

Microsoft Cloud Partner Program Q&A

What is the Microsoft Cloud Partner Program?

The Microsoft Cloud Partner Program (MCP) is Microsoft's updated strategy for all partners in the ecosystem, whether they build or sell services, software solutions, or devices. MCP aims to align go-to-market motions with the way customers are buying today. To achieve this, Microsoft is refining their partner program designations to focus on proficiency in six solution areas aligned with the Microsoft Cloud:

- Solutions Partner for Business Applications
- Solutions Partner for Security
- Solutions Partner for Modern Work
- Solutions Partner for Digital & App Innovation (Azure)
- Solutions Partner for Data & AI (Azure)
- Solutions Partner for Infrastructure (Azure)

If a partner achieves all six designations, they will receive the following designation:

- Solutions Partner for Microsoft Cloud

Please visit the [Pax8 MCP blog](#) for further information.

Frequently Asked Questions

Here are frequently asked questions from other partners regarding current details and the launch of the Microsoft Cloud Partner Program.

Q: What is the September 30, 2022 deadline, and how does it impact the renewal of my partner benefits?

A: If your renewal date is before September 30 for legacy benefits, and you choose to renew, you are locked into that benefits package for an additional year, and nothing needs to be done on September 30. You can start earning MCP designation badges while still receiving your legacy benefits.

If your renewal is after September 30, you need to ensure that you have met all competencies and requirements by September 30 to ensure you have the option to renew on your anniversary date (for example, November 1, 2022). You can start earning MCP designation badges during this time and during your new benefits period.

If you are choosing to move towards MCP benefits, then the September 30 date does not apply. If you have earned at least one designation badge by your anniversary date (if it is after September 30), you will have the option to pay into the MCP benefits. If your renewal is prior to September 30, and you know you want to move to MCP, you will have to temporarily allow your legacy benefits to expire pending the launch of MCP on October 3, 2022.

Q: When do I stop receiving legacy benefits if I renew by September 30, 2022?

A: Legacy benefits will be available until your next anniversary date or October 2023, whichever occurs first.

Q: How do renewal dates and benefits line up?

A: Your new anniversary date with MCPP will be based on when you achieved and paid for your first solutions partner designation. Any designation earned from that point on will align with the original date. Example: On June 1, 2023, you have achieved 70 points in Modern Work, and you pay into MCPP. If you achieve the Infrastructure designation three months later, you will automatically receive those benefits with the renewal date for both in June 2024.

Q: I primarily do business with companies with 10 employees or less. What do the changes to the Microsoft Cloud Partner Program mean for me?

A: Currently, the Microsoft Cloud Partner Program scoring model looks at tenants that are 10 or more and equal to 300 or less users. No action is currently needed, and this point is being relayed to Microsoft due to how many partners are impacted.

Q: Who do I work with if I need assistance assessing my business's current standing and guidance on how to move forward?

A: Please reach out to your channel account manager or productivity solutions consultant to schedule time together to walkthrough Partner Center and the new solutions designations page.

Q: What benefits do I receive from the Microsoft Cloud Partner Program?

A: Benefits are specific to, and depend on, the designation attained. Reference the [Solutions Partner Benefits Guide](#) to learn more about which benefits are provided with each corresponding solutions partner designation.

Q: What do the new incentives and rebates payouts look like?

A: At the moment, the Core percentage is at 4%, and the Premium SKU accelerator is at 5%, with net-new customers added at 15% for the first year. This may change prior to launch. We will update this question as Microsoft provides new info. You can also reach out to your channel account manager with questions.

Q: How can I see where I stand regarding my legacy benefits?

A: Legacy competency information can be found here in the [Microsoft Partner Center](#).

Q: Does the new Microsoft Cloud Partner Program impact my partnership with Pax8?

A: No, your standing in the Microsoft Cloud Partner Program has no impact on how you do business with Pax8. As long as you have a Microsoft Partner ID, you can continue to buy licensing with Pax8, regardless of your solutions partner designations.

Q: Does my solutions partner designation impact the usage of Partner Center?

A: No, any Microsoft partner can continue to use Partner Center whether you have a solutions partner designation or not.

Q: I am the only employee in my practice. How do I achieve my points in the skilling category?

A: Currently, to receive points in the Intermediate area of Skilling, Microsoft requires a minimum of two employees to be certified. Partner feedback is being relayed to Microsoft.

Q: I need some clarification. Who counts in skilling?

A: The intermediate skilling level requires any two individuals to be certified, it can be the same or different certification, and any prerequisite certifications if needed (for Infrastructure, it can be different employees to obtain prerequisites). The advanced skilling level only requires one employee to be certified and obtain any prerequisites. They can be the same employee who achieved the intermediate skilling level.

Q: How do I see my business's association with a client (CSP, CPOR, DPOR)?

A: For a detailed explanation on how to view and edit associations and how this association affects incentives, please reference the [Manage Incentives Customer Associations](#) resource.

Q: What counts as a net-new customer add?

A: Any tenant new to Microsoft (net-new customer) or any tenant new to your partner practice (Partner Transfer) will be recognized as net-new by Microsoft.

Q: Will my net-new customers count towards legacy or MCPP?

A: Any net-new adds will count towards both so don't be shy to add customers right away! As of October 3, 2022, any net-new adds will only count towards MCPP.

Q: Will any tools be available to help us navigate all these numbers?

A: At this time, Microsoft does not offer any ROI calculators. However, Pax8 is working hard to develop one for our partners. It will allow you to see current earnings and potential earnings based on license upgrades to premium SKUs. We will send out a communication to all partners when the app is ready.

Q: Does Pax8 provide certification or designation training?

A: Not at this time, but this has been brought up by partners, and it is something we are looking into to provide additional value.

Q: Which licenses should we leverage to earn our points?

A: The ones like Business Premium, which encompass most of the components, will assist you in earning the most points.

Q: Can I go back to legacy benefits once I have paid into MCPP?

A: With Legacy programs stopping on September 30, 2022, once you move to MCPP, you cannot go back.

Q: Can you clarify the pricing for both legacy and MCPP?

A: MCPP is \$4,730 per year. Silver stays the same at \$1,470, and Gold is at \$4,730. (All pricing is in USD.)

Q: What happens if I lose a client and fall below 70 points? Do I lose the designation right away?

A: No, once a designation is earned, it is kept for one year. You're good as long as you meet the necessary requirements to maintain the designation at the time of renewal.