

# Regional Authorization FAQ May 2018

## What is Regional Authorization?

Regional Authorization allows Partners to transact throughout a CSP region from a single Partner Center tenant in that region.

- ✓ As of January 2018, CSP has 227 markets. These are called markets and not countries. For example, Vatican City is a market, not a country.
- ✓ There are 10 single country regions where transactions are limited to customers in that country. For example, a USA tenant cannot be used to sell to a Canadian Customer.

## Taxation, legalities

### Can a CSP Partner have a global tenant? Some Partners are looking to expand to other regions they serve.

A Partner must have a legal business presence and must be set up as a business entity, including tax ID/VAT where applicable, in the at least one country in the region of business. The Partner must also have an MPN ID associated with that legal business location.

### What does a Partner need to do if their legal headquarter moves from one country (France) to another country (the Netherlands) in the same region and they want the invoice to go to their new headquarters in the Netherlands?

The partner needs to change the country and address for its CSP tenant for invoicing purposes. The Partner will need to re-enroll in Partner Center using the new business address and country so that they can be invoiced to the new legal entity.

### Can a Partner set up a separate tenant to sell through a company but still have users in other countries but in the same region?

A Partner must have a legal business presence and must be set up as a business entity, including tax ID/VAT where applicable, in the at least one country in the region of business. The Partner must also have an MPN ID associated with that legal business location.

### What does a Partner need to set up a tenant in another country or region?

A Partner must have a legal business presence and must be set up as a business entity, including tax ID/VAT where applicable, in the at least one country in the region of business. The Partner must also have an MPN ID associated with that legal business location.

## Additional note

Regional Authorization allows Partners to sell into many countries throughout their enrolled region. For example, a Partner in Mexico wants to sell into many other countries throughout the Americas. The Partner in Mexico must have a legal business presence in at least one country in the Americas (Mexico), sign a separate CSP agreement for that country, and create a tenant in Partner Center which they will use to place orders for customers throughout the Americas region.

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## Rights for selling through the CSP agreement

**Can a CSP Partner who has a Direct CSP tenant and who owns a hosting company and both companies are in the same country sell licenses through their CSP Direct Partner agreement?**

If the hosting company is a separate legal entity, then the Direct Partner should enroll to create a separate Direct tenant for the hosting company.


### Additional note

See the [MCRA](#) on Partner Center. Microsoft may offer Company the right to participate in additional licensing programs, which may require Company to accept additional terms.

## Invoice details

**If a CSP Partner chooses one tenant for regional transactions, how is that Partner invoiced for all the countries in their region?**

The invoice contains all regional transactions combined in one total, but you don't see a break out by country. You can't see the country break out within the reconciliation file.

 <b>Microsoft</b> Microsoft Corporation One Microsoft Way Redmond, WA 98052 United States  US FEIN: 91-1144442		<b>Invoice</b>  Invoice No: 000001GKQ Billing Period: 1/25/2018 - 2/24/2018 Invoice date: 2/25/2018 Payment due date: 4/26/2018 Customer PO: 123456 Customer Service: <a href="https://partnercenter.microsoft.com/en-us/portal/dashboard">https://partnercenter.microsoft.com/en-us/portal/dashboard</a>	
Customer Number: 1281941961_3		Customer Number: 1281941961_1	
<b>Bill to:</b> Test_Test_onboarding 1 Microsoft Way Redmond WA 98052 United States		<b>Service Recipient Address:</b> Test_Test_onboarding 1 Microsoft Way Redmond WA 98052 United States	
<b>Current Charges</b>			
Recurring Charges		21,558.82	
Other Products and Services		0.00	
Usage Charges		2,558.94	
Credits & Adjustments		0.00	
Other Discounts		0.00	
<b>SubTotal</b>		24,117.76	
Taxes		2,092.69	
<b>Total Current Charges</b>		26,210.45	USD

## Billing currency and payment currency

**Regarding the different currencies in Europe, when a CSP Partner pays Microsoft in euros, what currency does the Customer pay the CSP Partner in a non-EUR country?**

We don't know customers payment currency. Don't assume if partner is in Ireland and customer is in UK, that customer pays in GBP. They could pay in EUR. This is negotiated between the partner and customer. Partners can only pay Microsoft in the currency of the Partner Center tenant.

### Additional note

For example, if the customer is in Switzerland, Sweden, Denmark, Norway or the UK and plans to pay you in the local currency, then you may want to set up a separate tenant in the non-Euro zone country so that your billing and payment currencies are the same.

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## End User Location

**Does Microsoft have any restrictions on where end users are located?** The customers' company must be in the same country or region as the Partner's tenant. Once a product is purchased, there are no restrictions on where the end users are located

## CSP Sales attribution

**How is the MS sales attribution for products determined?**

MS Sales attribution depends on the customer's business location, not the reseller's Partner Center tenant location.

### Additional note

For example, if a Direct reseller with a CSP tenant in France sells to a customer based in Germany, then the Microsoft Germany team would receive recognition for the sale.

## Resources

- <https://msdn.microsoft.com/en-us/partner-center/regional-authorization-overview>
- <https://msdn.microsoft.com/partner-center/enrolling-in-the-csp-program>

## CSP Regions

Single Country Regions	APAC	LATAM		Africa	EU		ME/CEE	
Taiwan	Bangladesh	Argentina	Guatemala	Angola	Austria	Liechtenstein	Afghanistan	Montenegro
Korea	Brunei Darussalam	Bahamas	Honduras	Botswana	Belgium	Lithuania	Albania	Morocco
Japan	Hong Kong SAR	Barbados	Jamaica	Cameroon	Bulgaria	Luxembourg	Algeria	Nepal
India	Indonesia	Belize	Mexico	Cabo Verde	Croatia	Malta	Armenia	Oman
New Zealand	Malaysia	Bermuda	Nicaragua	Côte d'Ivoire	Cyprus	Monaco	Azerbaijan	Pakistan
United States	Philippines	Bolivia	Panama	Ethiopia	Czech Republic	Netherlands	Bahrain	Palestinian Authority
Canada	Singapore	Cayman Islands	Paraguay	Ghana	Denmark	Norway	Belarus	Qatar
Russia	Thailand	Chile	Peru	Kenya	Estonia	Poland	Bosnia and Herzegovina	Serbia
Brazil	Vietnam	Colombia	Puerto Rico	Mauritius	Finland	Portugal	Egypt	Sri Lanka
Australia/Fiji	Macao SAR	Costa Rica	Saint Kitts and Nevis	Namibia	France	Romania	Georgia	Tajikistan
		Curacao	Trinidad and Tobago	Nigeria	Germany	Slovakia	Iraq	Tunisia
		Dominican Republic	Uruguay	Rwanda	Greece	Slovenia	Israel	Turkmenistan
		Ecuador	Venezuela	Senegal	Hungary	Spain	Jordan	Ukraine
		El Salvador	Virgin Islands	Tanzania	Iceland	Sweden	Kazakhstan	United Arab Emirates
				Uganda	Ireland	Switzerland	Kuwait	Uzbekistan
				Zambia	Italy	UK	Kyrgyzstan	Saudi Arabia
					Latvia	Faroe Islands	Lebanon	South Africa
							Libya	Turkey
							Macedonia (FYROM)	Yemen
							Moldova	Zimbabwe
							Mongolia	

**Currency considerations:**

- All single country regions except Brazil billed in the local currency. Brazil = USD
- APAC, LATAM, Africa, ME/CEE billed in USD
- EU partners are:
  - Billed in euros, British pounds, Swiss francs and three kinds of Kroner (DK, NO, SE)
  - Can only be billed in one currency per tenant.

**Country-by-country authorization required**

**Regional Authorization for partners selling into multiple countries**

Example: Partner in Mexico wants to sell into many countries throughout the Americas. The partner will need to have a physical location in at least one country (MX) in the region, sign a separate CSP agreement for that country, and create a tenant in Partner Center which they will use to place orders for customers throughout the region.