Microsoft

Introducing...

Solutions Partner designation for Private Cloud

Microsoft AI Cloud Partner Program: Levels

Specializations and expert offerings

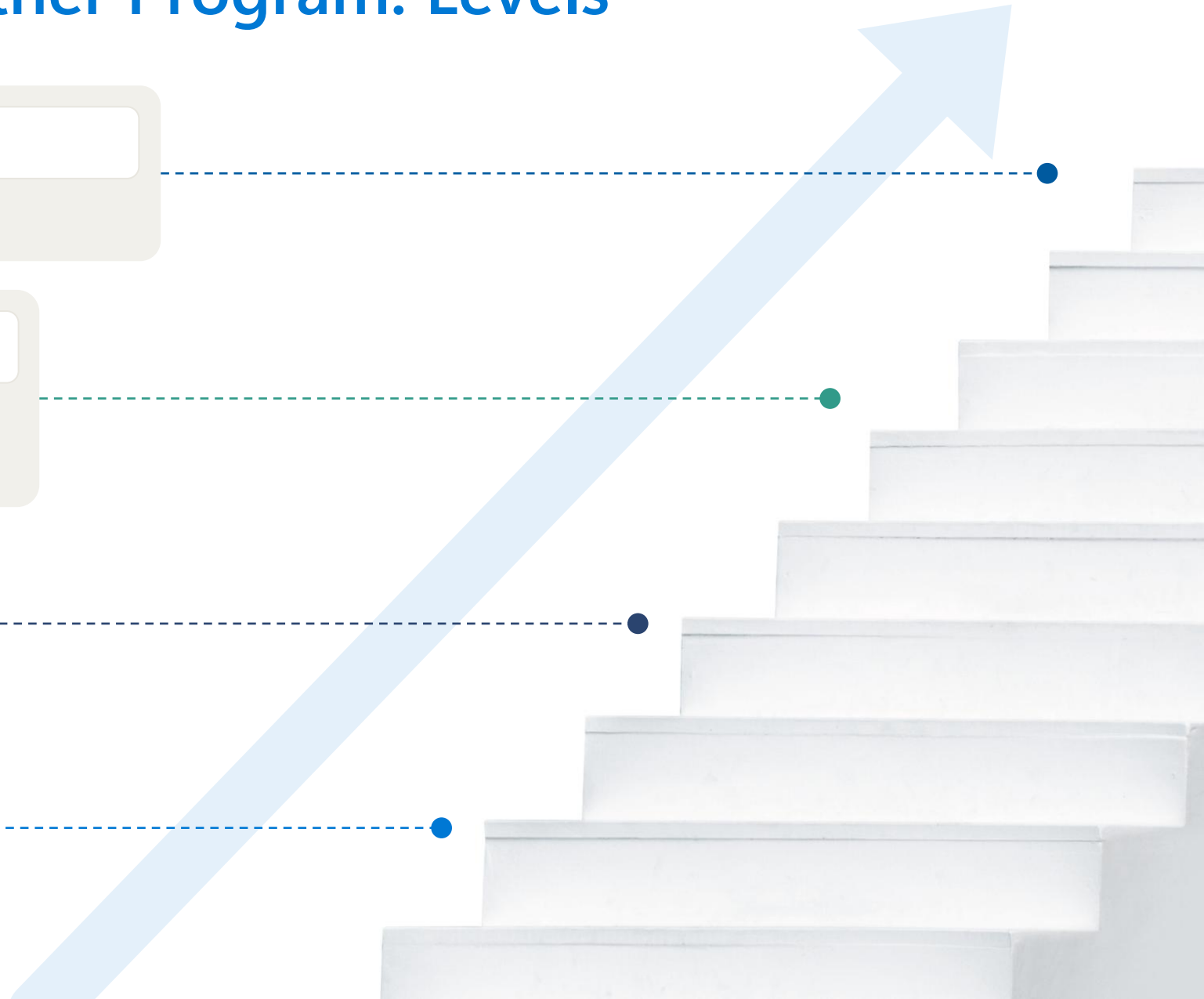Technical certification and attestation

Solutions Partner designations

Attained designation and attestation (partner capability score)

Partner success

Partner success benefit holders

Membership

All channel partners

Eligibility

Partners who are eligible to qualify for the Solutions Partner* designation for Private Cloud are Microsoft Partners who **use SPLA, CSP Software Subscriptions, CSP Azure Stack HCI, or CSP Azure Arc to purchase on-prem licenses to provide cloud computing infrastructure, compute resources, networking OR storage to organizations.**

*"Solutions Partner" refers to a company that is a member of the Microsoft AI Cloud Partner Program and may offer software, services, and/or solutions to customers. Microsoft Partners who qualify for Solutions Partner designations are measured for eligibility annually and are enrolled in the designations for one year. Reference to "Solutions Partner" in any content, materials, resources, web properties, etc. and any associated designation should be not interpreted as an offer, endorsement, guarantee, proof of effectiveness or functionality, a commitment or any other type of representation or warranty on the part of Microsoft. All decisions pertaining and related to your business needs including but not limited to strategies, solutions, partner selection, implementation, etc., rests solely with your business.

How to attain a Solutions Partner designation for Private Cloud

Eligible partners may qualify for the designation by achieving a passing partner capability score. The partner capability score provides flexibility to demonstrate knowledge, skills, and experience across subcategories of performance, skilling, and customer success.

Microsoft
Solutions Partner

Private Cloud

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

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.

Understanding the partner capability score

Each solution area designation has a specific number of possible points that can be earned per category. You have the flexibility to choose which categories to focus on within a solution area to match your business needs. The maximum number of points available for each subcategory are the same for SMB and Enterprise paths.

Each Solutions Partner designation for solution areas requires 70+ points with at least one point in each subcategory

Category		Solutions Partner for Private Cloud	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
Performance		Private Cloud Customer Performance — 30pts	Net customer adds — 15pts	Net customer adds — 30pts	Net customer adds — 30pts	Net customer adds — 30pts	Net customer adds — 20pts	Net customer adds — 20pts
Skilling		Intermediate certs — 40pts	Intermediate certs — 20pts; Advanced certs — 15pts	Intermediate certs — 40pts	Intermediate certs — 20pts; Advanced certs — 20pts	Intermediate certs — 20pts; Advanced certs — 20pts	Intermediate certs — 10pts; Advanced certs — 15pts	Intermediate certs — 40pts
Customer Success		Usage growth — 20pts; Deployments — 10pts	Usage growth — 30pts; Deployments — 20pts	Usage growth — 20pts; Deployments — 10pts	Usage growth — 20pts; Deployments — 10pts	Usage growth — 20pts; Deployments — 10pts	Usage growth — 30pts; Deployments — 25pts	Usage growth — 20pts; Deployments — 20pts

Subcategory

\# Represents maximum number of points in that subcategory

Requirements for SPD for Private Cloud

Three categories make up the framework for Solutions Partner for Private Cloud: performance, skilling, and customer success. Points are earned through revenue, certifications and exams, growth in usage and the number of successful deployed customer solutions. Points are earned incrementally as partners make progress in each subcategory.
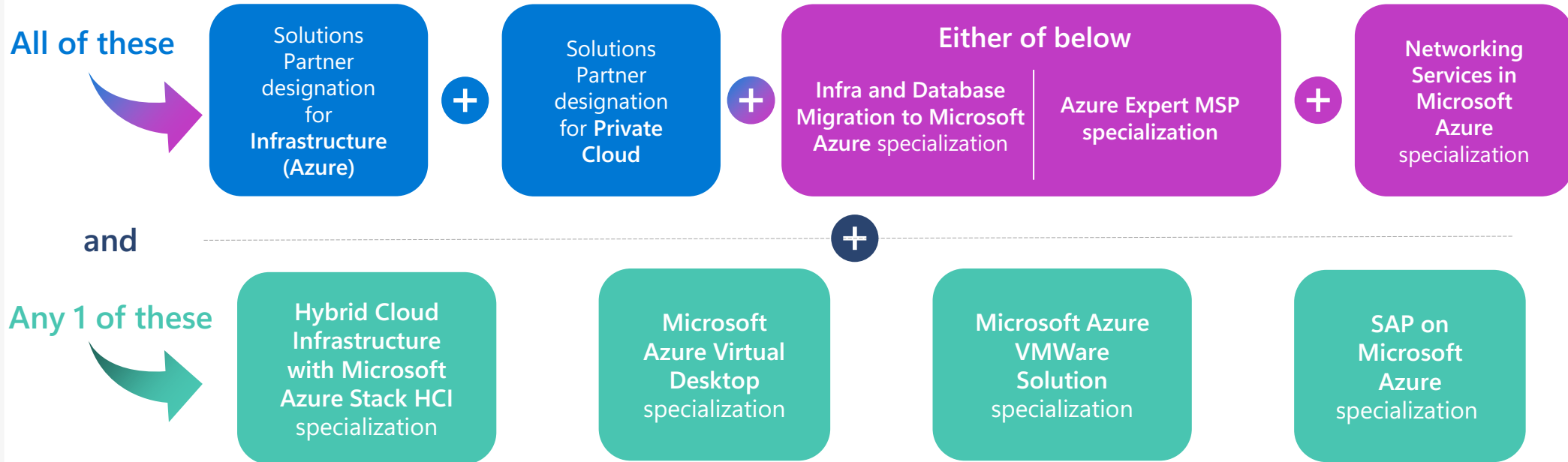
	Contribution	Max points
Performance		**30**
Revenue	Prerequisite: minimum $300,000 revenue trailing 12 months (TTM). Once prereq is met, earn points for up to $300,000 additional revenue from SPLA Billed Revenue, CSP Software Subscriptions Billed Revenue and/or CSP Azure Consumed Revenue (ACR). See eligible workloads.	30
Skilling		**40**
Intermediate certifications	Minimum 2/maximum 20 unique individuals holding 2-20 certifications. 5 points for intermediate certifications, 2 points for fundamental certifications. See eligible certifications.	40
Customer Success		**30**
Usage growth	Net growth in usage year over year, earn 1 full point for every $5,000 of growth in eligible workloads, partial points available. See eligible workloads.	20
Deployments	Net growth in deployments year over year, earn 1 point for every net customer CSP deployment and every 100 net new SPLA Windows Server Cores. See eligible workloads.	10
TOTAL		**100**
Minimum total points required for Solutions Partner designation		**70**

* Throughout this document, $ refers to US dollar (USD).

Hybrid Cloud Badge

The Hybrid Cloud badge will be earned by partners who attain a combination of designations and specializations. The Hybrid Cloud badge is not a standalone Solutions Partner designation and is not attained via its own partner capability score.

Qualifications   Partners who attain the following will earn the Hybrid Cloud badge

All of these

Solutions Partner designation for **Infrastructure (Azure)**	**+**	Solutions Partner designation for **Private Cloud**	**+**	**Either of below**	**+**	**Networking Services in Microsoft Azure** specialization
				Infra and Database Migration to Microsoft Azure specialization | **Azure Expert MSP specialization**		

and

+

Any 1 of these

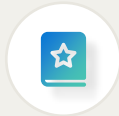| **Hybrid Cloud Infrastructure with Microsoft Azure Stack HCI** specialization	**Microsoft Azure Virtual Desktop** specialization	**Microsoft Azure VMWare Solution** specialization	**SAP on Microsoft Azure** specialization

Badging

- Partners who attain all the qualifications above will gain access to a "Hybrid Cloud Provider" badge.
- The Hybrid badge will not appear as a Solutions Partner badge only (white part of MAICPP badging). The badge will include the specializations section (lower grey section) and include all relevant specializations.

Microsoft
Hybrid Cloud

Specialist
Infra and Database Migration
Networking Services
Hybrid Cloud Infrastructure

Resources

Private Cloud Assets

Walking deck

FAQ

Other links

[Training gallery](#)

[Microsoft partner website](#)

[Partner Center membership](#)

[Partner Center insights](#)

[Certification Weeks](#)

Appendix

Requirements for performance

30pts

Private Cloud Customer Performance

Measures a partner's investment in the Microsoft ecosystem, considering total SPLA and CSP revenue to determine partner points. Eligible workloads include:

- **SPLA Billed Revenue** includes Windows Server Standard Edition, Windows Server Datacenter Edition, Cloud Infrastructure Suite (CIS) Standard Edition, CIS Datacenter Edition, SQL Server Standard Edition, SQL Server Enterprise Edition

- **CSP Software Subscription Billed Revenue** includes Windows Server Datacenter Edition (1-year and 3-year terms)

- **CSP Azure Consumed Revenue (ACR)** includes Extended Security Updates enabled by Azure Arc, Azure Arc Enabled SQL Server (pay-as-you-go), Azure Arc Enabled Servers (Azure Update Manager, Azure Policy Guest Configuration, Azure Monitor, Microsoft Defender for Cloud, Sentinel, etc.), Azure Arc Enabled SQL Managed Instance, Azure Arc Enabled Kubernetes, Azure Stack HCI Host Service Fee, Azure Stack HCI Windows Server Subscription (for guests)

Requirements

- Prerequisite: $300,000 revenue trailing 12 months (TTM) from any combination of eligible workloads

- Earn points from any TTM revenue above prerequisite up to a total of an additional $300,000. One point per $10,000 revenue, partial points available

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

Solutions Partner designation for Private Cloud

Requirements for skilling

40pts

Intermediate skilling

For Private Cloud, skilling points are earned only in the intermediate skilling subcategory, including both intermediate and fundamental certifications. The individuals who earn the intermediate certifications can be the same as or different than the individuals who earn the fundamental certifications. However, individuals who earn more than one of the intermediate certifications will count only once toward your intermediate certifications.

Intermediate certifications
- [Microsoft Certified: Windows Server Hybrid Administrator Associate](#)
- [Microsoft Certified: Azure Database Administrator Associate](#)

Fundamental certifications
- [Azure Fundamentals](#)

Requirements

- Earn 5 points for each individual certified in intermediate certifications. Individuals holding more than 1 intermediate certification will count for 5 points.

- Earn 2 points for each individual holding fundamental certifications. Individuals holding both fundamental and intermediate certifications can count for up to 7 points.

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

Requirements for customer success

30pts

Deployments

10pts

- Eligible workloads last month – eligible workloads same month last year
- 1 point for every net CSP deployment contributing >=$100 TTM
- 1 point for every 100 net Windows Server Cores

Usage Growth

20pts

- **Usage growth** = total ACR & billed revenue summed across all customers last month – total ACR & billed revenue summed across all customers same month last year
- 1 point for every $5,000 growth from eligible workloads

Eligible workloads:

- **CSP Deployments:**
    - **Software Subscriptions Billed Revenue (1-year and 3-year terms):** Windows Server Datacenter Edition
    - **Azure Arc ACR:** Extended Security Updates enabled by Azure Arc, Azure Arc-enabled SQL Server (pay-as-you-go), Azure Arc Enabled Servers (Azure Update Manager, Azure Policy guest configuration, Azure Monitor, Microsoft Defender for Cloud, Sentinel, etc.), Azure Arc Enabled SQL Managed Instance, Azure Arc Enabled Kubernetes
    - **Azure Stack HCI ACR:** Azure Stack HCI Host Service Fee, Azure Stack HCI Windows Server subscription (for guests)
- **SPLA Deployments:**
    - **Windows Server Cores:** Windows Server Standard Edition, Windows Server Datacenter Edition, Cloud Infrastructure Suite (CIS) Standard Edition, CIS Datacenter Edition

*All dates and requirements subject to change.