other links



[Training gallery](#)



[Microsoft partner website](#)



[Partner Center membership](#)



[Partner Center insights](#)



[Security Certification Weeks](#)

Resources

The Headline

- A centralised collection of downloadable guides, presentations, and toolkits designed to support your partner skilling activities.

New Guides !



Becoming Frontier

PDF
Becoming Frontier: Customer Conversation Decks

Use these conversation decks with customers to guide strategic conversations around Microsoft AI products and solutions, driving productivity, operational efficiency, security, and innovation across various industries.

Select



Microsoft
パートナー向け
スキル プログラム

PDF
Partner Skilling Playbook (Japanese)

The Partner Skilling Playbook is a guide for understanding the skilling offerings available to help skill up partner organizations, wherever you are in your learning journey.

Download



Microsoft powered
Skilling program one-pagers

PDF
Skilling Program One-Pagers

Use these one-pagers to help you understand the latest skilling opportunities aligned with your role and business goals.

Select

Solution Area Playbooks



Microsoft Security
Partner Skilling
Playbook

PDF
Microsoft Security Partner Skilling Playbook

Use this playbook to find upcoming workshops, certification weeks, and learning resources, and to navigate the latest skilling opportunities aligned with your role and business goals.

Download



Cloud and AI Platforms
Partner Skilling
Playbook

PDF
Cloud and AI Platforms

Use this playbook to find upcoming workshops, certification weeks, and learning resources, and to navigate the latest skilling opportunities aligned with your role and business goals.

Download



Microsoft
FY26 AI Business Solutions AI Workforce

PDF
AI Business Solutions - AI Workforce

Use this playbook to find upcoming workshops, certification weeks, and learning resources, and to navigate the latest skilling opportunities aligned with your role and business goals.

Download



Microsoft
FY26 AI Business Solutions AI Business Process

PDF
AI Business Solutions - AI Business Process

Use this playbook to find upcoming workshops, certification weeks, and learning resources, and to navigate the latest skilling opportunities aligned with your role and business goals.

Download

Skilling Overview Resources



Partner Skilling
Playbook

PDF
Partner Skilling Playbook

The Partner Skilling Playbook is a guide for understanding the skilling offerings available to help skill up partner organizations, wherever you are in your learning journey.

Download



Partner Skilling
Calendar

PDF
Partner Skilling Calendar FY26

Download the FY26 Partner Skilling Calendar to explore upcoming training opportunities, key dates, and events across the Microsoft partner ecosystem.

Download



FY26 Partner Skilling Catalog

PDF
FY26 GPS Course Catalog

This current list of courses available for Microsoft partners anchors on prioritized solution plays, helping Microsoft partners build the frontier firm. Please check back regularly for updates.

Download

Quick Path: Log in to the [Partner Skilling Hub](#)

→ Explore Content

→ Locate the Resources section in the "Additional Items" navigation



Resources

The Headline

- Simplified experience with a 'single front door' – Microsoft Partner Skilling Hub
- Inclusive experience with multiple languages built into the browser functionality
- Your go-to resource for all things Skilling!

Partner Skilling Hub **NEW!**



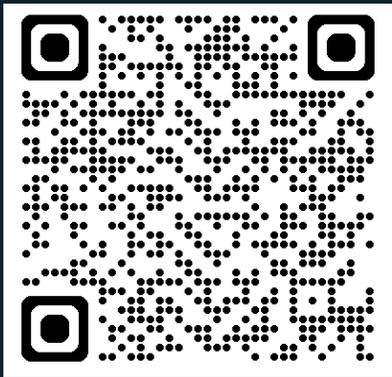
Centralised platform for all partner skilling events and resources.
[Aka.ms/PartnerSkilling](https://aka.ms/PartnerSkilling)

One time registration required

Skilling Hub resources

Access downloadable guides, decks, and tools to support your partner journey and empower your team with the latest Microsoft content.

| | | |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <p>Partner Skilling Playbook PDF The Partner Skilling Playbook is a guide for understanding the skilling offerings available to help skill up partner organizations, wherever you are in your learning journey.</p> <p>Download</p> | <p>Partner Skilling Calendar PDF Download the FY26 Partner Skilling Calendar to explore upcoming training opportunities, key dates, and events across the Microsoft partner ecosystem.</p> <p>Download</p> | <p>FY26 GPS Skilling Catalog PDF This current list of courses available for Microsoft partners anchors on prioritized solution plays, helping Microsoft partners build the frontier firm.</p> <p>Download</p> |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|



Need help?

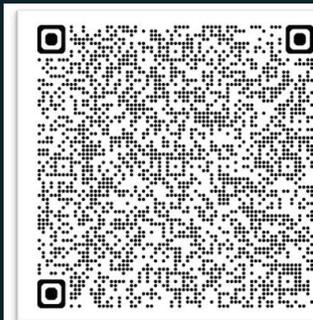
Have a skilling question? Reach out to

AskSkilling@microsoft.com

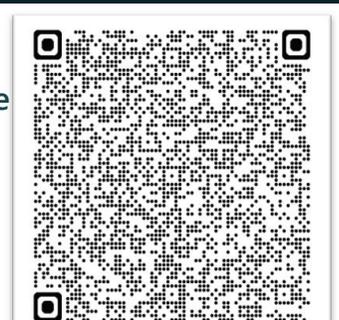
Open to both internal MS and Partner contacts.

Partner Skilling Newsletter

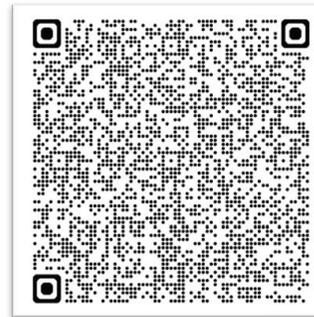
Subscribe to get news on upcoming trainings, direct to your inbox, in your preferred language



Japanese



Korean



English



Traditional Chinese



Simplified Chinese

Thank you for joining us today

Please reach out to your Crayon Partner Account Manager or Business Success Manager for further support, or contact any one of us:

Michael.Brooke@Crayon.com

Aldrin.Lepatan@Crayon.com

Srikanth.Nandigam@Crayon.com

