

Microsoft Commerce Incentives

Azure breadth motion incentive

Purpose



Rewards Cloud Solution Providers who make a direct impact in delivering value-added services and influence their customers' Azure environment.



How to earn

To be eligible for participation, a partner must have an active MPN membership and agreement. Partners must perform all Microsoft Commerce Incentives registration requirements and qualifying activities, as stated in the Incentive guide and Engagement Terms before the incentive can be earned.

Competency	Active gold or silver cloud platform competency
Partner Agreement	Microsoft CSP Indirect Reseller Channel Authorization
Purchasing Motion	Breadth purchasing motion
Incentive Enrollment	Microsoft Commerce Incentives
Partner Center	Valid and complete identification, tax and banking information submitted and accepted by Microsoft
Program Term	October 1, 2021 – September 30, 2022



Incentive rate

Partners earn incentives for consumption of Azure services for the new Azure offer (Azure plan) sold through the new commerce experience.

Below details the incentive structure and the partner's earning opportunity.

Incentive structure	CSP Indirect Reseller
<i>Maximum earning opportunity of 100K USD per Engagement Term, per partner, per subscription¹</i>	
Core Incentive	4.00%
Azure Reservations	10.00%

¹ The maximum incentive earning cap is cumulative across all consumption incentive offers within the Engagement.

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*This asset is intended only for reference purposes, as a high level overview of the program. Do not blog, tweet, post photos, or otherwise display information about this overview.

Full details and program requirements are set forth and subject to the applicable program guide and partner agreement.

Microsoft Commerce Incentives

Azure enterprise and self-service incentive

Purpose



Rewards partners who make a direct impact in delivering value-added services and influence their customers' Azure environment.



How to earn

To be eligible for participation, a partner must have an active MPN membership and agreement. Partners must perform all Microsoft Commerce Incentives registration requirements and qualifying activities, as stated in the Incentive guide and Engagement Terms before the incentive can be earned.

Competency	Active gold membership in the cloud platform competency
Incentive Enrollment	Microsoft Commerce Incentives
Partner Center	Valid and complete identification, tax and banking information submitted and accepted by Microsoft
Engagement Term	October 1, 2021 – September 30, 2022
Licensing Programs	Microsoft Customer Agreement (MCuA), Enterprise Agreement (EA), Enterprise Subscription Agreement (EAS), Campus and School Agreement (CASA), Enrollment for Education Solutions (EES), Microsoft Online Subscription Agreement (MOSA), Online Services Standard Agreement (OSSA), Online Services Premium Agreement (OSPA)



Incentive rate

Below details the incentive structure and the earning opportunity for partners that have associated their Partner Location Account MPN ID¹ with the credentials used for managing, configuring, and supporting Azure services within a customer's Azure environment.

Incentive structure	Single partner	Multiple partners ²
<i>Maximum earning opportunity of 40K USD per Engagement Term, per partner, per subscription³</i>		
Azure consumption	1.00%	0.50%

¹ Only partners with an eligible (Owner or Contributor) access-based association via Partner Admin Link (PAL) or Azure Lighthouse using a Partner Location Account MPN ID.

² Partners earn a shared rate for their influence on Azure consumed revenue (ACR) where multiple partners with an eligible access-based association are associated to the same ACR.

³ The maximum incentive earning cap is cumulative across all consumption incentive offers within the Engagement.

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Microsoft Commerce Incentives

Azure enterprise and self-service accelerator

Purpose



Rewards Azure Expert MSPs or partners with Azure advanced specializations who make a direct impact in delivering value-added services and influence their customers' Azure environment.



How to earn

To be eligible for participation, a partner must have an active MPN membership and agreement. Partners must perform all Microsoft Commerce Incentives registration requirements and qualifying activities, as stated in the Incentive guide and Engagement Terms before the incentive can be earned.

Competency	Active gold membership in the cloud platform competency
Partner Specialization	Azure Expert MSP or Azure advanced specialization
Incentive Enrollment	Microsoft Commerce Incentives
Partner Center	Valid and complete identification, tax and banking information submitted and accepted by Microsoft
Engagement Term	October 1, 2021 – September 30, 2022
Licensing Programs	Microsoft Customer Agreement (MCuA), Enterprise Agreement (EA), Enterprise Subscription Agreement (EAS), Campus and School Agreement (CASA), Enrollment for Education Solutions (EES), Microsoft Online Subscription Agreement (MOSA), Online Services Standard Agreement (OSSA), Online Services Premium Agreement (OSPA)



Incentive rate

Below details the incentive structure and the earning opportunity for Azure Expert MSP and Azure advanced specialization partners that have associated their Partner Location Account MPN ID¹ with the credentials used for managing, configuring, and supporting Azure services within a customer's Azure environment.

Incentive structure	Single partner	Multiple partners ²
<i>Maximum earning opportunity of 60K USD per Engagement Term, per partner, per subscription³</i>		
Azure consumption	3.00%	0.50%

¹ Only partners with an eligible (Owner or Contributor) access-based association via Partner Admin Link (PAL) or Azure Lighthouse using a Partner Location Account MPN ID.

² Partners earn a shared rate for their influence on ACR when multiple partners with an eligible access-based association are associated to the same Azure consumption revenue.

³ The maximum incentive earning cap is cumulative across all consumption incentive offers within the Engagement.

Partners that qualify can earn up to \$100K USD across both engagements: **Azure Enterprise & self-service incentive** and **Azure enterprise & self-service accelerator** (per Term, per partner, per subscription)

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Microsoft Commerce Incentives

Microsoft 365 incentives for the breadth purchasing motion

Purpose



Rewards Cloud Solution Provider partners who drive customer adoption and consumption of Modern Work & Security products and services through the new commerce experience.



How to earn

To be eligible for participation, a partner must have an active MPN membership and agreement. Partners must perform all Microsoft Commerce Incentives registration requirements and qualifying activities, as stated in the Incentive guide and Engagement Terms before the incentive can be earned.

Competency	Active Gold or Silver membership in one of the eligible competencies: 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
Partner Agreement	Microsoft CSP Indirect Reseller Channel Authorization
Purchasing Motion	Breadth purchasing motion
Incentive Enrollment	Microsoft Commerce Incentives
Partner Center	Valid and complete identification, tax and banking information submitted and accepted by Microsoft
Program Term	October 1, 2021 – September 30, 2022



Incentive rate

Partners earn incentives for billed revenue on new Microsoft 365 offers sold through the new commerce experience.

Below details the incentive structure and the partner's earning opportunity.

Incentive structure	CSP Indirect Reseller
Core Incentive	5.00%
Global Strategic Product Accelerator – Tier 1	5.00%
Global Calling and Conference PSTN Accelerator	20.00%

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Microsoft Commerce Incentives

Dynamics 365 incentives for the breadth purchasing motion

Purpose



Rewards Cloud Solution Provider partners who drive customer adoption and consumption of Business Applications products and services through the new commerce experience.



How to earn

To be eligible for participation, a partner must have an active MPN membership and agreement. Partners must perform all Microsoft Commerce Incentives registration requirements and qualifying activities, as stated in the Incentive guide and Engagement Terms before the incentive can be earned.

Competency	Active Gold or Silver membership in one of the eligible competencies: 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
Partner Agreement	Microsoft CSP Indirect Reseller Channel Authorization
Purchasing Motion	Breadth purchasing motion
Incentive Enrollment	Microsoft Commerce Incentives
Partner Center	Valid and complete identification, tax and banking information submitted and accepted by Microsoft
Program Term	October 1, 2021 – September 30, 2022



Incentive rate

Partners earn incentives for billed revenue on new Dynamics 365 offers sold through the new commerce experience.

Below details the incentive structure and the partner's earning opportunity.

Incentive structure	CSP Indirect Reseller
Core Incentive	5.00%
Global Strategic Product Accelerator – Tier 1	5.00%
Global Strategic Product Accelerator – Tier 2	10.00%

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