



# Microsoft Solution Areas & Practices

Modern Workplace	
Practice	Practice Building Blocks
Collaboration	Modern Collaboration and Effective Teamwork
	Employee Engagement and Empowerment
	First Line Workers
Modern Desktop	Modern Develop Deployment
	Modern Desktop Managed Services
Security and Compliance	Enterprise-level Identity protection
	Control and protect information
	Regulatory compliance
	Proactive attack detection and prevention
Cloud Voice	Meetings with PSTN dial-in
	Cloud PBX enablement

Business Applications	
Practice	Practice Building Blocks
Customer Engagement	Customer Service
	Field Service
	Project Service Automation
	Sales
Operations	Talent Management
	Retail
	Finance and Operations
Business Apps	Finance and Operations
	Sales
	Marketing

Data & AI	
Practice	Practice Building Blocks
Data Platform & Analytics	Data Platform Modernization and Mission Critical Applications
	Oracle Migration to SQL/Azure
	Data Warehousing and Big Data
	Business Analytics & AI
	Modern Business Intelligence
	IoT PaaS Solutions
	IoT SaaS Solutions

Apps & Infrastructure	
Practice	Practice Building Blocks
Cloud Infrastructure and Management	Hybrid Networking
	Hybrid Storage
	High Performance Computing
	Data Center Transformation
	Windows Server Apps on Azure
	Extending Azure with Azure Stack
	Development and Test + DevOps
	SAP on Azure
	Red Hat on Azure
Application Innovation	Hybrid Infrastructure Security and Management
	Backup, Archive, and DR
	DevOps
	Customer Facing - Digital Marketing
	Customer Facing - Mobile
	Customer Facing - Transactional Apps/eCommerce
	Customer Facing - Gaming
	Customer Facing - Media
	App Modernization & Integration

# Microsoft Partner Network

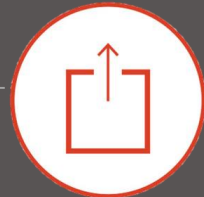
aka.ms/mpn



## 1 NETWORK MEMBER

**No-cost**, basic membership.

First step to receiving relevant information and exploring Microsoft resources



## 2 ACTION PACK

**£330** annual subscription fee

Access developer tools, support, training and software to run your business



## 3 COMPETENCY

Elite tier

Be rewarded for your success with increased support, software and training

**Silver** - £1300 annual fee

**SILVER**

**GOLD**

**Gold** - £3100 annual fee

- **3** customer references
- **1** business focussed competency assessment
- **1** technical professional to pass technical exam/assessment or both

Varies per competency

- **5** customer references
- **2** business focussed competency assessments
- **2** technical professionals to pass technical exam/assessment or both

Varies per competency

# P-Seller Program

Partner Seller



P-Sellers are Microsoft's "go to" partner resources across the customer lifecycle, making our joint Co-Engagement strategy real!



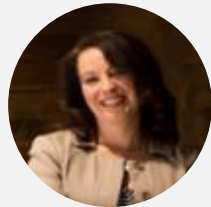
**P-SSP**

Partner Sales Solutions  
Professional



**P-TSP**

Partner Technology Solutions  
Professional



**P-Executive**

Partner  
CxO or VP



**P-AE**

Partner Account  
Executive



**P-MKT**

Partner  
Marketer



**P-LSS**

Partner Licensing  
Sales Specialist

# UK Partner Concierge

Making business simpler with Microsoft



Benefits



Signposting



Onboarding



Marketing



Business hours: 09:00 – 17:30

0330 587 8007

[UKPC@Microsoft.com](mailto:UKPC@Microsoft.com)