

Microsoft Cloud Partner Program MCPP

Microsoft Cloud Partner Program (MCPP) & Solution Partner Designations

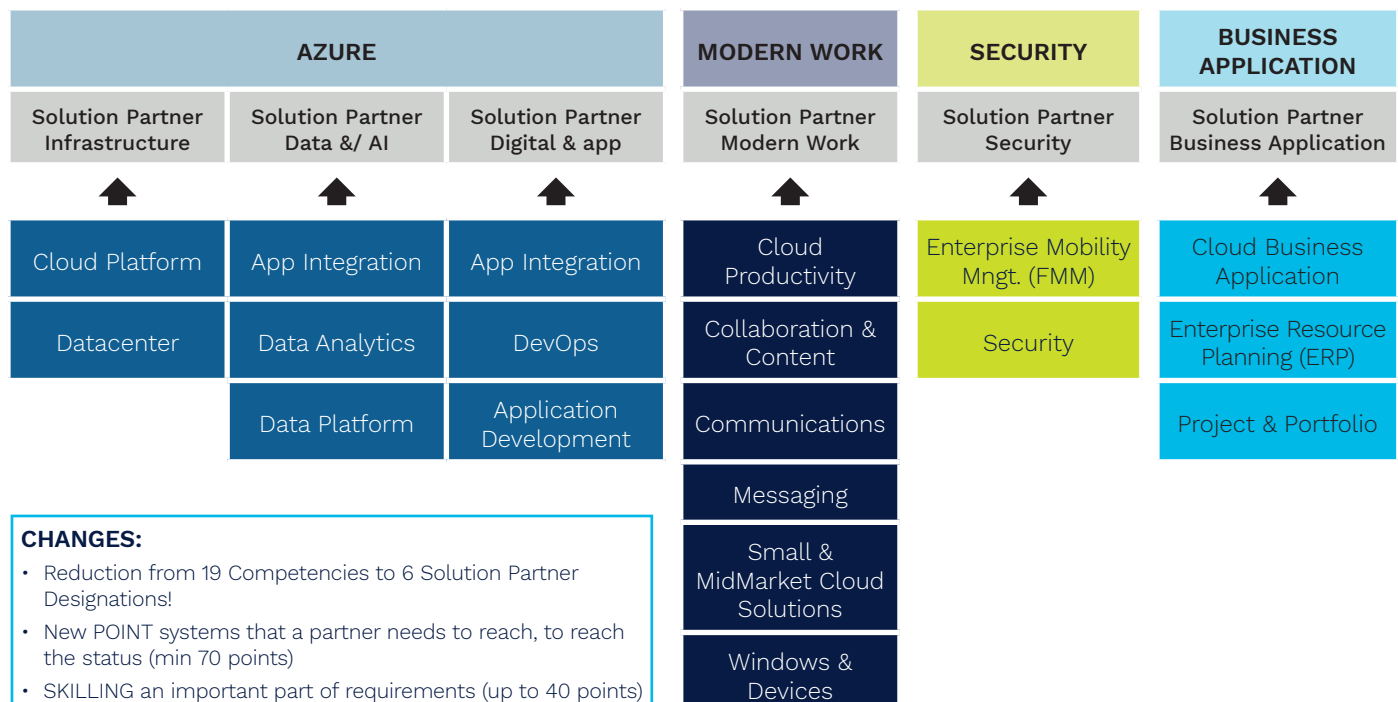
Microsoft has announced in March 2022 that they will evolve their Microsoft Partner Network Program (MPN). Effective October 2022, they are changing the name of the partner program from “Microsoft Partner Network (MPN)” to the “Microsoft Cloud Partner Program (MCPP).”

The Microsoft Cloud Partner Program is for all partners in Microsoft’s ecosystem, whether they build and sell services, software solutions or devices, and is focused on proficiency in six solution areas aligned with the Microsoft Cloud:

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

The current 19 Competencies can be mapped to the new six Solution Areas as shown below.

Microsoft Solution Partner Designation (as of October 2022)



MCPP Program Key Facts

To attain a solutions partner designation, you'll need to earn at least 70 points (including points in each subcategory) out of the available 100 points.

- **Performance:** Measured by net customer adds.
- **Skilling:** Verifies and demonstrates your dedication to skilling and training. Points are awarded for each person on your team with specified certifications.
- **Customer success:** Measured by usage growth and number of successful deployments.

You can track your progress toward earning a solutions partner designation in Partner Center.

70+ points With >0 points for each metric meets requirement for Solutions partner	Solutions partner for Business Applications	Solutions partner for Modern Work	Solutions partner for Security	Solutions partner for Infrastructure, Data & AI and Digital & App Innovation (Azure)
Performance	Net customer adds +15 pts	Net customer adds +20 pts	Net customer adds +20 pts	Net customer adds +30 pts
Skilling	Intermediate Certs +20 pts	Intermediate Certs +10 pts	Intermediate Certs +40 pts	Intermediate Certs +20 pts
	Advanced Certs +15 pts	Advanced Certs +15 pts		Advanced Certs +20 pts
Customer Success	Usage Growth +30 pts	Usage Growth +30 pts	Usage Growth +20 pts	Usage Growth +20 pts
	Deployments +20 pts	Deployments +25 pts	Deployments +20 pts	Deployments +10 pts

MCPP and SKILLING

ExitCertified, as an official Microsoft Learning Partner, can help you to reach your Solution Area, as we offer all necessary training courses that can help you prepare for your needed certifications.

We can also provide detailed learning paths for your needs.

Please contact us at exitcertified.com/contact

